

The Grain Mill



Southwest
Grain

November 2021

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ATTENTION

SOUTHWEST GRAIN PATRONS

NOTICE

SOUTHWEST GRAIN ANNUAL MEETING

TUESDAY, DECEMBER 14, 2021

EAGLES CLUB

(DOWNSTAIRS)

31 1ST AVE. EAST

DICKINSON, NORTH DAKOTA

REGISTRATION: 11:00 - 12:00

NOON LUNCH 12:00

ANNUAL MEETING TO FOLLOW

REGIONAL MANAGER'S REPORT



Delane Thom

We are in the month of November 2021 with this newsletter. We have finalized fiscal 2021, ending August 31, 2021, and completed the first two months of fiscal 2022. The wheat harvest has been done for a while now and quality of the crop was just what we needed. However, the quantity (yield) was not there in most areas due to the extreme drought conditions and heat we experienced during the growing season. The 2021 crop year will be known as one of "wheat done" and "then an open fall allowing row crops to mature", which is much different than the early frost we had last year. In the areas where there was a little more rain overall, the yields on all crops were pretty good. If you were just a few miles to either side of these small rain events, the results were entirely different. Global grain supplies remain adequate. Although there are smaller supplies than the past few years, it is still enough with the ongoing demand destruction. This is a result of the global pandemic still haunting us today. The speculative markets are pushing futures higher, but the actual cash trade is well supplied at this time. There is little export business of recent and it does not look like the foreseeable future holds much improvement. Grain does still have to move but certainly not what history has shown. The lack of demand caused by the COVID-19 pandemic may go on until this pandemic finds a level that is manageable for the long term. Many activities that were shut down last year have re-opened but now created some new spikes in the virus transmission. Our grain handle for fiscal 2021 was down about 6 million bushels at the end of August 2021. We ended fiscal

2021 with a total handle of approximately 26.2 million bushels.

The crop input prices are considerably higher as they followed the grain markets higher. They still seem to have some strength too as the supply chain is struggling to get all products to the right place at the right time. One thing that will influence the fertilizer markets going forward is the cost of the raw ingredients, such as natural gas to make nitrogen. This just adds to the higher costs of everything related to making those products. There is a lot of talk around the labor shortages and the ongoing fatigue of the workforce, as the pandemic has continued to be a part of everyday business. Refined energy products and propane are now getting into shorter supplies in our region and globally.

As mentioned above, we have closed fiscal 2021 (September 1, 2020 thru August 31, 2021). With all the circumstances considered, we have to say this was a pretty good year. The input side of the business was down a little in volume due to the drought that persisted thru the spring. Inputs still managed to contribute good margins to the business. The grain side of the business, while declining in volume, has provided good margins due to the improved quality of the spring wheat crop. There has not been much help from protein premiums, but the better prices are due to a shorter crop and improvement in quality.

SWG ended fiscal year with a profit that was better than budget but was really driven by grain, crop inputs, and energy all showing operational improvements. At this time, we anticipate patronage getting paid on Fiscal 2021 business but do not have rates or how it will be handled in terms of qualified or non-qualified distribution. 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.

Feed sales jumped dramatically due to the dry conditions and it looks like the hay crop and hay yards will be much smaller than a year ago. Watching the cattle sales at local auction barns recently would indicate that the early calves are moving to market. So far, the prices are holding decent values as well. It felt like the calves were marketed earlier this year due to the good prices and lack of grass or feed in the area. Feed qual-

ity testing is so important this year. Forage will be just about anything that will make a bale and with a lot of imported hay, the quality should be checked. Work with our nutrition people to get that in balance for the best use. Also, check with your SWG feed sales people for all your animal health needs. It is that time of year when ranchers are weaning and backgrounding or 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 be in compliance. Let us know what you need, and we will do our best to make it available.

In the world of safety, our ongoing plans is to do what we can to keep ahead of the ever-changing rules and regulations. We are continuing better training for our employees to create a safety culture that is good for both the company and our customers. Even though the pandemic has changed how we do a lot of things, it seems like it will be a part of doing business for a while. We will do what is right to keep our customers, employees, their families, and communities safe. Safety is something that we take seriously and continually work on to get better. Safety at the farm level is something that should not be taken for granted. All too frequently we hear about a farmer that is trapped in a grain bin or caught in a PTO. Please pay attention and take a few seconds to evaluate what you are doing and do it safely. Our customers are the most important piece of our business. During the busiest times of the year, safety should be talked about and each of you should have a plan in place.

This is 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 get this done. **Also, remember that 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, so they are 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.

The SWG Annual Meeting is scheduled for Tuesday December 14th at the Eagles Club in Dickinson, ND at noon (registration starting at 11:00 AM Mountain Time). This will be an in-person meeting as we missed last year due to the COVID pandemic. Please see the official notice elsewhere in this newsletter for more details.

There have been some 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 that is voted on by the membership to allow the votes for **Districts 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 not be an in-person CHS Annual Meeting. Instead, it will be a live streamed update and any voting will take place electronically. The CHS Annual Meeting is scheduled for December 2 -3, 2021 in Minneapolis MN. We have delegates from the local Producer Board registered to carry the votes for SWG in both states. **All of this is still contingent on the COVID activity between now and then.**

As always, 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 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:

"Remember that not getting what you want is sometimes a wonderful stroke of luck".

Delane Thom
Regional Manager

SOUTHWEST GRAIN

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Vice-President		
Shane Sickler	701-483-8827	AL
Secretary		
Ben Kuhn	701-590-9300	A
Treasurer		
Steve Verhulst	605-855-2512	C
Directors		
Scott Gaugler	701-548-8136	A
Kevin Kirsch	701-677-5602	A
Jeff Schroeder	701-843-8659	B
Harlan Doll	701-226-1691	B
Rhett Peterson	406-599-8362	C
Joe Zorc	605-374-5306	C
Rory Rebel	701-974-3653	AL
Tim Wegner	701-290-7159	AL

AGRI-SERVICE CENTER INFORMATION

Administrative Office		
3645 98th Ave. SW	1-800-736-0450	
Taylor, ND 58656	701-483-6212	
Agri-Service Centers		
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		
P.O. Box 68	701-483-0021	
Gladstone, ND 58630		
302 Mirror Lake Road	701-567-2408	
Hettinger, ND 58639		
P.O. Box 120	701-764-5514	
Kildeer, ND 58640		
P.O. Box 239	605-374-3301	
Lemmon, SD 57638		
P.O. Box 220	701-579-4496	
New England, ND 58647		
P.O. Box 0	701-843-7555	
New Salem, ND 58563		
P.O. Box 157	701-853-2302	
Reeder, ND 58649		
P.O. Box 70	701-563-4318	
Regent, ND 58650		
Drawer F	701-974-3831	
Richardton, ND 58652		

Grain Terminals

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	

Agronomy

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

Dickinson Petroleum		
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		

Propane

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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Communications Director	vi.obbagy@chsinc.com

Website: www.chssouthwestgrain.com
Clip and keep next to phone




CHSinc.com

Job Openings in the Southwest Corner of ND

Agronomy Manager
Applicator
Feed Sales Rep
Laborer

Must pass a pre employment drug test and must have a CDL or the ability to get a CDL

Full Time

**Full Benefits which include: Vacation- Sick leave
Floating Holidays- Health Insurance
Dental and Vision Insurance- 401K and profit sharing.**

Must be able to work long hours during the Spring and Fall.

To apply for any of these positions go to
CHSinc.com under the career tab.

Questions call Larry Doerr at 701-853-2302
Suzie Reuther 701-567-2408

NDAA BULL TEST

NDAA Bull Test Revived

After canceling the 2021 ND Bull Test, the North Dakota Angus Association (NDAA) board members were concerned that if the bull test didn't come back right away next year, it would not ever return. In addition, the resignation of the longstanding co-chairs LJ and Janet Dohrmann, as well as Ridl Farms, this seemed very likely. Thus, the board quickly formed a committee to research different options by consulting other NDAA members.

The Bull Test Committee found that the members were supportive of continuing the bull test, with some changes. The Bull Test Committee therefore made several changes including sale location and date of sale.

With the aggressive effects of the members of the Bull Test Committee: Casey Maher - Morrystown, SD; Howard Sadowsky - Hettinger, ND; Evan Farnsworth - McHenry, ND; Jon Carlson - Regent, ND; Bob Carlson - Regent, ND; Stetson Ellingson - St. Anthony, ND; Steve Brooks - Bowman, ND; Bob White - Bowman, ND; and Rusty Ridl - Dickinson, ND, the bull test is becoming a reality. Lots of enthusiasm from across the state along with the new changes has resulted in over 75 bulls already being committed as of October 1, 2021.

The new changes include hosting the sale at Kist Livestock, centrally located in Mandan, ND, on Friday, April 15, 2022 which is 2 weeks earlier than previous years. Jon and Melissa Carlson, of Carlson Angus stepped in to host the new test station located northeast of Regent, ND. Bob and Angela Carlson, Classic Angus, Regent, ND came forward to chair the Bull Test Committee.

By consigning one or more bulls to the bull test, a seedstock producer can compare his program to other Angus programs across the state. It also brings good exposure for the producers not hosting their own production sale to potential bull buyers who are looking for their next herd bull or bulls.

As in previous years there will be awards for bulls with the top average daily gain and top weight per day of age. New this year will be awards for the bulls with the largest scanning ribeye and the highest scanning marbling, sponsored by Western Ag Reporter.

Following the widespread, large amounts of moisture received over the tri-state area mid-October, this sale looks to be very promising in the spring of 2022 for cattlemen looking for Angus herd bulls.

We look forward to seeing you in the seats at Kist Livestock on April 15, 2022.

Bob & Angela Carlson
Chairs- Bull Test Committee



Heather Dykins

Check Protein And Nitrate Levels In Your Hay

In the last few weeks as you drive down the interstate, you can't help but notice the hundreds of bales being moved in every direction. As happy as I am to see hay rolling down the road to producers that need it, the first thing that comes to mind is "I really hope everyone is getting it tested."

Every day we express the importance of hay testing to the producers we talk to, especially in years of a drought. It's important to know the protein and energy levels of the hay you either put up or are buying. That way we will have a better understanding of which supplement is going to fit best so you aren't under supplementing or over supplementing. Protein sources aren't getting cheaper but are so vital in the diet, so the sooner we can know what you need the more money we can save you in the long run.

Nitrates are also something we need to make sure we are aware of in grain hays, along with millet and sorghum/sedan variants. If nitrates are at a too high of level, you can abort and even start tipping cattle over. Over time cattle can become more accustomed to the nitrates being fed in the diet but it is something that needs to be done slowly, carefully and every day. Also make sure to be checking regrowth because nitrates can be higher in that than the first crop.

Make sure to call your local SWG or me and we can help you with questions or concerns you may have and can also help you with rations and hay samples.

Thank you for all your business!

Heather Dykins
CHS Nutrition Consultant
701.320.8947



33rd Annual North Dakota Angus Association Bull Test

Entry Information:

Consignors must be a North Dakota Angus Association member. The bull must have a tattoo or freeze brand. It is recommended that bulls be weaned by October 15th and vaccinated for 8-way, Bovine Viral Diarrhea (BVD), Bovine Respiratory Syncytial Virus (BRSV), Infectious Bovine Rhinotracheitis (BR) and Parainfluenza Virus 3 (PI3)/Red Nose.

Important dates:

All bulls must be registered black Angus bulls born between Jan 1, 2021 and April 1, 2021. The deadline for Angus Herd Improvement Records (AHIR) and registration papers is Jan 1, 2022. There will be a late fee of \$100 per bull for payments received after this date.

Weight dates:

Startup weights - Dec. 3 & 4, 2022
42-day weights - Jan. 15, 2022
70-day weights - Feb. 12, 2022
104-day final weights - March 17 & 18, 2022

Cost Information:

The estimated cost per bull is \$1,200 to \$1,300. This includes:

- *Feed at \$3.50/day
- *Bulls with be tagged and set up with radio frequency identification
- *Carlson Angus health program entry
- *Bedding
- *Ultrasound/fertility test
- *Weight sheets provided after each weight date
- *Genomic DNA tests (samples will be collected by the chairmen)
- *Sale catalog, advertising, DVAuction, LLC, and individual pictures and videos

Insurance and Liability:

It is recommended that consignors take out insurance on their bulls. Carlson Angus, the North Dakota Angus Association Bull Test Committee and the North Dakota Angus Association are not liable for death or injury.

Payments:

Half of the total cost will be due when bulls are delivered (\$650). The other half is due Jan 1, 2022, with hard copy of registration. Vet expenses needed will be an additional cost based on an individual basis and will be deducted from the bull sale check. There will be commissions taken out on sale day, including for the North Dakota Angus Association (1 percent), Kist Livestock Auction and auctioneer. Any leftover funds will be refunded to consignors.

Sale Day:

Consignors will be responsible for insurance and health papers for foreign export. Bull with an index ratio under 90 will not sell. The index ratio is calculated as one-half gain, one-fourth yearling and one-fourth weight per day of age. Consignors will only be charged for feedlot, veterinary expenses, management, and weight sheet expenses for bulls not making the sale. All guarantees are between the consignor and the buyer. The minimum bid will be determined by the Bull Test Committee prior to sale day. Delivery is managed between the consignor and the buyer. The Bull Test Committee may assist if possible.

Advertising, Videos and Reports:

All consignors have the option to have bulls photographed by Will Bollum of Western Ag Reporter for the special North Dakota Angus Bull Test edition. The photographs taken will also be included in the 2022 Bull Test sale book. Bull videos will be posted to DVAuction, LLC, one to two weeks prior to the Bull Test Sale. Weight reports will be emailed for each weight period.

Prizes and Awards:

Top individual awards will include highest average-daily gain, highest indexing bull, highest scanning ribeye, and highest scanning marbling bull.

Protein And Mineral Supplementation Options



Sarah Thompson

As we enter into fall & winter, we look at options to extend our grazing. You may have corn stalks, sunflower stalks, grain regrowth and even fields of weeds that, with the correct supplementation, can be grazed into the winter months. For many of these options, the forage is dried out and is lacking vitamins, minerals, protein and is high in lignin, which makes it very hard for cattle to break down and utilize. These types of forages require a protein & mineral supplement. The protein feeds the rumen bugs, which break down and digest that rigid and woody forage. Without active and healthy rumen bugs the fiber cannot be fully digested and will start to pass through the cattle in their feces. Have you ever noticed your cattle's poop start to stack up and not spread out like a normal cow pie? If so, that is the fiber passing through undigested. The cattle can ingest it but not break it down to utilize it. If this goes on too long you will start to notice you cattle losing condition.

Let SWG help! There are many options for protein and mineral supplementation

during the late grazing season and winter months.

SmartLic: Nutritionally engineered tubs to meet all your cattle's needs.

- a. Variety of protein tubs to fit your needs
- b. Include the daily minerals and vitamins
- c. Labor saving
- d. Help utilize area of the pasture that they would be less likely to visit

Payback: 3 different products to provide protein and minerals to your herd.

- Opti-Pro Range 80 chelated is a loose mineral
 - a. Free Choice Mineral with 80% Protein
 - b. Safe slow-release Urea
 - c. Good option with good quantity of low-quality forage
- Payback Liquid feed
 - a. Forager Liquid designed for grazing
 - b. Lick tanks for free choice feeding
 - c. Pouring bales prior to feeding or grinding
 - d. Increase palatability & nutritional content
- Payback Cake products
 - a. Provide extra protein & minerals
 - b. Use to replace forage
 - c. Payback cake is a great way to fill in the nutritional gaps

It is our goal to help our livestock producers effectively utilize what feeding products they have and to ensure the health and longevity of their cattle and their operation.

Contact us!! We can help.

Sarah Thompson, Feed Consultant
Lemmon Terminal

Best Care

Make ProFusion™ Drench part of your animal health program

What is the value of getting one more calf to market weight? Whether you are weaning your own calves, backgrounding calves, or taking cattle to finish, keeping cattle healthy and on feed is important to maximize performance and efficiency and ultimately to profitability. But what if you could get more calves to market weight, whether that's after weaning, backgrounding, or at finish weight?

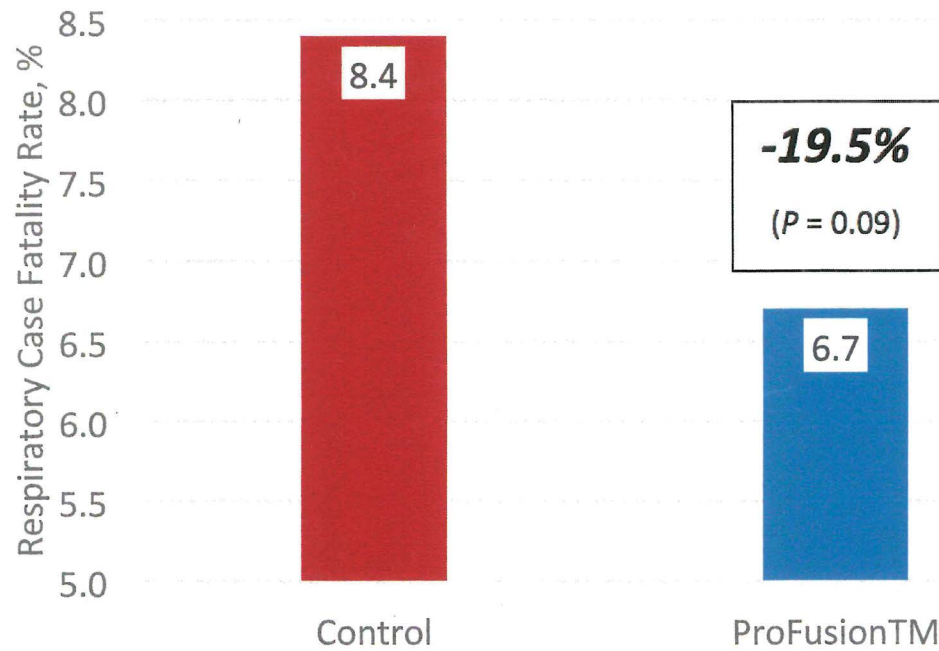
Zinpro technology is not simply "just another way to provide trace minerals". Your conventional trace mineral program is adequate for meeting the animals' fundamental trace mineral requirements. Instead, the unique Zinpro trace mineral complex gets the essential nutrients not just into the blood stream, but to the very tissues which need them to build and rebuild the animals' defenses and immune response.

Feeding Zinpro Availa®4 provides this technology through the feed, free-choice mineral program, or through stress tubs.

However, at weaning or receiving time, calves may arrive in a compromised state, already fighting viral and bacterial invaders, and off-feed. This is the very time and purpose for ProFusion™ Drench.

ProFusion™ contains copper, zinc, manganese, selenium, and vitamin E—all of which are not only essential for fighting disease, but also may be deficient in newly arrived feedlot calves.

A recent feedlot study, at a commercial feed yard in western Kansas, was conducted using 3,409 calves which were pulled and treated for respiratory disease. 1,819 calves got the standard feedlot treatment program, and 1,590 calves got the standard program plus ProFusion™ Drench. Giving ProFusion™ Drench in conjunction with the standard respiratory disease therapy reduced case fatality rate (mortality rate for calves treated for respiratory disease) from respiratory disease by 19.5% (from 8.4% to 6.7%; $P = 0.09$).



That is an increase of 1.7% in live calves available for market. If a backgrounded calf is worth \$1,200, that is a gross return of \$19.20 for every calf given ProFusion™. If you're finishing cattle, the gross per-head return for ProFusion™ is \$25.43 simply from getting more calves to sale day.



Kristine Koeplin

Contact your local representative for more information on Zinpro ProFusion™ Drench for your receiving and animal health treatment programs and Zinpro Performance Minerals for your receiving feed program and free-choice mineral program.

Kristine Koeplin, Nutrition Specialist
SWG New Salem & Elgin



Coccidiosis: The Tip of The Iceberg

Coccidiosis is a costly disease, as it is one of the top five economically impacting diseases primarily affecting young calves. Calves from all environments and operations are at risk of coccidiosis. Cattle from one month to one year of age are the most commonly affected, however it can infect all ages of cattle.

Coccidia is a protozoan parasite which is very host-specific, meaning only bovine coccidia will cause disease in cattle. Other species-specific coccidia will not cause disease in cattle. Coccidia have the ability to rapidly multiply in the intestinal wall of calves, resulting in rupture of the calf's intestinal lining. This damage affects the calf's ability to absorb nutrients. A calf can handle a few coccidia eggs, but when there is stress and a heavy load of eggs we see clinical disease. Stressors include, but are not limited to: inadequate colostrum in a newborn, crowding, unsanitary conditions, **weaning, shipping, nutritional changes**, other illnesses and the most common – **Weather changes**. Cold weather changes cause animals to group together, multiplying the risk of infection. Coccidia are extremely hardy in the environment; frequently found in water, feed and bedding and are difficult to remove from the environment completely.

Signs of coccidiosis are diarrhea, with or without mucus or blood or both; poor hair coat; weakness; straining; rapid dehydration; off feed; weight loss; chronic poor doers; and death. The signs of coccidiosis will vary depending on the stage of disease. In mild cases the calf may only display watery diarrhea. In most cases blood will be found in the feces. The clinical signs are not always visible until three to eight weeks after the initial infection. By the time a calf has diarrhea, the affected calf is almost done shedding the eggs into the environment. Once a calf shows signs of coccidiosis, it is likely the rest of the calves in the group have been exposed – The tip of the iceberg.

Prevention: Stop the loss before it starts!

Even though there are treatment options out there for coccidiosis, I am going to focus on the prevention. Prevention is crucial and therefore two-fold! There is no vaccine against coccidiosis. The key to prevention of outbreaks is minimizing heavy fecal contamination by reducing the amount of eggs being shed into the environment. Feeding an additive (coccidiostat or ionophore) to the calves while weaning helps by decreasing the numbers of coccidia eggs shed into the environment. Rumensin is the most potent feed additive for prevention and control of coccidiosis, when fed at the labeled dose. Rumensin is the only ionophore approved for mature beef cows and kills coccidia at three different stages of the life cycle. By using Payback supplements, we have many options available from mineral to cow cake to liquid feed and more, where we can add Rumensin or customize the supplement to fit your operation. Another option is to feed a coccidiostat such as Decoquinat (Deccox) to hinder the multiplication of coccidia when fed for at least 28 days. Deccox can be added to Payback feeds or crumbles can be added to the ration for 28 days and is effective in preventing coccidiosis by stopping the development of coccidia early in the life cycle. As far as treatment options go, there are options through the water or crumbles to add to the feed ration available for treatment.

Thank you and have a safe fall!

Kristine Koeplin
Livestock Nutrition Specialist
New Salem & Elgin
701.866.2827

References:
Goff, J. Food Animal Practice. Gastrointestinal Protozoal Infections in Ruminants. P 91-95.

Offering Feed Testing



Jeremy Imhoff

OIL SALE ON NOW

Greetings everyone from Elgin Southwest Grain. I hope when you are reading this that you and your family are in good health. Hopefully you are all finishing up harvest or all done with it. As we all know, this year was one for the books, and we are ready to put this stressful and trying year behind us. The dry conditions we had all year were very stressful and damaging, and now, finally, we received some needed moisture to help build a base to have something to start with next spring.

Now on to business! It is that time of year when the white stuff starts falling from the skies, the days are getting shorter, and the temps don't get as warm as they once did. We are still offering feed testing, from testing hay to testing silage, and we can either come to the yard to get the sample or you can drop the sample off at the elevator and we can get it sent off for you. Once the results are back Kristine Koeplin 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 is now available at Elgin and 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. Please stop in or call us to ask about the different options.

If you are in the process of weaning cattle or are done with weaning, we offer SmartLic StressLic tubs which make it a little easier on the cattle during this process. Now when it comes to the feeds requiring VFD's, we can help you with that too. Please just visit with your vet and have them contact Kristine Koeplin so she can figure out how many bags of the restricted medicated feed you will need and then you can pick it up here. The restricted feed product that we carry is the Auero 10 gram. When it comes to vaccines, we carry a full line, and if we do not have it, we can order it in for you. The only thing we ask is that if you have a large order, please call ahead and see what we have on hand. If we do not have what you are looking for, we can order it in, because it usually only takes a couple of days to get any vaccine ordered in if it is not backordered. Please contact us here at the elevator for all your feed and vaccine questions.

Alexis Olson is now here 5 days a week on site. She can answer all your fertilizer, seed, and chemical needs. Alexis offers soil testing, which she can still do now, weather permitting of course, or next spring. If you are interested in prepaying any seed or fertilizer, please stop on in and have a chat with Alexis or myself about your booking needs. We know, with the current situation, that things are tight and with prices rising every day, we are here to try to help save any dollars where available.

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

weren't going to have to start the furnaces yet, but Mother Nature is in control and likes to surprise us. Please call Karen about pricing, and we can assist you with all your propane needs. When the snow does finally show up, please check on your propane tanks from time to time. Make sure to open your lids on the tanks and clean the snow out of the lid areas, 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 keep our drivers from getting hurt while delivering propane by dragging the hose through deep snow or slipping on the ice. The main goal is to keep you warm and our drivers to go home safe. 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 have a lot of the items on hand but not all of them. We can get them from Dickinson if given proper time. Please stop in or call with any questions. This sale includes everything from quarts to bulk.

If you have any questions other than what I covered here, please feel free to call us at the elevator and we will do our best to assist you the best way we can. So have a great rest of your harvest, and a very safe Holiday Season.

Jeremy Imhoff, Manager
Elgin Elevator

For Cattle

The Real Cost of Shipping Fever and What You Can Do About It

Shipping fever, or bovine respiratory disease (BRD), costs the cattle industry up to \$900 million annually.¹ But what does that number really mean to producers? "It's hard for me to appreciate \$900 million worth of losses spread out across the whole industry," said Mike Nichols, DVM, Boehringer Ingelheim. "But it's a cost that impacts every operation — it hits profitability, competitiveness and sustainability."

According to Dan Stafford, DVM, feedyard and stocker consultant in south-central Texas, BRD is the No. 1 cause of disease for his producers. "It's almost impossible to put a number to how each animal is impacted adversely," he stated. "Initially, when producers think about costs associated with BRD, they think about up-front, tangible losses like mortality or how much it costs to give antibiotics, but that's just the tip of the iceberg." Dr. Nichols and Dr. Stafford agree that the most costly aspect of BRD is often the long-term losses:

- 1. Chronic cases.** A chronic case is an animal that survives BRD, but doesn't respond well to treatment and becomes chronically ill. A chronic animal will never be able to catch up to healthy pen mates or reach peak performance.
- 2. Reduced feed efficiency and lower carcass value.** Infected animals are going to take longer to reach target weights and are going to have lower carcass values at market.
- 3. Employee morale and turnover.** "When animals are healthy, they're enjoyable for employees to care for, but when we have significant BRD issues, it's really tough on employee morale," said Dr. Stafford. "It can and does contribute to employee turnover, which of course is a big cost."
- 4. Psychological health.** "There's an emotional

aspect of BRD that we don't often talk about," added Dr. Nichols. "It's demoralizing to constantly treat BRD. I've seen it become a major driver for producers to make a change, even more so than financial reasons."

Managing treatment costs

"The most common complaint I get from clients about BRD is that we continue to get more expensive, new-and-improved antibiotics, but it feels like we're still getting the same results," said Dr. Stafford. "I try to remind producers that to manage the cost of antibiotics and BRD, we need to make sure that we've got a well-thought-out treatment protocol in place."

- **Recognize the signs of disease early.** "Identifying signs and diagnosing BRD early, almost when the animal is on the verge of getting sick, is when you'll get the best response out of any antibiotic," Dr. Stafford explained.
- **Find the specific cause of BRD.** Discovering the specific BRD-causing pathogen can determine whether producers are implementing the correct vaccination and treatment protocols. Diagnostics could include conducting a necropsy or performing a deep nasopharyngeal swab on live calves, with the guidance of a veterinarian.
- **Use a long-lasting, fast-acting antibiotic.** "We want our antibiotic to have a quick response so we can get the animal back with its pen mates," noted Dr. Stafford. "We also want long-lasting antibiotics when possible, so we don't have to bring animals back up and handle them several times."
- **Follow the label.** "Some producers will treat an animal, come back the next day, and want to treat again if the animal isn't looking better," said Dr. Nichols. "The producer's intentions are good. They see the animal is still suffering and want to help. However, if the product label

states it is effective for 10 days, we need to refrain from re-treating too quickly and give the animal sufficient time to respond to the antibiotic. Giving another dose in that situation increases cost without increasing effectiveness."

Following the label is also an important part of judicious antibiotic use. "We want to use these antibiotics thoughtfully, so we can use them for years to come," emphasized Dr. Stafford.

- **Keep records.** A basic set of records that track the animal, health problem, treatment day and product can help determine whether a treatment protocol is working. Review these records with a veterinarian to evaluate whether a different antibiotic needs to be chosen, or if more attention needs to be paid to earlier diagnosis and more aggressive treatment.
- **Use your veterinarian.** "There are still a lot of producers who don't work with a veterinarian," said Dr. Stafford. "Instead, they rely on advice from relatives or neighbors, and often wind up with misinformation. They'll be using products that they don't fully understand how to use correctly and end up spending time and money on the wrong treatment."

Prevention offers the most value

Drs. Nichols and Stafford stress that the best way to manage the cost of BRD is through prevention. Every herd is going to be different, so work with a nutritionist and veterinarian to implement the following elements:

Vaccination

"Unknown vaccination history is the biggest obstacle my feedyard producers face when dealing with BRD," said Dr. Stafford. "Ideally, my clients wouldn't buy an animal unless it already had at least one round, if not two rounds, of vaccinations. My dream scenario would be for them to buy cattle that are vaccinated once at branding, and again at weaning before shipment. Then, when cattle arrive at the

feedyard, they'd get a booster. If all my producers did that, it might put me out of work."

Nutrition

Nutrition is a major management component in avoiding BRD wrecks. "When we optimize a nutrition program, we are also going to optimize immune function and help prevent disease," explained Dr. Nichols. "Animals on a proper nutrition program are also going to respond better to vaccinations and to treatments if they do get sick."

A solid nutrition program includes providing plenty of fresh, clean water, as well as giving animals a balanced ration at consistent times with adequate protein, energy and trace minerals.

Stress Management

"I think we've made very efficient systems for handling and moving cattle, but as we've done that, we've put extra stress on animals," remarked Dr. Stafford. "Cattle are now expected to move hundreds of miles in the blink of an eye, meet new pen mates and face all the other stressors that go along with moving." Stress can compromise an animal's immune system and make them susceptible to disease.

Producers can manage stress in these ways:

- Shield cattle from harsh weather conditions and give them plenty of bunk space.
- Avoid overcrowding, as it causes stress and promotes the spread of disease.
- Practice low-stress handling to ensure the moving process goes smoothly for both producers and the cattle. Low-stress handling techniques include presenting a calm disposition, avoiding loud noises, reducing the use of cattle prods, and removing visual distractions.
- Administering a metaphylaxis treatment, or a group antibiotic treatment, for at-risk animals in a timely manner can help reduce morbidity and mortality on beef operations. "Your antibiotic should protect against all four of the BRD-causing pathogens, *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis*," Dr. Nichols pointed out.

A BRD success story

"I have a feedyard client who has been struggling with increasing mortality, morbidity and medicine costs associated with BRD for the last 10 years," said Dr. Stafford. "It was getting to where they couldn't bear it anymore, so they tried two approaches. **First, they sought out and bought more cattle from a determined origin.** The animals were not commingled and were not run through a sale barn. These animals came in less stressed and had a vaccination history.

"**Second, they reduced the number of cattle that they were willing to take in at any one time,** especially during the big fall runs. The manager always said, 'I can control BRD. All I have to do is close the front gate.' So, they went from processing 800 new animals a week to 250. They were no longer overloading their system, and they saw incredible results. The cowboy crew could finally catch their breath, and they were able to do a better job. That operation wound up making more money — they saved eight to ten-fold on medicine and had a significant reduction in mortality and morbidity."

Bringing back the art of animal husbandry

"Animal husbandry is an art, and, in some cases, it's the missing piece for the very best care we can give animals," said Dr. Nichols. "Not the difference between bad care and good care, but the very best care."

"We need to put ourselves in the situation of the animal," agreed Dr. Stafford. "What do you want? You want clean water, something good to eat, protection from the elements, and to be comfortable. Good animal husbandry is about focusing on those basics, while leveraging the antibiotics we have available. That's what's really going to save us on BRD costs in the long run."

Reference:

¹ Chirase NK, Greene LW. Dietary zinc and manganese sources administered from the fetal stage onward affect immune system of transit-stressed and virus-infected offspring steer calves. *Anim Feed Sci Tech* 2001;93:217-228.

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Deworm in the fall for a strong spring. Buy \$500 of Safe-Guard Feed & Mineral Products and earn a set of Steak Knives for the Holidays.

Fall deworming can have a profound impact on herd health and performance, especially for cow-calf operations. Cattle free from parasites over the winter will have better feed intake, improved average daily gain and milk production, as well as a positive immune response to vaccines and diseases. It's especially important that pregnant cows are dewormed in the fall. This helps ensure more nutrients go toward fetal development and keeping the cow in good body condition, which impacts her ability to raise a healthy calf.

FALL DEWORMING FOR COW-CALF:

Deworm when cattle are moved off pasture at the end of the grazing season or after the first killing frost in areas where cattle remain on pasture year-round.

SAFE-GUARD feed formulations are up for the job. All formulations of SAFE-GUARD are powered by fenbendazole. But with feed formulations, how can you be sure cattle are receiving the proper dose? It's called the cumulative dose effect.

Kristine Koeplin, Nutrition Specialist
SWG New Salem & Elgin

Cooperia (shown here) is one of the most prevalent internal parasites in U.S. cattle herds. And infected calves experience 7.4% less average daily gain.¹

DON'T LET
MICROSCOPIC MONSTERS
BITE YOUR BOTTOM LINE

Add Safe-Guard® (fenbendazole) when you deworm to take out the profit-eating parasites that your ivermectin alone just can't.²

If you've only been using ivermectin (or any other kind of -ectin), it's time to add a dewormer from a different class to your protocol. Because you're leaving resistant parasites in your cattle — and potential profit on the table. By adding Safe-Guard, you can kill more of those microscopic monsters than you could with ivermectin alone.³ This different-class dewormer is one more way Merck Animal Health Works for you.

BITE BACK AT SAFEGUARDWORKS.COM

Buy \$500 of
Safe-Guard®
Feed & Mineral
Earn a set of
Steak Knives!

*Safe-Guard® Drench & Blocks Excluded **Now through November 30th!**



IMPORTANT SAFETY INFORMATION | RESIDUE WARNINGS: Mineral and feed through products:

within 13 days following last treatment; EN-PRO-AL Molasses Block: 11 days; Protein Block: 16 days; For dairy cattle, the milk discard time is zero hours. A withdrawal period has

Available at: not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal. For complete information, refer to the product label.

¹Stromberg BE, et al. *Cooperia punctata*: Effect on cattle productivity. *Vet Parasitol.* 2012;183(3-4):284-291.

²Lawrence JD, Ibarburu MA. Economic analysis of pharmaceutical technologies in modern beef production.

Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. 2007;1-18.

³Merck Animal Health National FEERT Database.

MAHCattle.com • 800-521-5767

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Limit 1 per Customer! cattle must not be slaughtered



Southwest
Grain



Proceedings of the NCCC-134

SAFETY



Clint Thom

While working outside in cold temperatures, it is important to take extra precautions to ensure that we are not exposed to the cold long enough to get frost bite. Frostbite occurs when the skin – and sometimes the tissue beneath the skin – freezes due to prolonged exposure to cold temperatures. Depending on how long and how frozen the tissue, frostbite can result in severe, sometimes permanent, damage.

To stay warm and prevent frostbite, follow these tips:

- 1. Dress in loose, light, comfortable layers.** Wearing loose, light layers help trap warm air. The first layer should be made of a synthetic material, which wicks moisture away from your body. The next layer should be insulating. Wool and fleece are good insulators and hold in more body heat than cotton. The top layer should be windproof and waterproof. A down parka and ski pants can help keep you dry and warm during outdoor activities.
- 2. Protect your feet and toes.** To protect your feet and toes, wear two pairs of socks. The first pair, next to your skin, should be made of moisture-wicking fabric. Place a pair of wool or wool-blend socks on top of those. Your

boots should also provide adequate insulation. They should be waterproof and cover your ankles. Make sure that nothing feels tight, as tight clothing increases the risk of frostbite.

- 3. Protect your head.** To protect your ears and head, wear a heavy wool or fleece hat. If you are outside on a bitterly cold day, cover your face with a scarf or face mask. This warms the air you breathe and helps prevent frostbite on your nose and face.
- 4. Protect your hands.** Wear insulated mittens or gloves to help protect your hands from the cold.
- 5. Make sure snow cannot get inside of your boots or clothing.** Wet clothing increases the risk of developing frostbite. Before heading outdoors, make sure that snow cannot easily get inside of your boots or clothing. While outdoors, if you start to sweat, cut back on your activity, or unzip your jacket a bit.
- 6. Keep yourself hydrated.** Becoming dehydrated also increases the risk of developing frostbite. Even if you are not thirsty, drink at least one glass of water before you head outside, and always drink water or a sports drink before an outdoor workout. In addition, avoid alcohol, as it increases your risk for frostbite.
- 7. Recognize the symptoms.** In order to detect frostbite early, when it's most treatable, it's important to recognize the symptoms. The first signs of frostbite include redness and a stinging, burning, throbbing or prickling sensation followed by numbness. If this occurs, head indoors immediately.

If you experience symptoms of frostbite, try to gradually bring feeling back into the body. Never rub frostbitten skin or submerge your hands or feet directly into hot water; use warm water or a warm washcloth instead. If you do not feel sensation returning to your body, or if the skin begins to turn gray, go to an emergency room immediately.

Clint Thom
Regional Safety Leader



Suzie Reuther

CHANGES AT HETTINGER

Hello from the Hettinger location! Things have been changing at the Hettinger location. We are in the process of filling two agronomy positions. We are looking for an agronomist to replace Shane Timm and an applicator to replace Terry Lien. Both have moved on to different employment. We are also in the process of training Jared Eggebo to take over Howard's feed sales rep position, as Howard Sadowsky has moved on to different employment as well.

With all these changes happening, we have decided to have the Lemmon agronomists help with agronomy and seed sales

until we have an agronomist in place at the Hettinger location. We greatly appreciate Marla, Mike and Rick stepping in and helping in our time of need. If you have any agronomy questions, please feel free to give one of them a call or call our office and we will get you in touch with one of them. Thank you for your patience during this time and we will do our best to keep up the great agronomy center we have built.

It seems hard to believe it's time to pre-book all your corn seed for 2022 when 2021 corn is still being harvested. By prepaying your REA, Dekalb or Allegiant seeds in the next two months, you will be getting the best prices for the 2022 corn year.

Weaning time is here, and we carry a SmartLic StressLic tub to be used during the stress of weaning. Once you have the calves weaned, it's time to think about the momma cow. You need to make sure she has all the right groceries to make it through the winter. We have a wide selection of protein programs, SmartLic NE 30, Hi Pro 40, Ranger 20-6 cake or Forager Pro 40 liquid. Stop in and visit with us to see which program works for your operation.

We will be taking corn at the Hettinger location. Give us a call and we will quote you a price.

Thank you for your patronage this last year and we look forward to doing business with you in the future.

Suzie Reuther, Manager
Hettinger Elevator

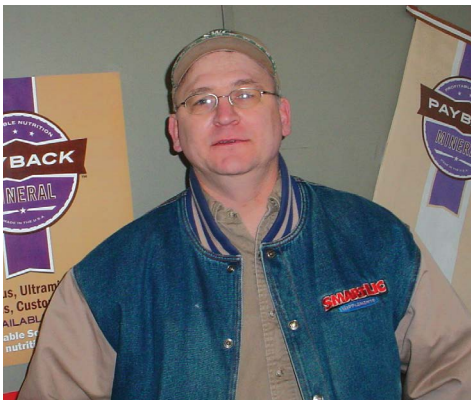
The "hidden name" in the July 2021 Newsletter was a Regent, North Dakota patron. **Patron did not call in to claim his/her winnings.** Each time winning (\$20.00 credit to account) is not claimed, credit will increase by another \$20.00 in the next issue of the Grain Mill. **Read your newsletter . . . We will award \$40.00 to this issue's winner. It could be YOU!**

\$40.00

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

FIND YOUR NAME AND WIN A \$40.00 CREDIT TO YOUR SWG ACCOUNT!
Call Vi at 701-483-2971 between 7:00 a.m. and 2:00 p.m.

Fall Supplementation Is Important



Mark Baar

Fall supplementation of your cow herd is important when grazing poor quality forage, whether it is dry pastures or crop residue. As forage quality becomes deficient, energy and protein both become critical factors. Choices available at SWG include SmartLic tubs and CHS range products. Stop in to inquire about what will work the best for your program. With any program that you chose, it's very important that you provide a good quality free choice mineral. Stop in and we will discuss what will work best for you.

In Belfield, we will try to have all the animal health supplies that you need for

your fall vaccination program. If you're looking for something specific, just ask and we will try to find it for you.

As you bring the calves into the feedlot, please stop in or call for your weaning feed and feed lot supplementation. Don't forget about VFD if you need to treat your calves in the feedlot. Our CHS Nutrition Consultant, Heather Dykins, (701-320-8947), will gladly talk to you about your wants and needs or handle any questions you might have.

Even though this year is not over, it is not too soon to start planning for next year's seed purchases and locking in some of the popular varieties of seed or seed sizes of the varieties of specialty crop that you are planning to seed in 2022.

For those of you that want to clean some spring wheat this fall, before the weather gets too miserable, please give us a call and we will take care of that too.

Thank you for your past patronage and we look forward to having the opportunity of serving you in the future.

Mark Baar, Manager
Belfield Elevator

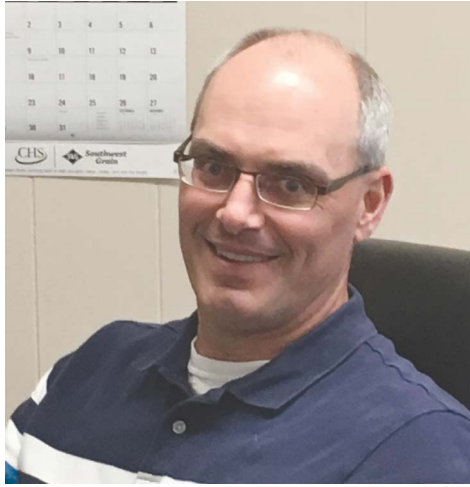


The success of your cooperative is not any one person or event, but a true team effort!

GRAIN DIVISION REPORT

Harvest season, for the Northern Great Plains, is just around the corner and all the questions about the 2021 spring crop will be answered very soon. The latest spring wheat crop condition report gives an indication of what to expect. North Dakota is rated 64% very poor to poor, 25% fair, and 11% good to excellent. In the July crop report, the USDA recognized that there was a problem with the U.S. spring wheat production. The market took notice and has moved higher every day since. "How high will this market go?" is a common question and there is no easy answer. Looking at the spread between the Minneapolis September futures and the Kansas City September futures indicates competition. The Kansas City September is currently \$2.71 cheaper than the Minneapolis September. This spread could cause hard red winter wheat to find its way into flour grinds displacing the more expensive spring wheat. If or when this happens, spring wheat prices would likely cap out. Durum, oil seeds, corn, and soybeans also move higher with production uncertainties in these markets too.

Grain marketing is something that producers tend to not enjoy or find difficult. As always, if you have any questions regarding grain marketing, please reach out to Kayla or myself and we would be happy to help you. If you are someone that wants to go deeper and are looking for a consultant, we can help there too. We offer consultation through Agsurion. This is a service that has been offered through CHS Hedging for the last several years. Since the addition of a representative in Bismarck, there is better



Brian Fadness

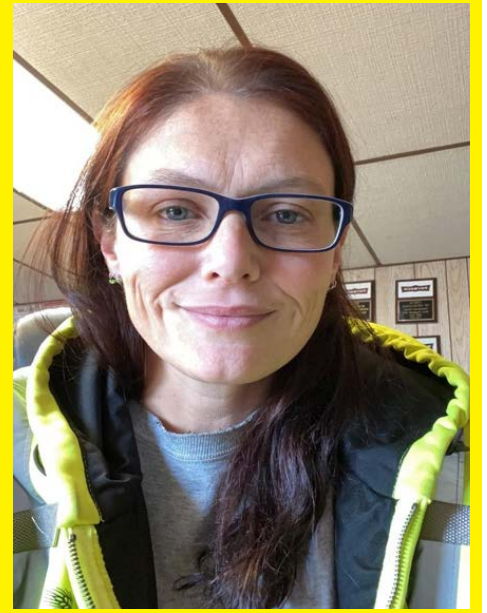
opportunity for more producers to access this service in our area. Information on Agsurion can be found at www.chshedding.com and look for Agsurion under the "Services" tab at the top right of the page. Kayla and I can provide information too, or we can have an Agsurion representative reach out to you.

We are offering the Pro Advantage program again. This is a program where bushels are committed and the CHS Hedging commodity professionals will price those bushels over a specific time period. Pro Advantage contracts are available for spring wheat, corn and soybeans. Sign up deadline for new crop 2022 is December 10, 2021.

Brian Fadness, Manager
Grain Division

New Manager At New England

Well, as most of you know, Lyle officially retired September 1st, and I stepped into role as manager here at New England. I have been with Southwest Grain for almost 7 years. My husband and I have lived out here for 12 years with our 4 children. We moved here from Indiana and bought a farm just west of New England. We raise cattle, sheep and several other animals. I grew up on a hog and cattle farm and the crops we raised were soybeans and corn. I originally went to school to be a vet tech, so I have some experience with livestock and medicines. I'm going to continue my job as bookkeeper, answering the phone and placing animal health orders like before. I'm hoping to make some changes over time.



Chelsie Clevenger

On the livestock side of things, we are planning a producer meeting on Dec 14th. There will be flyers mailed out closer to that time.

I would like to ask that if there is anyone that is renting one of our creep feeders to please return it this year. I know we have been letting you guys just keep them, but we can't do annual maintenance on them if they aren't here.

If you need anything on the agronomy side of things, please call or stop in to see Casey. She will help you in any way she can. She is doing soil sampling right now.

If this is something you need done, please feel free to contact her. She is also gearing up for seed sales. That is just around the corner.

Well, that's all for now and until next time, stay warm and have a wonderful Thanksgiving.

Chelsie Clevenger, Manager
New England Elevator

Soil Testing Is Important



Larry Doerr

"Shout Out" to all Veterans out there. Employees, customers, or the ones that support our community in other ways, we are proud of you and thank you for your service.

As always, if there is something we can do for you, please call. And thank you for your business.

Larry Doerr, Manager
Reeder Elevator

A true sign of things to come is when we start losing daylight hours. And of course, scraping the frost from the windshield.

If you do not know what you have in the hay yard, now is a good time to bring a sample in so we can see where you are with the nutrients. After the results come back, we have people that will talk to you about what you may need to do to get the most out of that high dollar hay this year.

The Fall mineral promotion has begun so call into the office and we can get you what you need at a reduced price. It is recommended that you start the bred cows on a Bio-Mos product 45 to 60 days prior to calving. That could be any day now for some of you. We have a lot of growers that take advantage of the proven benefits of Bio-Mos tubs. Give us a call and we can deliver the bags, tubs or salt to your place.

The soil test pickup has been busy this fall. We have seen the nutrient levels that are left on both ends of the chart, so now is the time to get that done. We have pickups in Reeder, Hettiger and Lemmon to do the testing for you. Commodity prices are inching up and with the price of seed and fertilizer continuing to climb higher, the soil test is an important part of your operation.

Since we last published the Grain Mill, we have a new employee here at the Reeder location.

Wes Evans has joined our team and will be a great asset to the Southwest Grain organization.

Welcome Wes!

Again, this year, I'd like to give a

Regent Planning Wheat Seed Purchases

Hello from Nadine and Terry at Regent!

Well, it's that time of year again and we are getting ready to purchase spring wheat seed for spring. We plan to have Lang, Lanning, Shelly and Driver wheat seed. Driver is a new South Dakota release, which looks really good in the trials. I am still working on pricing on these varieties.

We have some room here at Regent for spring wheat.

Our bagged feeds include cow-calf feed, pig, sheep and horse feed and pet food. We also carry animal health products and have some prescription drugs on hand.

Need some spring wheat cleaned? We are available. Contact us for an appointment.



Terry Hartman

Have a SAFE winter and Happy Holidays! Thank you for your patronage.

Terry Hartman, Manager
Regent Elevator

2021-2022 GIFT CARDS FOR GALLONS & OIL SALE

For every 100 gallons of Premium Cenex® Lubricants you purchase, you can earn a

\$50 VISA® gift card

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

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

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

**November 1, 2021 –
February 28, 2022**

Southwest Grain Petroleum

Office: (701) 483-5157
Savanna Meier: (701) 260-6415
Jared Bookhardt: (701) 260-5235
SWG Lemmon: (605) 374-3318

Dickinson | Gladstone | Richardton | New Salem | Elgin | Killdeer | New England | Reeder | Lemmon, SD

Propane Prices On The Rise

Hello, again, to everyone, from all of us in the Petroleum Department. What a difference a year can make! Last year at this time, propane was .85 cents per gallon lower than it is today and looks to go higher as winter sets in. If you have not thought about your winter fuel supply, it might be a good time to think about filling now. I have included a breakdown of our Premium winter products and how they perform, along with a blending chart for doing your own mix if you would rather go that way.



Jim Renke

Our annual Lube Oil and Grease sale will run in conjunction with our Gift Card for Gallons sale starting November 1st, and that will mean VERY BIG SAVINGS TO YOU!!! See details of this sale in this newsletter.

Everyone in the Energy Department appreciates your past business and look forward to serving your needs into the future.

Jim Renke, Manager Energy Division

CENEX® PREMIUM DIESEL FUELS FEATURES AND BENEFITS CHART

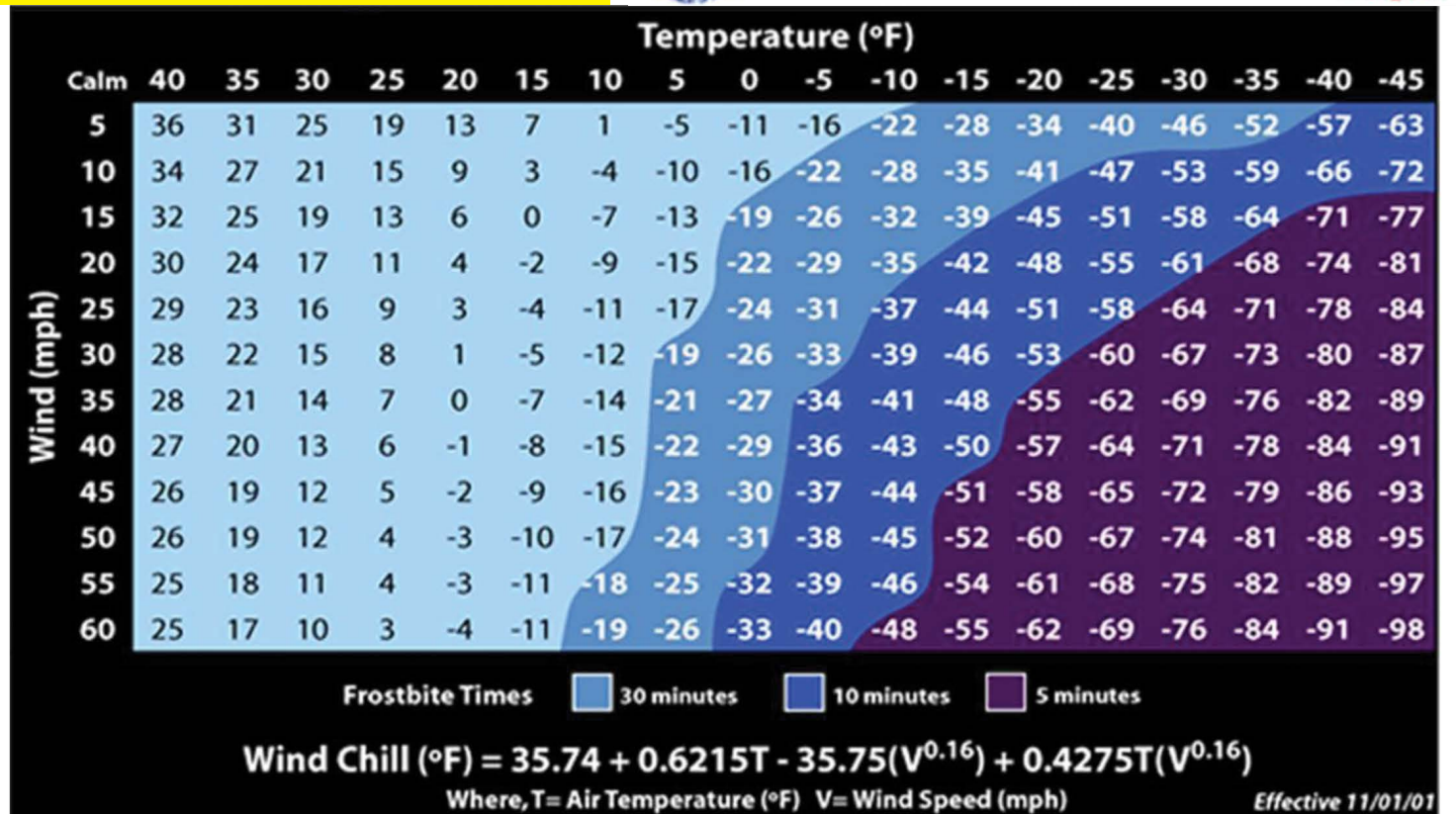
FEATURE	WHAT IT DOES	HOW YOU BENEFIT
Wax Crystal Modifiers*	Wax crystal modifiers change the size and shape of wax crystals, preventing them from bonding together • Wax crystals stay small enough to flow through the fuel filter • They create a porous wax cake on the fuel filter, allowing continued fuel flow until the engine heats up	<ul style="list-style-type: none"> • Significantly increased cold weather operability • Reduced downtime
De-Icers*	Dramatically lower the point at which any water in the fuel system freezes	<ul style="list-style-type: none"> • Fewer moisture-related problems
Wax Anti-Settling Agents*	Reduce settling of wax crystals in vehicle tanks and above ground storage tanks, which clog filters and other fuel system components	<ul style="list-style-type: none"> • Enhanced cold weather operability • Reduced downtime • Reduced maintenance costs
Injection Stabilizer	Addresses fuel oxidation problems in new engine technology fuel injectors and prevents internal diesel injector deposits (IDID) from forming deep inside high-precision injectors.	<ul style="list-style-type: none"> • Less filter and injector replacements in new engine technologies • Less downtime and maintenance costs
Detergents	Aggressive detergent components keep fuel systems clean and performing at their optimum level.	<ul style="list-style-type: none"> • Improved fuel efficiency (up to 5% better in comparison to a typical #2 diesel fuel) • Greater horsepower • Extended life for fuel pumps and injectors
Cetane Improver	Cetane is a measure of diesel engine startability. The higher the cetane number, the quicker the fuel will ignite. Cenex Premium Diesel Fuel has a typical cetane number of 48.	<ul style="list-style-type: none"> • Reduced strain on engines and electrical systems • Less downtime and maintenance cost • Quicker, more fuel-efficient starts • Smoother running engines • Better cold weather starts
Lubricity Improver	Friction-reducing agents provide 10-15% better protection against friction and wear on the fuel pump than typical #2 diesel fuel.	<ul style="list-style-type: none"> • Protects moving parts from excessive wear • Extended life for the fuel pump
Demulsifiers	Demulsifiers force water to the bottom of the tank, allowing for easy drainage and removal. This prevents unwanted moisture from being carried through the fuel system and reduces the volume of water entering the combustion chamber.	<ul style="list-style-type: none"> • Easier removal of water from storage tank • Less wear on injectors • Fewer filter replacements • Prevents algae formation in storage tanks
Corrosion Inhibitors	Provides superior corrosion protection, preventing the formation of rust on metal parts.	<ul style="list-style-type: none"> • Saves the cost of rebuilding injector pumps • Reduces downtime and repair costs • Slows the natural degradation of diesel fuel caused by exposure to oxygen • Prevents corrosion-caused leaks, blockages and breaks in metal parts
Storage Stabilizers	Reduces gum and varnish buildup and contains components to extend the storage life of diesel fuel.	<ul style="list-style-type: none"> • Tolerates temperature extremes • Extends storage life of diesel fuel by 3-6 months.

* Winter fuel additives are in Cenex® Wintermaster®, Cenex Roadmaster XL® - Seasonally Enhanced, and Ruby Fieldmaster® - Seasonally Enhanced fuels only.

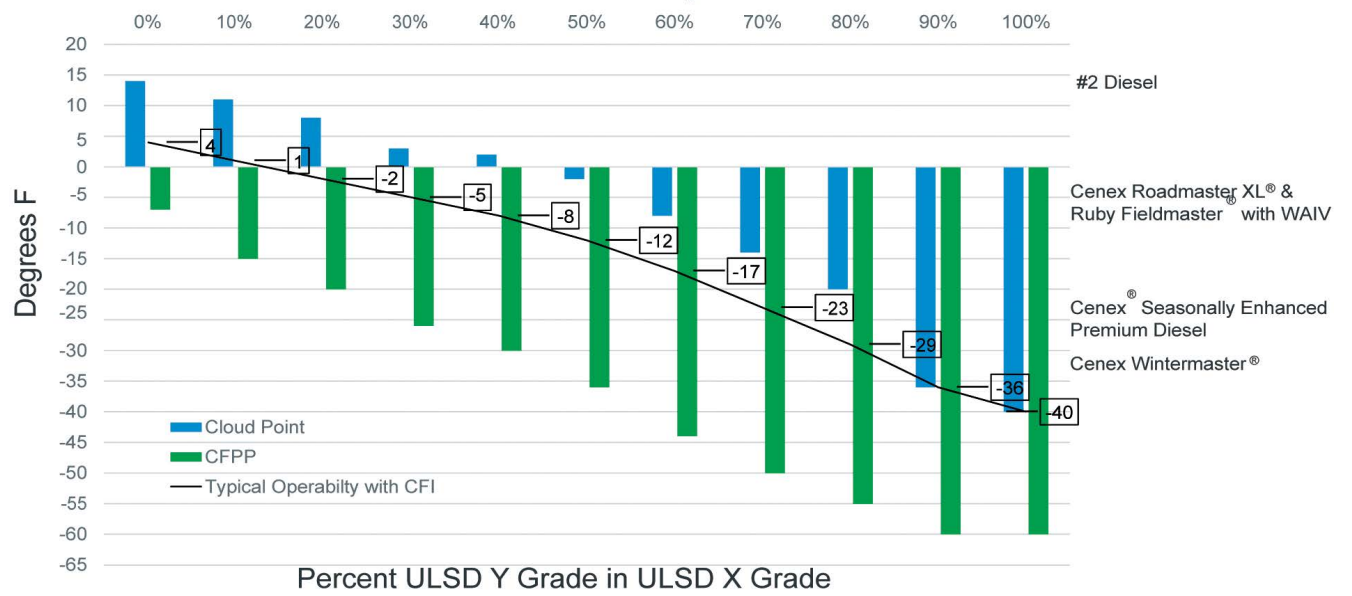
With winter due to arrive any day, here is a chart that gives you a look at the effects of wind chill:



Wind Chill Chart



2020-2021 Southern Region ULSD Winter Diesel Blending Curve with Cold Flow Improver



BIG SAVINGS see Page 7
November 1st through February 28th

Cenex® Winterized Premium Diesel Fuels

Better cold-weather protection starts with *better diesel fuel in the tank.*



KEEPING ENGINES PROTECTED IN COLD WEATHER IS A PRIORITY. KEEPING BETTER DIESEL FUEL IN THE TANK IS THE ANSWER.

At Cenex®, it's our priority to study and understand your business. This allows us to anticipate and address your changing needs. Based on knowledge and experience, we've developed multiple Cenex Winterized Premium Diesel Fuels to meet the demands of new and existing engine technology and to deliver the cold-weather protection your engines need — all while optimizing power and performance.

It's time to think about what your fuel is doing to improve your business. Count on Cenex Winterized Premium Diesel Fuels to deliver:

- Maximized performance and fuel efficiency
- Improved horsepower and quick, reliable starts even in extreme cold
- Reduced downtime and maintenance costs
- Extended life of injectors/injector pumps

Cenex knows you need to keep vehicles at their peak performance and your operation profitable. Cenex Winterized Premium Diesel Fuels are the fuels to help you do it.

innovation for enhanced performance.

