



Delane Thom, SWG Regional Manager, presents Harlan Klein with Certificate of Appreciation

## Harlan Klein, SWG Producer Board President Retires

Harlan Klein's official retirement from the Southwest Grain Producer Board went into effect on December 14, 2021, at the Southwest Grain Annual Meeting. Harlan served on the Board for 22 years and he led the Board as Chairman for most of his entire tenure.

Harlan was actively involved in several industry boards and commissions over the

years and contributed to setting the direction of the agriculture industry.

We want to extend a HUGE "thank you" to you, Harlan, for your dedication and active involvement over the years. We wish you the best in the future!

SWG Board,  
Management and Employees

## Storage is King

Hello to everyone from all of us in the Petroleum Department. Winter took a long time to get here this year but when it arrived, it came in with a bang for a good stretch before warming up again. As I write this article (1-18-22) the weather is starting to cool off again and below zero temps are expected.

Propane pricing is on the high side this year and, by what we currently see, will stay that way for some time. Inventories are well below recent years and exports continue to affect the declining inventory. Currently, the supply out of the local sources is getting very tight for various reasons. Please do not wait for your tank to run out; Be proactive and order ahead for availability. For those of you who bought an LP contract this year, it continues to be a very good value and saved customers a substantial amount of money.

### CRUDE OIL:

WTI Crude was at a low of \$65.57 back on December 2nd and is currently trading at \$85.85 as I write this article. One thing to look at is on December 2nd a June contract for diesel was more than .25 per gallon cheaper than buying the same gallon of diesel that day. Today the same June Contract is .06 more than buying that same gallon today. The tipping point (diesel cheaper in the deferred month vs. buying that day) came on December 30th.

Many of you took advantage of contracting your upcoming fuel needs for spring and into the fall. In many cases this will save .50 cents or more per gallon. I would encourage you if you do not contract, to consider visiting with our staff to discuss the programs and see if contracting is right for you and your operation. Jared at 701-260-5235 or Savanna at 701-260-6415 or contact your local SWG service center.

Goldman Sachs analysts are indicating that Brent crude oil is primed to rise above \$100 per barrel in 2022 as the oil market remains in a surprisingly large deficit. Currently, it is trading around \$87. The expectation is for it to be at \$90 per barrel in the first quarter of 2022, and then \$95 in the second quarter before reaching \$100 level during the 2nd half of the year. They expect demand to increase 3.5 million barrels per day year-on-year in 2022, while supply disruptions will persist and OPEC+ production will continue falling short of quotas.

**All that said, it appears (at least for now), that pre-buying your fuel, or laying it in now, will be more cost effective than waiting for the season you need it. Storage is king!!**

### OIL SALE:

Our annual oil sale is in full swing and will run thru February 28th. This year there is a change to the program: You now only have to buy 100 gallons or more of qualified products by February 28th, to receive a \$50.00 Visa gift card. This adds an additional savings of 40 cents per gallon over the top of the sale price. To receive credit for the gift card the oil MUST be invoiced on or before the February 28th.



Jim Renke

### Qualifying Products are:

Irriflex	MP Gear Lube
Maxtron DEO	Quiklift HTB
Maxtron Enviro-Edge	Superlube 518
Maxtron GL	Superlube TMS

### Greases include:

Corn Head Grease	ML 365
Blue Gard 500+	Molyplex 500+
Fluid Gear Grease	Poly-Xtreme
HD Moly Xtreme	Red Protect XT
Maxtron EP	
Maxtron FS	

Grease is converted to gallons at a rate of 7.5 pounds to 1 gallon.  
(i.e. 750 pounds grease/7.5=100 gallons).

### CENEX TOTAL PROTECTION PLAN CHANGES

All worthwhile programs go through changes to stay viable and valuable. The Cenex TPP program is no different. I want to highlight some of the changes in this long-standing program below:

\*The cost of a New and Used TPP warranty is now \$799 each.

\*There are still \$200 in rebates as normal with warranty activation.

\*New Warranty still covers 10,000 hours or 10 years of coverage.

\*Used Warranty covers 8,000 hours and 8 years of coverage.

\*The equipment horsepower has been changed from 25HP to 50HP per machine. These are the major changes to the program. Warranties still provide excellent value and can ride on top and beyond the OEM's factory warranties. If you would like more information on how to protect your farm equipment, please call Jared or Savanna, our Certified Energy Specialists, to go over the program details.

### LUBE TRIVIA

Question: Does storage temperature influence oil separation or bleeding in grease?

Answer: Yes, higher temperatures will generally increase bleeding or separation.

The entire staff of Southwest Grain Petroleum would like to thank you for all your support in the past and look forward to working with you into the future.

Jim Renke, Manager  
Energy Division

## Scholarships Available

Southwest Grain is committed to investing in the future of rural America, agriculture and cooperative business through education and leadership development.

SWG will be offering eight \$1000.00 scholarships to qualifying students pursuing careers in an agriculturally related field or a profession that contributes to benefitting rural communities.

Any student planning to attend a college or university for the 2022-2023 fall and spring semesters may apply for a scholarship. Feel free to apply again even if you have previously received a SWG scholarship.

A committee consisting of three SWG board members, two SWG advisory board members, two SWG managers and a SWG administrative assistant will select recipients based on career goals, essays, extracurricular involvement and academic transcripts.

The committee takes into consideration not only "agricultural" goals per say, but also professions that contribute to the agriculture industry and/or community, e.g. nursing, teaching and banking, just to name a few.

Applications are available now from your local Southwest Grain Agri-Service Center manager, your school financial aid advisor or online at [www.swgrain.com](http://www.swgrain.com).

Applications must be postmarked by Wednesday, March 16, 2022, to be considered. Mail to:  
Southwest Grain  
ATTN: Danielle Pierce  
3645 98th Ave. SW  
Taylor, ND 58656

If you have any questions, please contact Dani at 701-456-5523.

### ~ Clip Save ~

Visit our staff - discuss programs  
see if contracting is right for you.

Jared - 701-260-5235  
Savanna - 701-260-6415



# REGIONAL MANAGER’S REPORT



Delane Thom

With this newsletter we are in February, 2022. We have completed four full months of operations for fiscal 2022 and what a difference a year makes, again. We are now close to two full years of navigating thru a global pandemic and, it seems, we still have some of the same issues but with different “variants”. It is starting to feel like we will have to learn how to live with this virus as just another part of doing business.

I would say that I, for one, am happy 2021 is over, but the lingering drought and the ongoing pandemic is still in our daily lives. Grain movement is steady but slower. Rail freight is having velocity issues again due to a host of supply chain slowdowns across the globe. The remaining demand destruction of COVID continues to play a role in grain shipments with lessened demand both domestically and globally. The severe cold weather of late and the massive amounts of snow, in the Rockies, has really had an impact to train velocity. Good news is the grain movement is at a pace that we can keep our elevators fluid most of the time. The 2021 wheat quality is a very welcome surprise with quality that was second to none. This is certainly something we needed to help market some of the challenging quality from the past few years. The downside was the lower yield, but the upside is commodity values are at highs we have not witnessed in several years.

Global grain supplies remain adequate but a bit lower than the past few years. It is still not at critical stages by any means though. Our grain handle for the first four months of fiscal 2022 shows a decrease compared to the last couple years. This is due to the lack of demand on exports as

well as lack of domestic demand from the enduring effects of COVID. With the timely fall moisture, the soil profile is ok, but we are far from out of the drought at this point. With another open winter, it could indicate an early spring.

The commodity markets are telling us to price some new crop bushels. The ongoing drought conditions make that decision a bit harder because of the potential for lower production.

The crop inputs are yet another story. Fertilizers shot higher in the early part of the fall due to higher commodity prices and some supply chain concerns. As well as the much higher cost of energy products pushing the cost of production for these fertilizers higher too. Crop Protection products are a wild card. The active ingredients are getting held up in supply chain bottlenecks. This is between the countries that make the active ingredients and the US, where the actual products are made. A lot of work is going on to ensure that we can get the products when we need them for the spring 2022 planting season.

The energy markets took off again. This is driven by the physical supply and a lot of political concerns around the globe. Energy, in the form of natural gas, influences fertilizer production as well as the logistics to move the final product to market. Fuel surcharges are a conversation piece again as prices are around 30% higher than a year ago. The drought last year did leave some available crop nutrients in the soil, so testing is of utmost importance this year to make sure we know what is available and what we need to add.

As of this writing, we have closed the first four months of fiscal 2022 (September 1, 2021, thru December 31, 2021). We are off to a pretty good start with grain volume lower than normal, but input sales are on pace to be somewhat normal. We are holding expenses in check and have a good handle on the expenses we can control. The input side of the business feels like it is where it should be and will continue to contribute “normal” sales and margins to the business. Energy supply (other than the normal issues with #1 winter diesel fuel and propane) has not been much of an issue. Fundamentally the business is sound and feeling pretty good.

At this time, we anticipate patronage being distributed on Fiscal 2021 business, but we do not have final rates or how it will be handled in terms of qualified or non-quali-

fied distribution. The patronage distribution should happen late February or early March again this year. It will be good based on the close of the fiscal year, on August 31, 2021. During fiscal 2021, all age 70 requests were paid, and new age requests were processed as they were submitted. All estates continue to be paid as they are requested, and they are the priority during the fiscal year. In the past 6 years, we have distributed over \$12 million back to our owners in estate and age retirements. This is in addition to the current activity each year.

Feed sales have significantly increased due to the extreme drought this past growing season. This forced ranchers to purchase supplements to help with the lower quality forages available. There was some very early movement of calves off pasture. By now many of the calves held over into the new year were sold with prices holding steady against the movement. Feed quality testing is so important to know what you have for forage. Then work with our nutrition people to get it in balance for the best use. Coming into calving, nutrition is at a high point of importance to bring the cows thru calving in good shape. Check with your nearest SWG Feed Sales Rep to help you figure out what the quality of the forage you have and how to balance that ration.

With calving just around the corner, it makes sense to check with your SWG Feed Salespeople for all your animal health needs. If you have a prescription from your vet that needs to be filled, we can accommodate that at all our locations that handle animal health products. We have some very knowledgeable staff that are continually training to service your animal health needs. With the VFD (Veterinary Feed Directive) rules that became effective a couple of years ago, we are working closely with all local area vets to help our customers do the right thing when feeding antibiotics to cattle. Our partnership with West River Vet Clinic in Hettinger will continue to prove to be valuable as we work thru this process. We will fill all VFD prescriptions at all our locations and have the

training in place to maintain the necessary records to be in compliance. Let us know what you need, and we will do our best to make it available when you need it.

Thanks to our employees for making safety a part of the culture and for maintaining our level of compliance excellence. Safety is something that we take seriously and continually work on to improve. It is evident that compliance is something that will never, ever be done and it is constantly changing at the regulator level. Safety at the farm level should not be taken for granted. Our customers are the most important piece of our business, and we need to help protect them daily. Bad things do not need to happen if you just stop and think about safety first. During the busiest times of the year, it should be talked about and each of you should have a plan in place.

Another ongoing reminder related to equity retirement: any requests for equity retirement, either for age or estate, require a form to be filled out. You can contact our main office and we can help you with the necessary forms to complete this. **Also remember, the age requirement is currently at 70, so please plan and get the request submitted.** Talk to your relatives, friends, and neighbors who are out of the area to make them aware of the process. They simply need to call us. We will check on the equity balance, see if it is eligible, and send the necessary forms for the request.

As always, thank you for your continued support of the cooperative system and for putting your trust in our people and our piece of the company. The success of your cooperative is not about any one person or event, but a true team effort. Please feel free to contact us with any questions, suggestions, or concerns.

Remember “Do it Safe by Choice”.  
I will leave you with this quote:  
“Sometimes the best way to double your money is to fold it over and put it back in your pocket”

Delane Thom  
Regional Manager

Remember

"Do it Safe by Choice"

## FROM THE BOARD ROOM

### What is Your Soil Health

2022 has arrived and we are off and running! First, I would like to start by thanking Harlan Klein for his dedicated service to SWG and its patrons as board president for 20+ years. Those years seemed to move along swiftly and came with many changes and challenges as well. Thank you, Harlan for your time and leadership through it all!

2022 is looking to be a year of many tough decisions and more changes than many other years we have seen. The current price of fertilizer and other inputs and the volatile availability of those needed inputs will be one of the main concerns for all producers. The timing of decisions for spring planting will be a big factor this year. A particular point is knowing what your soil health is. What does it have for carry-over nutrients and what do you need to add? If you did fall soil testing, you already saw big variations from field to field based on rainfall, or lack of, in 2021. This can also be reflected in the crops you planted last year. If you have not done any soil testing yet, consider visiting with your SWG agronomist or your local manager about doing some testing this coming spring. Soil testing helps with your decisions on needed nutrients and may also determine which crops will work



Shane Sickler

best for your rotation. Things such as nitrogen levels at certain locations will affect what you do for fertilizer and/or what crop will do well there.

The producer board would like to thank you, the patrons, for your support and the commitment of your business with SWG over the years. We look forward to serving your needs and providing these services for the 2022 planting season.

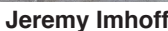
Stay safe, healthy and take care of each other!

Shane Sickler, President  
SWG Producer Board

SOUTHWEST GRAIN		
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<b>Administrative Office</b>		
3645 98th Ave. SW	1-800-736-0450	
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<b>Agri-Service Centers</b>		
305 1st Ave. SE	701-575-4386	
Belfield, ND 58622		
P.O. Box 1288	701-483-2971	
Dickinson, ND 58602-1288		
P.O. Box 40	701-584-2152	
Elgin, ND 58533		
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New England, ND 58647		
P.O. Box 0		
New Salem, ND 58563	701-843-7555	
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Reeder, ND 58649		
P.O. Box 70	701-563-4318	
Regent, ND 58650		
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Richardton, ND 58652		

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Boyle	
3645 98th Ave. SW	1-800-736-0450
Taylor, ND 58656	701-483-6212
After Hours Business Personnel	701-483-6201
Dickinson	
1519 W. Broadway	701-483-6781
P.O. Box 1288	
Dickinson, ND 58601	
Lemmon	
201 2nd St. E.	605-374-3301
P.O. Box 239	
Lemmon, SD 57638	
New Salem	
103 S 3rd St.	701-843-7555
P. O. Box 0	
New Salem, ND 58563	
After Hours Markets	1-800-736-0450
	701-483-6200
<b>Agronomy</b>	
Dickinson Agronomy	
1722 Hwy 22 S.	1-877-832-7433
P.O. Box 1288	701-483-4552
Dickinson, ND 58602-1288	
Lemmon Agronomy	
201 2nd St. E.	1-877-655-3354
P.O. Box 239	605-374-3301
Lemmon, SD 57638	
<b>Feed Plant</b>	
CHS Nutrition	
4855 GTA Drive	701-483-1277
Dickinson, ND 58601	
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1722 Hwy 22 S.	701-483-5157
P.O. Box 1288	
Dickinson, ND 58602-1288	
Lemmon Petroleum	
201 2nd St. E.	605-374-3318
P.O. Box 239	
Lemmon, SD 57638	
<b>Propane</b>	
Elgin	701-584-2152
Hettinger	701-567-2408 Ext. 411
Lemmon	1-605-374-3318
New England	701-579-4496
Richardton	1-800-289-1032
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Greetings everyone from the Elgin Southwest Grain. I hope everyone had a happy and safe holiday. We are slowly getting through this season called winter. To be honest, we have been lucky, and we have received some much need snow, and hopefully, we will get some more before the season ends. The only bad thing has been the bitter cold temperatures. We hope they continue to be in short stretches.

It's also that time of year to start thinking about what you are going to be planting next year and what inputs you are going to need. I am not going to talk about this much because I know everyone knows the prices are at all-time highs, and to be honest, I know it is probably a sore subject. I hate to say it, but I don't think the prices of fertilizer and other chemical costs are going to improve anytime soon ☹️ If you would like to swing in and talk about different options, and maybe do a booking, I would gladly assist you. That way you will be ready to go when the time comes. If you have any questions on our seed or chemical, please give our agronomist a call. Her name is Alexis Olson at 701-630-2831.

Thanks for your time and business.

Jeremy Imhoff, Manager



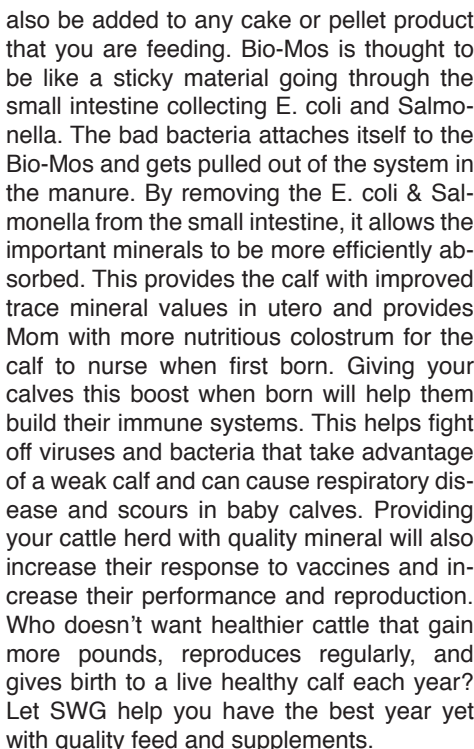
Happy New Year!! As we welcome in 2022, we look forward to new calves on the ground. Providing those calves quality colostrum will set them up for success throughout their entire life. SWG recommends feeding Bio-Mos with mineral to your bred heifers and cows 45-60 days prior to calving. Bio-Mos can be fed in many ways. These important additives can be found in Smartlic Barrels, Payback loose mineral, and can

We would like to thank you for your business in 2021 and we are looking forward to your business in 2022. That business may be in animal health, agronomy, feed, seed, and/or grain, and beyond.

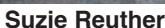
A quick overview of the Hettinger location, there are currently six employees and myself. In agronomy, we have Corey Privratsky as an applicator, Paul Wolf as an applicator, and Jon Seamands as a truck driver. We also have Caitlin Parker as office personnel in the agronomy department and she helps me at the main office. In the grain and feed, we have Jeff Seamands and Jared Eggebo.

SEED: The Spring Wheat seed available this year will be Shelly, Lang, and Driver. I will have a comparison sheet available for those of you that would like to know the difference in the varieties. Give us a call early to make sure we have enough for your needs. We will be handling Leggett Seed Oats, which is a grain or forage oats, along with Haybet Barley Seed. We also have corn, canola, soybeans, and sunflower seed still available at a discounted price. The sooner you pay for your seed the better discount you will receive. Please contact one of the Lemmon agronomists for a pricing on row crop seed and what is still available.

**FEED:** With the cold winter days and calving getting closer, it is a great idea to supplement your cows with some type of protein. We have protein supplements available like Smartlic NE 30, Hi-Pro 40 barrels, or Payback Ranger products, like 20-6 or straight 20. We also



Sarah Thompson, Feed Consultant  
Lemmon Terminal



carry liquid feed such as Payback Forager 40%. This is used to pour on poor quality hay bales or use it free choice in a lick wheel. Feel free to stop in and visit with us about your protein supplementation needs today and which product will work best for you.

**AGRONOMY:** This winter Corey, Paul, and Jon were busy maintaining the equipment for spring. We are still in need of an Agronomist for the Hettinger location. Until that position is filled, we will be working with the Lemmon location agronomists. We still plan to custom spread and custom apply from this location and we will have our chemical warehouse full of chemical for your spraying needs.

GRAIN: We have room for spring wheat if you are planning on moving some this winter.

Praying for rain this spring, and an overabundance of green grass and high yields!

Susie Reuther, Manager  
Hettinger Elevator

<b>NE-30 Allotoid®</b>	
<b>GUARANTEED ANALYSIS</b> Contains Allotoid	
Active Ingredient:	
(S)-Methoprene (CAS #65733-16-6).....	0.005%
OTHER INGREDIENTS.....	99.995%
TOTAL.....	100.000%
Other Ingredients:	
Crude Protein, minimum.....	30.0%
<i>Includes not more than 1% equivalent crude protein as non-protein nitrogen</i>	
Crude Fat, minimum.....	5.0%
Crude Fiber, maximum.....	2.0%
Calcium, minimum.....	2.3%
Calcium, maximum.....	2.8%
Phosphorus, minimum.....	2.0%
Potassium, minimum.....	2.5%
Copper, minimum.....	3.0 ppm
Cobalt, minimum.....	300 ppm
Iodine, minimum.....	15 ppm
Manganese, minimum.....	1,200 ppm
Selenium, minimum.....	6.6 ppm
Zinc, minimum.....	1,200 ppm
Vitamin A, minimum.....	80,000 IU/lb
Vitamin D, minimum.....	8,000 IU/lb
Vitamin E, minimum.....	80 IU/lb

<b>NE-30 BIO-MOS®</b>	
<b>GUARANTEED ANALYSIS</b>	
<b>Crude Protein, minimum</b>	<b>30.00%</b>
<i>(Includes not more than 15% equivalent crude protein as non-protein nitrogen)</i>	
<b>Crude Fat, minimum</b>	<b>5.0%</b>
<b>Crude Fiber, maximum</b>	<b>2.0%</b>
<b>Calcium, minimum</b>	<b>2.0%</b>
<b>Calcium, maximum</b>	<b>2.5%</b>
<b>Phosphorus, minimum</b>	<b>2.0%</b>
<b>Potassium, minimum</b>	<b>2.5%</b>
<b>Cobalt, minimum</b>	<b>30 ppm</b>
<b>Copper, minimum</b>	<b>300 ppm</b>
<b>Iodine, minimum</b>	<b>15 ppm</b>
<b>Manganese, minimum</b>	<b>1,200 ppm</b>
<b>Selenium, minimum</b>	<b>6.6 ppm</b>
<b>Zinc, minimum</b>	<b>1,200 ppm</b>
<b>Vitamin A, minimum</b>	<b>80,000 IU/lb</b>
<b>Vitamin D, minimum</b>	<b>8,000 IU/lb</b>
<b>Vitamin E, minimum</b>	<b>80 IU/lb</b>



**BIO-MOS®**

### Feeding Directions

Provide free-choice as a supplement to pasture cattle and replacement heifers at the rate of one block for each 15 to 25 head. Place blocks in pasture near areas frequented by livestock, such as watering locations, shade or loafing areas. Cattle normally consume approximately 3/4 pound per head daily. Consumption may vary depending on climate, grazing conditions, condition of livestock and/or availability of other feeds. In situations where climate and/or other factors result in less than 3/4 pound per head daily, intake of supplement can be increased by increasing the number of blocks per pasture.

Provide access to fresh water and free-choice salt at all times.  
REFER TO ON PRODUCT FEED TAGS FOR MORE DETAILS AND INFORMATION.

SmartLic® is a registered trademark of Animal Feed Supplement, Inc. dba New Generation Supplements. Bio-Mos® is a registered trademark of Alltech, Inc. Altosid® and Clarifly® are registered trademarks of Wellmark International, also known as Central Life Sciences®. SmartLic® tube are produced in a facility certified to the American Feed Industry's Safe Feed/Safe Food Certification Program. © 2021 New Generation Supplements

The diagram illustrates the relationship between mineral nutrition and various physiological functions in a cow. A central image of a cow is surrounded by boxes listing functions and the minerals involved. Arrows point from the functions to the cow, and from the minerals to the functions.

**Functions and Minerals:**

- Bone development:** Ca, P, Mg, Mn, Cu
- Muscle development:** P, S, Zn, Se
- Disease resistance:** Zn, Cu, Mn, Se
- Skin & hoof health:** Zn, Cu, Mn
- Hair coat:** Zn, Cu, Se
- Milk production:** Ca, P, Mg, Zn
- Fetal development:** Zn, Cu, Mn, Se
- Nervous system:** Mg, P, Cu
- Fertility:** P, Zn, Cu, Mn, Se
- Appetite:** Mg, K, Zn, Co



Availa 4 is a patented, highly researched, highly absorbable trace mineral package from Zinpro Trace Minerals. The reason we need to chelate our trace minerals is because in the environment there are antagonists that want to grab onto these trace minerals and not allow them to become absorbed in the body. The antagonists that we see are sulfur/sulfates, iron, and molybdenum from your water and/or forage sources. Testing your hay and water can tell you what kind of program you need to be on to maximize your herd health.

Zinc, Copper and Manganese are all important for fertility, skin & foot health, hair coat, and fetal development. Cobalt is needed by the rumen microbes to create Vitamin B12 that is important for metabolism and the production of red blood cells.

Availa 4 will increase reproduction, increase colostrum quality, decrease scours, decrease BRD symptoms, and increase weaning weights.

Cow nutrition affects offspring development, even before the moment of conception. Research shows optimal trace mineral nutrition positively affects embryo and fetal development, which contributes to improved calf health and growth performance.

As always please don't hesitate to reach out to your local Southwest Grain location or myself and we can get you taken care of!

Heather Dykins  
CHS Nutrition Consultant  
701.320.8947





Larry Doerr

Checking Equipment Saves Time

As we prepare for calving and springs work, it feels a lot like this time last year: above normal temps and below normal precipitation. This corner of the Southwest Grain footprint is missing out on some of the much-needed snow that other areas received. While soil testing, the guys told me there was some moisture out there and it may look better than it feels.

It is not too late to look at your anhydrous tanks to see if you have any worn hoses, valves, tires, or leaking fittings that will need replacing before hitting the field. If you'd like, we can come out and do the annual inspection before you begin. Taking care of it now would save some valuable time in the spring. Also, with the cost of the inputs so volatile, we do not want to lose any product to an equipment malfunction.

The chemical price, along with its availability, continues to be an issue. Call early so we can get something locked in for you. We are still taking prepay for specific items if we have inventory to cover it. Our credit override

policy is different this year. This will make it more difficult to charge past your limit. We will be requiring prepay for a specific product or a generic prepay to cover anything over your credit limit. Call with any questions on this.

The Reeder office has changed a little since some of you have been here. We demolished the building known as the Roller Mill, as this elevator was no longer in compliance and was slowly leaning toward the railroad tracks. Contractors tore it down in January and increased the view from the office. The feed roller itself needed major overhauling and it was not cost effective to repair it. Hettinger will continue to roll feed for anyone in the area.

Another thing you will notice here is that we have a new employee at our location. Teresa is not new to Southwest Grain. She comes to us from the main office in Taylor. Teresa transferred here in January and is quickly learning our operations and helping us out wherever she can. Stop in and say hello.

Your cows need a quality mineral during the last trimester of pregnancy and now is the time to take advantage of our tub and mineral promotion. We have our Flaxlic tubs and Bio-mos tubs on our pre-calving promotion till the end of March. Look for the Mag tubs to be offered after that.

Once again, I want to remind you that if there is something you are looking for, just give us a call and we will work hard to get you the answers and the product you need. As always, thank you for your business and be safe out there.

Larry Doerr, Manager Reeder Elevator



Mark Baar

Looking Forward

Greetings from the Belfield Agro-Service Center. We are looking forward to spring and seed cleaning season. We are ready to take appointments to clean Spring Wheat to help you prepare for spring planting. In Belfield, we only clean Spring Wheat and oats so give us a call to schedule an appointment.

Calving season is right around the corner. We have a wide selection of animal health products for your spring caving needs. Since there is some time before it warms up enough for the grass to grow, we also have a good supply of forage supplement products to give the hay a little help in keeping those mother cows in good condition for calving. We appreciate your past patronage, and we look forward to serving your needs in the future.

Mark Baar, Manager Belfield Elevator

GRAIN DIVISION REPORT

Commodity markets are volatile, but with volatility comes opportunity. Minneapolis March wheat had recovered 53% of the loss incurred from the beginning of December, providing an opportunity to price old crop wheat again at or near \$9.00 cash. New crop Spring Wheat futures also saw a recovery and pushed September and December futures over \$9.00. This recovery sparked interest in writing new crop hedge-to-arrive (HTA) contracts. Writing new crop HTA contracts at or above \$9.00 is a good place to start selling. Consider this, over the last five years Minneapolis futures have been at \$9.00 only about 10% of the time, and over the last 10 years only 7.7% of the time! There is a lot more price risk to the downside than the upside. Corn and soybean markets are also providing opportunities to write HTA contracts at futures levels that are in the upper 10% of their price range over the last five to ten years. To borrow a saying from a colleague, "sell when you want to, not when you have to".

Through CHS Hedging, Southwest Grain offers hedging in your own account, if that is something that fits you. We also can connect you with a representative of AgSurion. They can provide you with customized farm



Brian Fadness

marketing and financial advice to help take some of the stress and emotion out of marketing.

If you would like to discuss any of the strategies or offerings mentioned please contact Kayla or Brian in the grain marketing office at 701-483-6212.

Brian Fadnes, Manager Grain Division

Hi from the employees at Regent

Once again it is about time for some ranchers to start calving. We have a good supply of animal health products on hand but there are some products still on back order, and who knows when they will arrive. We have Smartlic tubs in stock as well. When it warms up, I will start cleaning wheat for seed. I have four varieties of Spring Wheat seed: Lang, Lanning, Shelly, and Driver. Contact us to put your name on a list for these. Hopefully, we get some moisture before seeding. Stay healthy and safe. Thanks for your patronage.

Terry Hartman, Manager Regent Elevator



Terry Hartman

Tell One Farmer/Rancher this week. THANK YOU!

Greetings from Richardton!



Dustin Elkins

We have some new faces around the office, so I would like to make some introductions. I am Shayna Dressler, the new location supervisor. Dustin Elkins has taken over the manager role, Symonne Neidhardt is our specialist in feed and animal health, and Dale Diede is our "Jack of all trades".

Spring is right around the corner. Let us know what vaccines you will need for branding so we can make sure we have them on hand for you. We carry a variety of vaccines, but if you are looking for something we do not have, we are happy to order it for you.

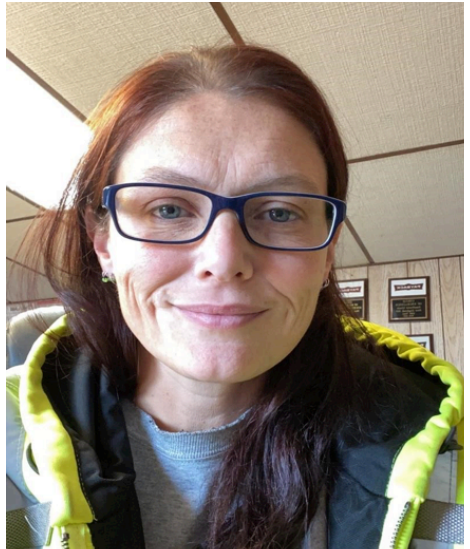
Speaking of springs work, farmers will be in the fields before we know it. Chemical may be scarce this year, so let us know what you will be using in advance. This will help us do our best to have it in stock for you. If you have any questions, we are happy to get you in touch with one of our agronomists.

We appreciate your continued business.

Call or stop in if you have any questions! Shayna Dressler, Operations Supervisor SWG Richardton



Shayna Dressler



Chelsie Clevenger

Calving Season Begins

I hope the holidays were good for everyone and, in this crazy time that we live in, you were able to spend it with family and friends.

It's the time of year that calving has started or will be soon. We have many calving supplies available. If there is something that you need and we don't have it, we will most certainly try to get it for you. We do recommend that you start putting BioMos out for your cows. We have this in a loose mineral and in Smartlic tubs.

Casey is still doing prepay for fertilizer and any last-minute seed that you might need. If you have any questions, you can call the office or stop in.

Chelsie Clevenger, Manager New England Elevator

The "hidden name" in the July 2021 Newsletter was a Regent, North Dakota patron. The name in the November 2021 Newsletter was a Killdeer, North Dakota patron.

Neither patron called in to claim his/her winnings.

Each time winning (\$20.00 credit to account) is not claimed, credit will increase by another \$20.00 in the next issue of the Grain Mill.

Read your newsletter . . . We will award \$60.00 to this issue's winner. It could be YOU!

\$60.00

We have randomly selected a name from our patron list and hid it in this newsletter.

FIND YOUR NAME AND WIN A

\$60.00 CREDIT TO YOUR SWG ACCOUNT!

Call Kayla at 701-483-6212 between 8:00 a.m. and 5:00 p.m.