



Investing in Our Best Agricultural Resource

BY MILT HANDCOCK, GENERAL MANAGER • 605-224-5935 OR CELL: 605-295-1023 • MILT.HANDCOCK@CHSINC.COM



Part of the CHS Midwest Cooperatives mission is to intentionally invest in the future of the agricultural industry. That future rests in the hands of the next generation, which is the reason we support students with scholarships, hands-on experiences and internships.

Midwest Cooperatives offers up to three \$2,500 scholarship opportunities every year to area students who are furthering their education through an agri-business program at an approved South Dakota vocational or technical institution of higher education. This year, we awarded scholarships to two recipients: Wyatt Green, son of Tyler and Stacey Green of Fort Pierre, and Abraham Unruh, son of Ernest and Barbara Unruh of Onida. Both will be attending Lake Area Technical Institute this fall, and both have an interest in the agronomy division at Midwest Cooperatives.

Being a scholarship recipient also opens doors to future career opportunities with CHS Inc. Wyatt and Abraham will perform a Supervised Occupational Experience (SOE) at a Midwest Cooperatives location. Then, after graduation, they'll return to Midwest Cooperatives for 24 months. We look forward to these boys joining our team, and both are excited to be a part of the CHS family.

If you're interested in the scholarship program for next

year, go to www.midwestcooperatives.com for an application located in the careers section.

Thank you, interns

Each summer, CHS Midwest Cooperatives provides an opportunity for college students to gain some real-world experience as an intern in the agricultural industry. This year we hired six interns. Agronomy division interns included Matt Herman in Pierre, Rachel Hoyer in Philip, Melissa Kafka in Highmore and Caleb Kemink and Ryan Kammerer in Onida. We also had a grain marketing intern, Matt Morog, in Onida. Here's a little more information about each of them:

Matt Herman comes from Wells, Minn., and has interned with Midwest for two summers. He is majoring in agronomy

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Abraham Unruh



Wyatt Green

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Strategies to Keep Wheat Clean

BY RUSS DALEY, ASSISTANT GENERAL MANAGER/AGRONOMY DEPARTMENT MANAGER • 605-280-5935 OR CELL: 605-280-4497 • RUSS.DALEY@CHSINC.COM

Winter wheat planting is nearing completion, so I would like to talk about the next step—taking care of that newly planted crop. Cheatgrass (downy brome) is one of the leading weed threats, and PowerFlex® HL is a very good choice to help you control cheatgrass and other problem grasses. If you planted a Clearfield® wheat variety, another option available on those planted acres is Beyond® herbicide. Not only will Beyond control cheatgrass, but also feral rye.

To help you make the right decision for your crop this fall, please give us a call or contact one of our agronomy sales specialists. We would be more than happy to come out, scout your fields and put together a herbicide program for you.

Fall fertility

Now is the time to think about fall applying some of the fertilizer needs for your winter wheat crop. If you want to ensure your

nitrogen will be ready to feed your wheat when it comes out of dormancy, fall is the best time to apply. It takes the weather factors that can make timely spring application difficult out of the equation. If you have concerns or other questions about fall-applied nitrogen, give us a call and we'll discuss it further.



Don't forget that we offer 0% financing on agronomy input needs. Ask your agronomist for more details.

I would like to thank each of you for your business this past spring and summer, and we look forward to working with you in the coming months. I would also like to thank our employees and their families for their hard work and dedication. None of our success, or yours, would be possible without them.

Be safe and have a great fall harvest. ▀

Financing Program Info Meetings

Join the CHS Midwest Coop team Tuesday, Dec. 3 at our Onida elevator or Thursday Dec. 5 in Philip at the ambulance building. Food will be provided. For more information, call Rich Henderson, Credit and Finance Manager, at 605-224-5935.

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with a minor in animal science at South Dakota State University. Herman's experiences this summer included seed deliveries, riding along with salesmen, operating floaters, soil testing and other daily tasks. He will graduate in May 2014 and would like to return to Midwest Cooperatives.

Agronomy intern Melissa Kafka, an agronomy major, will graduate from SDSU in December. She really enjoyed meeting with growers, checking fields, selling and delivering chemical. She liked the idea of working for a cooperative because they give back to the farmer.

Ryan Kammerer of Philip attends Lake Area Technical Institute and is majoring in agricultural business and precision ag. Kammerer ran the dry fertilizer machine with Keith Van Bockel in Pierre, drove trucks, ran spreaders and sprayers and worked with Doug Severson on chemicals. He plans to graduate in May 2014 and would also like to return to Midwest Cooperatives.

Caleb Kemink from Onida served as another second-year agronomy intern. At SDSU, he is majoring in agricultural business and will graduate this December. Some of his duties included crop scouting for weeds, insects and disease, tissue and soil

sampling, helping customers and working around the fertilizer plant to learn the basics of the operation.

Rachel Hoyer, another second-year agronomy intern, is a native of Badger, S.D. She attends SDSU and is studying agricultural business with an accounting minor. Having great mentors (Ryon Berry and Jim Kanable) gave her the opportunity to do something different every day. She enjoyed her experience so much that she has officially accepted a position in Philip as an agronomy sales representative. She starts in January 2014, and we're looking forward to having her back.

Matt Morog of St. Lawrence, S.D., is majoring in agricultural business with a minor in ag marketing at SDSU. While working with the marketing team he analyzed technical charts, made cold calls, learned about risk management, options and futures trading as well as customer service. He appreciated his internship with Midwest and would like to stay connected to CHS in the future.

Midwest Cooperatives was fortunate to have these students join us this summer and take the initiative to learn through hands-on experience. We thank them for their time here and wish them the best of luck in their future endeavors. ▀

What Drives Our Markets?



By **JEREMY FROST, GRAIN MARKETING MANAGER** • 605-224-5935 OR CELL: 605-295-3100 • JEREMY.FROST@CHSINC.COM

Recently, I was sitting at my desk looking at weather forecasts, opening market calls and working to figure out where the markets were headed in the next few days. It is challenging to get an idea of not only what will happen in just a few short hours, but also what will happen in the days, weeks and months to come. It leads to the question, "What drives our markets?"

First, with today's technology and speed at which information moves, one always needs to ask the question—is that piece of information already priced into the market? For example, many have talked for months about how wheat prices needed to rise because of the poor winter wheat crop. But as it turns out, that information was already built into the market, so to this point we haven't managed much of a price rally.

In late August and early September, much of the Midwest had one of the hottest periods of the year, yet corn prices barely twitched. Was this already built into the market when the original forecast hit? Old sayings like "buy the rumor, sell the fact" come into mind when trying to determine market drivers.

Here's my point: If it is this hard to know what and how

information will drive prices in a few hours, figuring out what will drive our markets in a few days, weeks or months is going to be nearly impossible. So, as always, the best course of action is to practice good risk management when it comes to grain marketing. The unknowns are too many and the risks too big to do otherwise. If you need help putting together a risk management plan for your grain marketing, please give us a call. We offer a variety of different tools and can help you spread out some of the huge risks that exist in today's world of grain marketing.

Opportunities for you

We are currently offering free DP storage on new crop millet. This offer is subject to available space by location. Please give us a call for more information.

I also want to remind you of a couple of the other services the Midwest Cooperatives grain department offers to help with grain market information. We send out market information via email, text and voice messaging. Give us a call to get set up if you're not presently receiving our daily emails, market update texts or midday market update on your cell.

Two local radio stations also recently began broadcasting our Grain Market Recap. You can catch the update every afternoon at 4:50 on KPLO 94.5 FM and KGFX 1060 AM. ▶

Mandate Forces Fuel Shift

By **ED KING, ENERGY DEPARTMENT MANAGER** • 605-224-5935 OR CELL 605-280-5176 • ED.KING@CHSINC.COM



In the middle of September, two factors came together to change your fuel options at the pump. To meet the federal renewable fuel mandate without expanding the 10% ethanol "blend wall," all the energy pipelines began carrying 84-octane gasoline. For consumers, that means there will no longer be 87- or 89-octane fuels available without ethanol. This was not our decision, nor was it a Cenex decision. It was necessary in order to meet the federal standards.

We know that a lot of you don't want ethanol in your lawn equipment or 4-wheeler. So, we plan to carry 91-octane premium with no ethanol. Unfortunately, this product will come at a premium price, and availability may also be tight from time to time. However, that is the best plan we can offer, and we will carry premium at all of our fuel locations. If you have questions, you can certainly give me a call.

Keep planning

If you're not already finished, keep working on your SPCC plans. We have single- and double-wall tanks available, can get you containment systems and can put you in touch with an engineer if necessary. If you are having trouble getting the documentation from the EPA website, call me and I can walk you through it. If necessary, I can download it for you.

Many of you have already met him, but I wanted to formally introduce Tim Schmutz, our newest fuel truck driver. Tim has been covering the Pierre and Highmore area on his own for the past three months and is doing a great job. If you need to get in touch with him, his cell number is 605-280-5187. ▶



Tim Schmutz

www.midwestcooperatives.com



Kickstart Your Calves, Support Your Cows

BY JUSTIN PARKER, FEED DEPARTMENT MANAGER • 605-224-5935 OR CELL: 605-280-5518 • JUSTIN.PARKER@CHSINC.COM



It's a busy time for you, and that means it's also a busy season for us in the feed department. We're currently booking cow cake and Head Start, our weaning ration, and Bull Challenger, a complete feed. Both rations have a proven track record of excellent results in our area. We're also running a special on CTC 10-gram crumbles.

As you're thinking about feeding cows and calves, liquid feed can be a great way to increase the nutritional value and palatability of your baled forages. Applying liquid through the bale processor is a convenient way to incorporate this feed. We have the application units, and if you're interested, we'll give you a credit toward the cost of the applicator when you buy your liquid feed from us.



Don't forget that we handle distillers grain and SmartLic® tubs, including stress tubs that are perfect for supplementing calves during weaning.

Whatever you need to make your livestock operation run a little more smoothly, chances are we offer it—from forage and water testing services to ration balancing and projections. We're always ready to help, so give us a call. ▀

SERVICE AWARDS:

ED KING - 20 YEARS OF SERVICE

VAL CHICOINE - 10 YEARS OF SERVICE

NEW HIRES:

BEN MINIHAN - YIELD POINT SPECIALIST IN ONIDA

JOEL LOSEKE - YIELD POINT SPECIALIST IN PIERRE

ANNE MOORE - MARKETING COMMUNICATIONS SPECIALIST IN PIERRE

ZACH TURNER - SALES AGRONOMIST IN PIERRE

TOM PETERSON - AGRONOMY OPERATIONS MANAGER IN HIGHMORE

BRANDON BRAKE - APPLICATOR DRIVER

MICHAEL MYERS - ONIDA AGRONOMY

BENJAMIN KUNARD - ONIDA AGRONOMY

DEVON EHLERS - PHILIP

PHILLIP DIEHL - HIGHMORE

RYAN RITTEL - HIGHMORE