

The Grain Mill



*Southwest
Grain*

NOVEMBER 2023

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ATTENTION

SOUTHWEST GRAIN PATRONS

NOTICE

SOUTHWEST GRAIN ANNUAL MEETING

MONDAY, DECEMBER 11, 2023

BEELER COMMUNITY CENTER

203 MAIN AVENUE

LEMMON, SOUTH DAKOTA

REGISTRATION: 11:00MST - 12:00MST

NOON LUNCH: 12:00MST

**ANNUAL MEETING TO
FOLLOW AT 1:00MST**



*Southwest
Grain*

REGIONAL MANAGER’S REPORT



Delane Thom

We are in the month of November 2023 with this newsletter. We finalized fiscal 2023, ending August 31, 2023, and have completed the first 2 months of fiscal 2024. The wheat harvest has been done for a while now and quality of the crop was good, although lower in protein due to excellent yields. The yields were good in most areas due to the mid-April moisture and then the later season moisture that helped complete the growing season. The areas where there may have been one more shower or a little more rain overall showed what another ½” of rain can do, but generally, everything turned out pretty good. Global grain supplies remain adequate despite all the turmoil created with the Russia/ Ukraine conflict, and now the conflict in Israel. Export demand from the US has not been as strong as expected, which would indicate that grain is still moving around the globe. Domestic demand is steady but easily covered with the supply available. Grain handle for fiscal 2023 was up significantly, with most of the increase in volume happening in the last 2 months of the fiscal year. Grain volume was up year after year by about seven million bushels. We ended fiscal 2023 with a handle of around 31.5 million bushels. In grain markets, volatility will be a common occurrence, creating dramatic swings both directions for grain pricing.

The crop inputs continue to be flat as of late. Recently though there is some strength as we get into the prepay season and as the river system is shutting down for the winter. The inputs, as it relates to fertilizer, are impacted by the energy markets, which are quite volatile due to global conflicts in the energy producing areas of the world. Inflation has slowed but is still a big factor in the cost of just about everything. A big concern that

will influence the fertilizer markets going forward is the cost of the raw ingredients (such as natural gas) to make nitrogen and the higher costs of everything related to making those products. Our inventory positioning early in the fiscal year resulted in our supply good, but prices tumbled as we approached spring season. This had a big impact to margins on nitrogen products over a large area.

Energy products are in good supply and pricing seems to be flat at this time. With the temperature being more normal recently, the demand side is not as high as it could be. As a result, prices are trading in a narrow range, with a trend weaker. With reports that Russia will completely lift their oil product export ban next week, and a slow start to the heating season, it could be difficult for diesel to find firm footing short-term. At the same time, any escalation of the conflict in the Middle East could change the direction of the energy markets overnight.

As mentioned above, we have closed fiscal 2023 (September 1, 2022, thru August 31, 2023). With all the circumstances considered, we will have to say this was a pretty good year. The input side of the business was steady in volume due to the demand created by depleted crop nutrients in the soils. With the big crop in the 2023 growing season, demand for fertilizer should remain high coming into the 2024 crop season. On the grain side of the business an increase in volume has also provided good margins due to improved quality and quantity of the spring wheat crop. We did witness a positive shift in protein premiums too as harvest started, which is something we have not had in several years. Protein for crop year 2023 was lower on average as compared to prior years. Quality held good thru most of the wheat harvest season. As of this writing there is still quite a bit of corn and sunflowers to harvest. It looks that that will be a grind as the weather pushed the harvest out a couple of weeks.

SWG ended fiscal year with a profit that was lower than budget and was driven by all product areas, except for the nitrogen products, contributing well and showing operational improvement. At this time, we would anticipate patronage being paid on Fiscal 2023 business to be good on most product lines, but lower in the crop nutrient product line. We do not have the final rates yet or how it will be managed in terms of qualified or non-qualified distribution. During fiscal 2023, 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.

Feed sales decreased in volume because of the moisture, which created a nice crop of grass and hay this year. Watching the cattle sales at local auction barns recently would indicate that calves are moving to market, and so far, the prices are holding good values. It feels like the calves were marketed on time this year due to the good prices. Feed quality testing is still important in good years and in those years where the forage will be about anything that will make a bale. Work with our nutrition people to get that in balance for the best use. Also check with your SWG Feed Salespeople for all of your animal health needs. It is that time of year when ranchers are weaning and back-grounding, or weaning and selling calves. 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. Our ongoing partnership with West River Vet Clinic in Hettinger will continue to add value to these services. We will fill all VFD prescriptions at all our locations and have the training in place to maintain the necessary records to comply. Let us know what you need, and we will do our best to make it available when you need it.

Related to safety, our ongoing plans are to do what we can to keep ahead of the ever-changing rules and regulations as well as continue with better training for our employees to create a safety culture that is good for both the company and our customers. Safety is something that we take most seriously and continually work on to get better. Safety at the farm level is something that should certainly not be taken for granted. Every year and every day we hear about a farmer that is trapped in a grain bin or caught in a PTO, so please pay attention, and take another few seconds to evaluate what you are doing and do it safely. Our customers are the most important piece of our business, and we need to do what is right to keep our businesses open and active to serve the needs of our customers. During the busiest times of the year, it should be talked about and each of you should have a plan in place.

There is an 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 get this done. **Also, remember that the age requirement is currently at age 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, and we will check on the equity balance, see if it is eligible, and send the necessary forms for the request.

The SWG Annual Meeting is scheduled for Monday, December 11th at the Beeler Building in Lemmon, SD. We will host a meal at noon Mountain Time, with registration starting at 11:00 am Mountain, with meeting to follow at 1:00 pm Mountain Time. This will be an in-person meeting, the same as last year in New Salem, ND. Please see the official notice elsewhere in this newsletter for more details.

In the past there were questions about how the votes for SWG are carried to the CHS Annual Meeting. At each of the local SWG annual meetings there is a resolution voted on by the membership to allow the votes for **District 3 & 4 (ND & SD)**, to be carried by members of the SWG Producer Board. Every year we vote on this resolution a year in advance. This allows all the votes from SWG to be carried into the CHS Annual Meeting by delegates from the local Producer Board. This year there will be an in person CHS Annual Meeting, in Minneapolis MN on December 7 – 8, 2023. We have delegates from the local Producer Board registered to carry the votes for SWG in both states.

Thank You for your continued support of the cooperative system and for putting your trust in our people and our 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 Safely by Choice.”

I will leave you with this quote:
“Don’t let your opinion sway your judgement.”
Delane Thom
Regional Manager



Sarah Thompson What’s good for the Cow is GREAT for the CALF!

Your cow’s requirements change in the third trimester of pregnancy. Increases in protein, energy, and quality minerals are important to ensure that the calf she is carrying comes out strong and healthy inside and out. Depending on your hay quality you may need to add protein and energy to their diet. This can be found in cake, pellets, corn, and

Sarah Thompson
Feed Consultant
Lemmon Terminal

Greetings from the employees at Regent

We will be getting a couple new varieties of spring wheat seed, but I have no prices on it yet. We can order your needs in seed and grass mixes. We have some room for spring wheat. Ranchers we have a good supply of SmartLic tubs, mineral, and salt to supplement your cows. We have animal health products and also prescription drugs. If you’re looking for a special feed, we can order it for you too. If you need a new water tank for your cows, we sell round 1000-gallon tanks. Those pesky mice are moving in and we have mouse bait and glue boards.

Thanks for your patronage.
Terry Hartman, Manager
Regent Elevator



Terry Hartman

SOUTHWEST GRAIN

The Grain Mill is published by Southwest Grain for its patrons. Address correspondence to: Kayla Erickson, 3645 98th Ave. SW, Taylor, ND 58656
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Dickinson, ND 58602-1288	
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Richardton, ND 58652	

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1519 W. Broadway	701-483-6781
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P.O. Box 239	
Lemmon, SD 57638	
New Salem	
103 S 3rd St.	701-843-7555
P. O. Box 0	
New Salem, ND 58563	
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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	
Feed Plant	
CHS Nutrition	
4855 GTA Drive	701-483-1277
Dickinson, ND 58601	
Petroleum	
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1722 Hwy 22 S.	701-483-5157
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Dickinson, ND 58602-1288	
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P.O. Box 239	
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FROM THE BOARD ROOM

Challenges

Greetings from the seat of one of the many combines back out harvesting this long awaited crop! For a while I did not think we would be back harvesting these row crops in November. Good old Mother Nature sure controls our everyday plan, so go ahead and blame her! The moisture this fall was good, so we do not want to complain now, do we?! The moisture that took us into winter was a blessing, but it does make for harder days and longer, darker evenings to get these crops in the bin. The challenge most of us are facing is waiting for the corn and sunflowers to dry so we can actually get them off!

With these challenges comes the talk about whether or not to plant corn next year. As producers, please reach out to your SWG agronomy department to see about the possibility of planting a faster maturing variety in the upcoming year.

We are thankful to have the wheat harvest behind us and grain in the bins. Be vigilant to watch for bugs. Be sure your bins do not become their vacation spot this winter. Get those peaks off to break it open so fan air can circulate through the grain better and cool it down. Staying on top of these things can help us all sleep better at night.

We worked our soil types hard in many areas this past year and depleted them of many essential nutrients. We are seeing evidence of this in the protein numbers right now. It is time to get your soil testing done with your agronomist and sit down to visit about your upcoming nutrient and fertilizer needs.

As for what is happening in the board room, we are working on the strategic planning for the future storage needs and the changes in crops and varieties that you, the producer, are looking at for your operations. We are moving forward to fill those needs. The by-law changes will be the main topic coming up at the CHS annual meeting in December. There have been many conversations with producers around the region on what direction this will go and how it will affect the patronage in the future. Please reach out to any board member or give me a call so we can visit about your concerns and reassure you any decision made is beneficial for everyone.



Shane Sickler

The sights and sounds of fall are in the air all around us. As producers begin the weaning and selling process, I was recently asked if the sound of crying calves bothered me. On our farm, trouble is always just around the corner when the calves and/or their mamas manage to create a hole in the fence! Or you see that they relocated as a coyote or a cat even, was out running around the corrals. If you walk outside in the early morning and it is unusually quiet, it is time to start looking! Once they are at the sale barn, I do not miss them! Keep SWG livestock specialists in mind for all your current and upcoming supplement and vaccination needs.

It has been a good start for cattle sales and hopefully we can capture the good prices for the next few years. The current hay supply should not add to those costs too badly this year and that is a welcome change as well. Good luck to all producers with weaning and selling your 2023 calf crop. Let's pray our meteorologists will be spot-on when they predict an easier year for feeding cattle.

Good luck to all producers with your fall harvest! Always remember to say a heart-felt thank you to all the people that help in your operations. Enjoy the upcoming holidays with family & friends with grateful and thankful hearts!

Be safe, healthy, and take care of each other!

Shane Sickler, President
SWG Board Chairman

Greetings from Southwest Grain in Lemmon.

Hello everyone. I hope that when this article is published our growers are in the middle of a successful row crop harvest. This was quite a year for producers in our trade area. It is not often that we experience excellent yields across the board from small grains and canola to sunflowers, corn, and soybeans. These high yields come with its own unique set of challenges. Finding storage capacity for all these crops has been a challenge for both growers and grain handlers. These problems are good problems to have however, and I appreciate our growers working with us when handling this large crop.

The last year in Lemmon has been a year of change. Our new feed plant is now fully operational, and we have started to move quite a bit of feed in the last several weeks. This plant should speed up our delivery process and get rid of some of the inefficiencies that we experienced operating out of our old plant. This new plant offers a new blender and a scale that can weigh commodities individually. These changes should allow us to provide a more consistent and better product to our livestock producers. For any of your feed needs including corn, corn/distillers blends, and Payback products contact Sarah Thompson.

Our new grain dryer became operational in the fall of 2022. However, the warm dry conditions last fall reduced the need for corn drying. This fall has been a different story. There is a large corn crop out there and these late season moisture events have significantly delayed our row crop harvest.



Brannon Peterson

We have seen a large amount of corn come off this last week and most of it is wet. We are running our grain dryer around the clock, when possible. Like anything new, there is a learning curve, but things are going well. This dryer has been a good addition and hopefully will allow our growers to cut more acres in a timely manner. At some point the demand might exceed our ability to dry, but for now we are able to keep up.

I wish all of you a safe and productive harvest and thank you for your business.

Brannon Peterson
Location Manager
Southwest Grain-Lemmon, SD

Special Pricing on Cattle Cakes

It seems like this fall weather cannot decide what to do. There is a lot of hay in the country yet that needs to get into the feed lot, a sign of a good year. By the time you read this most all the row crops will hopefully be off the field, then the transport to market will begin. Cows and calves both look good this year. This was a year with timely rain, and it sure makes a difference when the grass stays green longer.

Here at Reeder, we carry a good supply of the Smartlic mineral tubs. Including Stress tubs containing Bio-Mos, Flaxlic tubs, several mineral packages, and numerous protein tubs. We are now handling some biodegradable tubs made with straw and wood products that you do not get charged a container deposit to return them to us. These tubs weigh 200# each and the price per pound is only 5 cents higher than the metal 250# tubs.

Now is a good time to take advantage of some really good pricing on cattle cake products. From now till the end of March or while supply last, we will have special pricing on the cattle cake. Give us a call and we will see what we can do to get you



Larry Doerr

what you need. Southwest Grain has Payback mineral on hand and now is as important as ever to keep the cattle in the best shape possible prior to calving. Payback mineral along with Smartlic tubs containing Bio-Mos will give the calves a head start when they hit the ground next Spring. Stop in and see what we can do for you.

I would like to thank you all for the business this last year and want to remind everyone to be safe in what you do.

Larry Doerr, Manager
SW Grain, Reeder

December/January -Rumensin/Bio-Mos Mineral Promo

Fact or Myth: Feeding Rumensin to breeding animals decreases and negatively affects fertility?
MYTH:

Heifers and cows that are on Rumensin will not be affected negatively in terms of getting bred or staying bred. The FDA required Elanco to run a study and prove the safety of Rumensin when fed to reproducing animals. They proved there was no side effect. Feeding Rumensin to your cows improves feed efficiency and maintains their body weight by using 5% – 10% less feed. Feeding Rumensin to your replacement heifers during development resulted in fewer days to estrus. Generally, heifers that breed earlier in their first breeding season will breed earlier throughout their lifetime.

Another added benefit of Rumensin is suppressing cocci in cows during calving and not allowing those eggs to transfer to baby calves. Adding Rumensin into the mineral comes down to 2 cents/head/day. If you have a cocci problem, or just want to prevent it from happening, while in-



Heather Dykins

creasing feed efficiency, give myself or your local SWG a call.

Heather Dykins
CHS Nutrition Consultant
701.320.8947

SAFETY...

Winter Driving Tips

Severe weather can be both frightening and dangerous for travelers. Winter storms, bad weather, and sloppy road conditions are a factor in nearly half a million crashes and more than 2,000 road deaths every winter, according to research by the AAA Foundation for Traffic Safety. Drivers should know the safety rules for dealing with winter road emergencies.

Cold Weather Driving Tips

- Keep a bundle of cold-weather gear in your car, such as extra food and water, warm clothing, a flashlight, a glass scraper, blankets, medications, and more.
- Make certain your tires are properly inflated and have plenty of tread.
- Keep at least half a tank of fuel in your vehicle at all times.
- Never warm up a vehicle in an enclosed area, such as a garage.
- Do not use cruise control when driving on any slippery surface, such as on ice and snow.

Tips for Driving in the Snow

- **Drive slowly.** Always adjust your speed down to account for lower traction when driving on snow or ice.
- **Accelerate and decelerate slowly.** Apply the gas slowly to regain traction and avoid skids. Do not try to get moving in a hurry and take time to slow down for a stoplight. Remember: It takes longer to slow down on icy roads.
- **Increase your following distance** to five to six seconds. This increased margin of safety will provide the longer distance needed if you have to stop.
- **Know your brakes.** Whether you have antilock brakes or not, keep the heel of your foot on the floor and use the ball of your foot



Nikita Lorenzen

to apply firm, steady pressure on the brake pedal.

- **Do not stop if you can avoid it.** There is a big difference in the amount of inertia it takes to start moving from a full stop versus how much it takes to get moving while still rolling. If you can slow down enough to keep rolling until a traffic light changes, do it.
- **Do not power up hills.** Applying extra gas on snow-covered roads will just make your wheels spin. Try to get a little inertia going before you reach the hill and let that inertia carry you to the top. As you reach the crest of the hill, reduce your speed, and proceed downhill slowly.
- **Do not stop going up a hill.** There is nothing worse than trying to get moving up a hill on an icy road. Get some inertia going on a flat roadway before you take on the hill.

Nitka Lorenzen

August 2023 Grain Mill winner was from Hettinger, North Dakota.
Cole Ehlers was awarded a **\$20.00** credit to his SWG account.

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 \$20.00 to this issue's winner. It could be YOU!

\$20.00

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

FIND YOUR NAME AND WIN A

\$20.00 CREDIT TO YOUR SWG ACCOUNT!

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

RUMENSIN IN BEEF COWS



Reduced time to first estrus after parturition by 18 days



Increased percent of cows exhibiting estrus before breeding by 19%



Increased milk yield by 0.88 lb/d



Decreased dry matter intake by 8%



No detectable changes in BW or BCS

RUMENSIN IN HEIFERS



Increased ADG by 5%



Reached puberty 9 days earlier



Increased percentage cycling before the breeding season by 16%



Improved feed efficiency by 14%



Decreased dry matter intake by 4%

SWG Petroleum Department

Not every day do you get to work with a leader and professional in your industry. I have been blessed to work with Jim Renke, the previous SWG Energy Manager, for the past 10 years. He is a mentor who put his heart and soul into his work and led this department through the lean times and the good times. That is hard to find, and we found that person in Jim. Thank you, Jim, for your dedication and all you have done for me and the SWG Petroleum department.

Now if you think doing anything in life is worthwhile, try growing pumpkins! You need the right soil, the right temps, no crazy winds to rip your vines away, and no hail to destroy them as the grow. You need lots of sunshine, rain at the right time, and a little prayer along the way. Do not forget to pick, stomp, or just yell at the weeds and thistle that pop up along the way and want to keep your pumpkins from growing to their fullest.

These are a group of pumpkins I grew this summer and man it was a lot of work, but I was happy to see the outcome with some very nice and large pumpkins for display around the house and at the office. Things worth doing are worth doing right, every time.

Let's talk about Energy for a moment. We will bullet point this for a quick view of what is going on.

- **Propane** prices have been stable and



most of the production in the US is going overseas. There is still good inventory stateside and regionally. With unseasonable warmer weather, we will see how long this will last as the calendar will eventually catch up with us. We still have some contracts available, so call the office before they are gone.

- **Diesel and Gas** are more volatile. Markets and Regional racks are up hard one day and down hard the other. Trends are short lived and hard to predict. We, just now in the second week of November, are seeing some buying opportunities so reach out with questions about stocking up for Spring and those outer months.

- We are currently in our **Oil Sale** from now until Feb 28th. This is a staple here at SWG and it runs the same time each year. It corresponds with Cenex's Gift Cards for Gallons promo. With this you receive a \$50 Visa card for every 100 gallons of qualifying oils during this time period. Contact Savanna, Wendy, Nick, or myself for more details. This is the best time of the year to purchase your lubricant needs.



Wendy Halloran

Lastly, I want to welcome Wendy Halloran, our new CES salesperson at SWG. She just started with us on November 1st and lives in New England. We are so excited and thankful to have Wendy and we look forward for you to meet Wendy either on your

farm or here in the office.

Thank you for your Patronage and feel free to call the office with any questions you may have. 701-483-5157

Jared Bookhardt
Energy Manager

Hello from the Southwest corner of North Dakota.

There are a few new faces around Southwest Grain Hettinger. Bradley Briggs became a member of the team the first part of November. He will be involved with the feed and grain side of business with Tate Nash and Jeff Seamands. The agronomy business side has Corey Privratsky, Jon Seamands, and Caitlin Parker.

We understand that corn and sunflower harvest is still going on, as mother nature has not been our friend for drying weather. It is already that time of year to start thinking about your row crop and oil producing needs for next year. The sooner you prepay for these items the better pricing you receive.

Fall work is very important for the farmers this year. One thing we can help you with is soil testing. Soil testing in the fall puts you that much farther ahead in the spring, and who wouldn't want to be farther ahead nowadays? Give the office a call at 701-567-2408 and schedule your soil testing today.

We understand that ranchers fall work never seems to end, therefore if you do not have time to get your hay samples taken give me a call at 701-567-2408 and I will gladly find someone to come out and take samples



Suzie Reuther

for you. We also have a hay sampler we loan out if you have time to do it yourself.

We are now handling the Smartlic Ne 30 tubs in a 200# biodegradable container. This will help you from trying to keep track of all your containers or remembering to return them for your deposit back. Container deposit for the metal tubs has gone up to \$20.00 a container, so it becomes an expensive oops when you run over a few of them in the snow this winter with your tractor.

Thank you to our patrons for this past year's patronage and friendship.

Suzie Reuther, Manager
Hettinger Elevator

2023-2024 CENEX® GIFT CARDS FOR GALLONS & OIL SALE



November 1, 2023 –
February 29, 2024

In addition to the Gift Cards for Gallons promotion, Southwest Grain is offering our annual oil sale.

10% off packaged oil products,
10% off select store equipment and
5% off bulk oil products.



Southwest Grain Petroleum
Office: (701) 483-5157
Savanna Meier: (701) 260-6415
Wendy Halloran: (612) 394-8229
SWG Lemmon: (605) 374-3318

For every 100 gallons of qualifying premium Cenex® Lubricants you purchase, you can earn a \$50 gift card

Products include: bulk and packaged engine oils, tractor hydraulic fluids & gear oils.

GRAIN DIVISION REPORT

Let's Take A Look

Recently, I received some questions about new crop 2024 Hedge-To-Arrive (HTA) contracts and what those prices look like. So, let's take a look.

Starting with soybeans, November 2024 soybean futures put in the contract high on 4/29/2022 at \$13.80. Since the calendar turned to 2023, the high was \$13.29 on 1/4/2023 and the low was \$11.16 on 5/31/2023. Currently, November 2024 soybean futures are trading at about \$13.07. Since about mid-July, November futures prices mostly stayed between \$12.48 and \$13.19. Making sales, even at current values, would be pricing in about the upper 60% of the market over the last five years.

December 2024 corn futures established its contract high of \$6.02 on 4/29/2023. The most recent high was on 6/21/2023 at \$5.65 and the recent low was about a month before that on 5/18/2023 at \$4.85. December 2024 is currently trading at \$5.17, which is just above the 38% retracement of the current high and low. Sales at \$5.17 gives the opportunity to sell in the upper 55% of the market over the last five years.

Spring wheat futures for December 2024 logged a contract high of \$8.60 on 7/25/2023 and the contract low was on 5/25/2023 at \$7.53. Current December 2024 is at \$7.81 which is just above the 25% retracement of the contract high and low. I would like to see this \$.10 to \$.20 higher before making sales. But, even at current values, a sale would be



Brian Fadness

in the upper 60% of the market over the last five years.

After looking at all three of these commodities it makes sense to get started making sales using HTAs at current values.

Please utilize offers to try to establish HTAs or cash sales. If you have price targets in mind that are above current values, we will place orders that correspond to your price target. If the order fills, we will let you know and send out a contract. Using offers helps take the pressure off trying to call at the exact right time.

Please contact Kayla or me to discuss any of this further.

Brian Fadness, Manager
Grain Division

We Offer Feed Testing

Greetings everyone from Southwest Grain in Elgin. I hope when you are reading this that you and your family are in good health. I hope your harvest is going as good as it can. I know the snow that we received slowed down harvest, but hopefully it will melt yet so everyone can finish up. The row crops are shaping up to be a good harvest this year. I hope that you all get the crops off and into the bin before winter really hits.

Now on to business. It is that time of year when the silage is getting cut and the hay moved closer to home. We still offering feed testing, both hay and silage. We can either come to the yard to get the sample or you can drop a sample off at the elevator and we can get it sent off for you. Once the results are back, Kristine will get a hold of you either by phone or email to help with the options on feed rations according to the results of the tests. Bulk distillers grain is now available again in Elgin. It can either be picked up or delivered to the yard. When using bulk distillers there are different mineral packages available to mix in with it. Just stop in or call to ask about the different options available. If you are in the process of weening cattle or are done with weening, we also offer Smartlic Stresslic tubs which makes it a little easier on the cattle during that process.

Now when it comes to minerals or feed that require a VFD we can assist you with that. The process is simple. All a person needs to do is visit with your vet and they will forward the information to our feed specialist Kristine, and then she will let us know how many bags of the medicated feed you will need. The restricted feed product that we carry on hand is the Auero 10 gram and Pennchlor CTC crumbles. When it comes to vaccines, we carry a full line of items. Also, if we do not have it, we can order it, but the only thing we ask if you have a large order please call ahead and see what we have on hand. It usually only takes a couple of days to get a vaccine ordered if it is not backordered.

It is also that time of year to check those propane tanks to make sure they are still full. I know we were all hoping that we could hold off from starting those furnaces just yet, but mother nature said otherwise. If you have any questions about pricing please call Karen, and she can assist you with all your



Jeremy Imhoff

propane needs. Now that we have snow on the ground and it is getting colder at night, please check on your propane tanks from time to time. That way you can stay on top of it and not let your tank get too low before you were to need a fill. Please make sure to open your lids on the tanks and clean the snow out of the lids area, and make sure the regulator is free of snow. Then please check the regulator mounted on your house, to make sure that it is free of snow and ice. This will help prevent issues with your furnace. In the event we get a blizzard, or a lot of snow, please be kind and clear a path to your propane tank. This helps prevent our drivers from getting hurt by dragging the hose through deep snow or slipping on the ice. The main goal is to keep you warm and get our drivers home safe. If you see your propane driver out delivering or out and about, please thank him for the hard work he puts in keep everyone warm during the year. Lastly on the energy front, it is that time of year for the oil sale. It runs November through February. This is a great time to stock up on all your favorite Cenex oil and lubricant products. We do carry a lot of the items on hand but not all of them. We can get them from Dickinson if given proper time notice. Please stop in or call with any questions. This sale includes everything from quarts to bulk.

If you have any other questions, please feel free to call us at the elevator and we will do our best to assist you the anyway, we can. Have a great rest of your harvest, and a very safe Holiday Season.

Jeremy Imhoff, Manager
Elgin SWG

**Southwest Grain, working hard
to help you grow value...
today...and into the future.**