



Southwest
Grain

The Grain Mill

Winter 2026



From the board room



Shane Sickler
Chair
CHS Southwest Grain
Producer Board

Happy New Year! Mother Nature has shared some unseasonably warm days to start 2026!

Who would have guessed it would be this nice based on how we were closing out 2025! It's welcomed by the livestock producers to have extra grazing time, saving the hay bales and fuel just getting out there to do chores. And it has also been a plus for the grain producers to haul grain, if you're willing to justify the current prices and looking ahead to no foreseeable strong price rally for the next few months.

We will be watching closely to see if any weather problems, such as planting delays, drought development here or in other countries, etc., will drive the market forward and upward. Input costs that are not adjusting to the lower commodity prices have put a slow movement on buying fertilizer. This is showing up in the ag sales at CHS Southwest Grain.

If this nice weather continues, it could turn out to be an early spring for planting. But if you remember last year, it was also nice with little snow, and then February came! And with it, record low temperatures. New Hradec recorded a low of -47 degrees, breaking a record set in 1914! Planting came around by third week of March for many of us, as we continued to endure dry fields at that time. CHS Southwest Grain agronomy teams have been busy and are ready to sit down with you to help you with decision-making for this upcoming farming season.

Joel Sparks, our new senior director of operations, has been busy visiting with our employees about the needs for 2026. We have a great team working for you and all grain producers,

as you move forward in choosing commodities and application services for spring work. Joel has also been working to fill the positions in ag applications as we were short-handed last year. Stop in and visit with the staff about our in-field services. Remember to visit with CHS Southwest Grain livestock specialists who are ready to help with all your cattle and livestock needs this upcoming calving and cattle management season.

As I think about how we are seeing the face of agriculture change from the older, more experienced producers to the next generation of producers ready to take the torch, or rather, the fork, shovel, vac hose or reins, the same is happening in the CHS Southwest Grain producer boardroom. Joe Zorc started with the Southwest Grain advisory board in the early 90's and became a member of the CHS Southwest Grain producer board in 2000. After serving 25 years in that position, he is now retiring. Joe served under different general managers and staff, and alongside different board members throughout his time with the cooperative. We have appreciated Joe's knowledge and the experience that he brought to the board room and his work on behalf of the Lemmon area producers. Joe also attended and participated in numerous CHS conventions throughout his time on the board. Joe and his wife, Kathy, have become good friends to many over the years. I personally will miss his humor and his ability to interact with everyone in the board room and inject some light-hearted moments into our meetings and discussions. Thank you, Joe, for your service to the CHS Southwest Grain producer board and the farmer-owners. You are truly going to be missed!

We are also sad to say goodbye to another board member who served for 15 years, our friend and colleague Ben Kuhn. Ben is stepping down from the board to devote more time to his family and his growing farming operation. Ben also started out serving on the advisory board before becoming a member on the board. Ben's family has co-op roots that go back half a century or longer! Ben's grandfather, Arnold, served on a co-op board at a young age, being one of several farmers standing in line visiting at Dickinson's old Cargill elevator that would go on to become Southwest Grain.

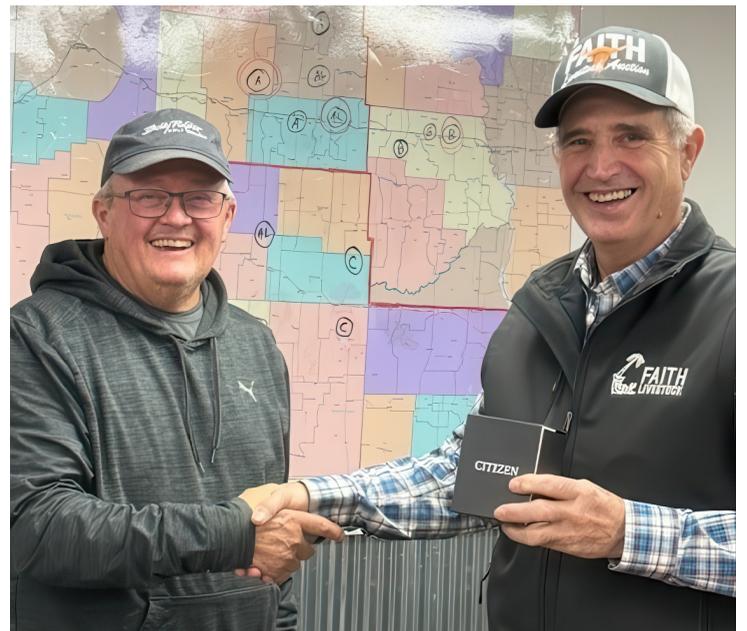
Arnie, along with Herbert Knapik, Art Sickler and David Twist, discussed the need for an elevator that farmers could be the owners and members of and provide another avenue to market their grains. These men were the first ones of many that worked hard to get Southwest Grain started and continue as it does today.

The Kuhn family's co-op roots run deep with Ben's dad, Jeff, also being active in co-ops, having served on the Cenex® board in Dickinson for many years. Jeff was also the chairman of that board before the merger with Southwest Grain in the 1990's. This is how the agronomy side of Southwest Grain was born. I, for one, am very thankful for how these early leaders thought of the importance of the cooperatives and the return co-ops send back to their members in the form of patronage.

Thank you Ben for your years of service, your input and direction in decisions the board has had to make throughout your tenure, and also for your participation at CHS conventions. The friendships and camaraderie developed in the boardroom with both Ben and Joe and all the others that serve and have served are special and respected and will continue far beyond that room.

One other change producers may notice as the new year begins is that Larry Doerr has retired. Larry has served as the manager of the Reeder CHS Southwest Grain location for more than 12 years. Thank you, Larry, for your service. You will be missed, especially by your Reeder producers. The retirement of some baby-boomers surely impacts the workforce as they/we step down! Such is life!

As I close, please take time to enjoy some of these slightly slower days of this season. Take some time off to enjoy yourself with family and friends. Maybe dig out the deck of cards one more time and enjoy some fellowship around the table with friends and neighbors. Spring will be here fast enough! Always remember to take care of each other as we begin this new year and all the opportunities it will bring!



Joe Zorc, right, retiring from the CHS Southwest Grain board



Larry Doerr, second from left, celebrating his last day at CHS Southwest Grain

Producer Board Members

Chairman, District AL

Shane Sickler : 701-290-1322

Vice-Chairman, District B

Mike Gerving : 701-471-2057

Secretary/Treasurer, District C

Steve Verhulst : 605-567-3324

Members:

Scott Gaugler (District A) : 701-290-2669

Loren Bock (District A) : 701-290-5143

Jeff Schroeder (District B) : 701-220-8659

Harlan Doll (District B) : 701-226-1691

Rhett Peterson (District C) : 406-599-8362

Clint Kvale (District C): 605-374-7808

Josh Haugen (District AL) : 701-290-2024

Tim Wegner (District AL) : 701-290-7159

Locations

Administrative Office

3645 98th Ave. SW
Taylor, N.D. 58656
1-800-736-0450
701-483-6212

Service Locations:

Belfield

305 1st Ave SE
Belfield, N.D. 58622
701-575-4386

Dickinson

1722 South Main
Dickinson, N.D. 58601
701-487-2971

Elgin

P.O. Box 40
Elgin, N.D. 58533
701-941-963

Gladstone

471 Rothschilder St
Gladstone, N.D. 58630
701-483-0021

Hettinger

302 Mirror Lake Road
Hettinger, N.D. 58639
701-941-8880
800-736-0450

Killdeer

P.O. Box 120
Killdeer, N.D. 58640
701-483-4554

Lemmon

P.O. Box 239
Lemmon, S.D. 57638
605-898-1540
800-736-0450

New England

P.O. Box 220
New England, N.D. 58647
701-483-4555

New Salem

P.O. Box 0
New Salem, N.D. 58563
701-204-7044

Reeder

502 Railroad Ave
Reeder, N.D. 58649
701-941-8675
800-736-0450

Regent

P.O. Box 70
Regent, N.D. 58650
701-941-9885
800-736-0450

Richardton

Drawer F
Richardton, N.D. 58652
701-483-4559

Grain Terminals

Boyle

3645 98th Ave SW
Taylor, N.D. 58656
701-483-6212

Lemmon

201 2nd St E
Lemmon, S.D. 57638
605-898-1540
800-736-0450

Dickinson

1519 W Broadway
Dickinson, N.D. 58601
701-483-6781

New Salem

4456 County Road 139
New Salem, N.D. 58563

Agronomy

Dickinson

1722 Hwy 22 S
Dickinson, N.D. 58601
701-483-4552

Lemmon

201 2nd St E
Lemmon, S.D. 57638
605-898-1540
800-736-0450

Feed Plant

CHS Animal Nutrition

4855 GTA Dr.
Dickinson, N.D. 58607
701-483-1277

Petroleum

Dickinson

1722 South Main
Dickinson, N.D. 58601
701-483-5157

Lemmon

201 2nd St E
Lemmon, S.D. 57638
605-898-1544
877-655-3354

Propane

Dickinson, N.D.

701-483-5157

Lemmon, S.D.

605-898-1544
877-655-3354

Elgin, N.D.

701-941-9680
800-316-2944

New England, N.D.

701-579-4496

Richardton, N.D.

701-829-1032

.....
• **CHS is updating our phone technology to**
• **better serve our customers. This requires**
• **us to change the number at several of**
• **our locations. Please start using our new**
• **numbers that are bolded green immediately**
• **and update your records accordingly. We**
• **recommend creating a new contact in your**
• **cell phone using the new number.**
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Management and operations report



Joel Sparks

General Manager and
Senior Director of Operations
Taylor, N.D.
joel.sparks@chsinc.com

Hello all - I hope this writing finds you well. As we come into the winter season, things in the ag economy have not changed much since our last newsletter. Wheat prices have been flat with not much to be excited about. Some soybeans did move to China and things improved nominally, but not at the levels we are accustomed to. The latest USDA report was surprising. Things are not great in the grain markets.

With not much to be excited about in the markets, there have been some good things that happened at CHS to keep grain moving. With soybean exports being low, CHS traders worked hard to move a massive corn crop and kept wheat moving. Other than the oversight we had at New Salem at the beginning of wheat harvest, fluidity has been good at the terminals. Corn harvest stretched out at Lemmon and the dryer was busy. A shout out to our team there who has worked long hours to keep the dryer running.

Fertilizer markets seemed to hit a low in late December and have been creeping back up since then. Global instability continues to keep the markets moving up when crop prices say they should be moving down. With the uncertainty of the markets, CHS Southwest Grain is working hard to prepare for the spring season by acquiring the inventory and staff to be ready for your needs. Since January 1 we have filled some roles that have been open for a while and we have plans to be ready for spring at all our agronomy locations.

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As we are in the midst of propane and feed season, our team our team has been working hard to deliver the products our customers need and want. It has been exciting to see plans that were laid in the summer to avoid supply disruptions work out to ensure we have been well positioned through the season so far.

I'd like to welcome Shannon (Shane) Hanson to our team as our director of operations focused on agronomy. He comes to us from CHS River Plains and has worked many years in the agronomy business. He is actually a returning employee as he worked earlier in his career for CHS Southwest Grain at Belle Fourche, S.D. He is a great addition to the team, and we look forward to benefiting from his expertise. Shane can be reached at shannon.hanson@chsinc.com or 605-290-1541

As we come out of the Christmas season, I had time to reflect on the blessings in my life. I am grateful for the dedicated and skilled team at CHS Southwest Grain. Working in agriculture is not easy but it is fulfilling. I'm also grateful to our patrons and customers who do the hard work of feeding the world and for the support and loyalty you give to CHS Southwest Grain. Thank you for all you do.

Stay safe and stay warm!



**Shannon (Shane)
Hanson**

Petro department

Interesting Note:

As AI (Artificial Intelligence) continues to develop, viewing pictures, videos and content is challenging to know if it is real or not. The saying “seeing is believing” is no longer true unless it is viewed in person.

Energy at a glance:

Propane: Prices on propane have been somewhat steady this winter, but weather events and supply can always be an issue. Short fills can end up costing you more in the long run if we have late winter cold temperatures and snow. We seem to have missed a lot of cold weather and snow so far, but thoughts are that there may be more snow and cold later into winter and early spring. Keep tanks on the top side to avoid higher prices later and always consider contracting options that come up in the fall each year.

Propane tanks: CHS Southwest Grain has a good supply of LP tanks in the 500- and 1000-gal size range. Shops and homes will continue to dominate usage of tanks as we strive to provide top-level service, tanks and pricing for our customers.

Another option for customers on a tight budget is **Budget Billing**. This is a great way to spread out your propane and heating fuel financial needs through a monthly payment option. Visit your local service rep about all the beneficial propane programs we have just for you.



Jared Bookhardt
Energy Manager
Dickinson, N.D.
701-483-5157

Propane monitoring: This program is developing into one of our most popular customer programs, and I would say it is crucial to making sure you do not run out of propane. At no charge to you, we are able to place a cell phone monitor on your tank and keep you full. The goal is not letting you run out of propane. With a link provided, you can see your tank level anywhere in the world and our drivers are watching your level and making sure you do not run out of propane. It happens always at the most inopportune times like late at night, on weekends and holidays.

Diesel and gas: We regularly supply winter fuels by Cenex®, the Wintermaster® dyed and Wintermaster clear product line. These fuels are blended at a balance of 70% #1 and 30% #2, a balance that over the years has been good to -30° operability when blended pure. There have been some supply issues in the region with #1, but we are keeping a high level of supply to meet your needs.

Diesel prices: It's a good time to look at inventory levels and think about your needs for spring and summer. Contact Dalton or Mary for specifics and contracting into the future and prompts to control short-term price moves.

Thank you for your patronage and feel free to call the office with questions you may have.

This content was not created with AI.

Updates from **Lemmon**

Greetings from CHS Southwest Grain in Lemmon. It is hard to believe that we are done with 2025 and into 2026. This has been another unique year, but every year is unique in the western Dakotas.

It seems corn harvest is FINALLY close to an end. This has been one of the longest harvests anyone can remember with lots of high moisture corn coming off the field over a long period of time. A bright spot has been yields, which seem to be well above average. This growing season's abundant rain has made for an exceptional corn crop and the early October frosts we experienced seem to have done minimal damage to test weight. Some of the early corn was lighter but as harvest progressed, we have seen better test weight. Lemmon has had many days of corn averaging 17% moisture or better. This wet corn has put our dryer to good use this fall and winter. I'd like to thank our employees for the overnight and weekend drying which has allowed us to stay fluid through this harvest season.

We're still in the midst of winter, but our agronomy team is preparing for the coming spring planting season. We just unloaded an 85-car fertilizer shuttle, and our plant is relatively full going into spring. Maintenance is being performed on our custom application equipment and we should be ready to help with any of our grower's custom application needs.



Brannon Peterson
Operations Manager
Lemmon, S.D.

The fertilizer market has been somewhat volatile in the last part of December and into 2025. Some of the unrest that we see around the world seems to affect the fertilizer markets more than grain commodities. The possible tariffs along with potential Middle Eastern conflicts have added some uncertainty in the fertilizer market. It may be a good idea to secure some of your spring fertilizer needs if you haven't already. Marla Varland and Michael Van Beek would be glad to answer any questions you may have going into spring.

The one bright spot in the commodity world is cattle prices. It's been great to see our producers get paid well this fall. Feed sales have been very good and producers that backgrounded calves have been paid for it. Lemmon added a paddle trailer for feed delivery this summer. This trailer has been a good addition and has allowed us to deliver larger loads and gentler handling of pelleted feed products. Please contact Sarah Thompson or Kyle Wilson at the office for any feed or animal health needs.

Our fuel department has made improvements in the last couple of months with the addition of a new fuel truck and an upgrade of our fuel pumps. We've had some problems with our fuel dispensers this past year. This dispenser upgrade will hopefully provide better customer service and less downtime going forward. For any fuel or propane needs please reach out to Barb at the office.

As always, we would like to thank our customers for their business this past year and wish you a prosperous and safe 2026.

Updates from **Regent**



Terry Hartman
Facility Specialist
Regent, N.D.

Spring will be here soon. We have the following certified seed wheat varieties: Ascend, Rothsay, Thresher, Lang, Dutton and Brawn. We will be cleaning spring wheat for seed. Please call and make an appointment.

Ranchers, we have a good supply of SmartLic[®] tubs to supplement your cattle and sheep. We keep a good supply of animal health products and vaccines. If you have any questions on feed, hay or mineral, please contact Kristine Koepplin, livestock nutrition specialist, at 701-866-2827.

Please be safe and thanks for your patronage.



The November 2025 Grain Mill winner was from Gladstone, North Dakota.

Russ Stein was awarded a \$20.00 credit to his CHS Southwest Grain account.

Each time the winner (\$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 CHS SOUTHWEST GRAIN ACCOUNT!

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

CHS Southwest Grain Scholarship

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

CHS Southwest Grain will be offering eight \$1,000 scholarships to qualifying students pursuing careers in an agriculture-related field or a profession that contributes to benefiting rural communities.

Any student planning to attend a college or university for the 2026-2027 fall and spring semesters may apply for a scholarship. Feel free to apply again even if you have previously received a scholarship.

A committee made up of CHS Southwest Grain producer board members and employees will select recipients based on career goals, essays, extracurricular involvement and academic transcripts. The committee takes into consideration not only “agricultural” goals, but also professions that contribute to the agriculture industry and/or community, for example, nursing, teaching and banking, just to name a few.

Applications are available now from your local CHS Southwest Grain location, your school financial aid advisor or online at www.chssouthwestgrain.com.

Applications must be postmarked by Friday, March 13, 2026, to be considered.

Mail to:
CHS Southwest Grain
ATTN: Tonya Yorgensen
3645 98th Ave. SW
Taylor, ND 58656

OR Email:
Tonya.Yorgensen@chsinc.com

If you have any questions, please contact Tonya at 701-483-6212.



Mild winter weather extends grazing — **But don't forget third trimester needs**

This winter has been anything but typical. With mild temperatures and little snow cover, many producers have enjoyed the benefit of keeping cows on pasture longer.

But as we move through January and into February, it's important to remember that many cows are now in their third trimester of pregnancy, and their nutritional needs are climbing fast. Extended grazing is a bonus, but dormant forage often falls short of what late-gestation cows require.

Why it matters

The last 90 days before calving are critical. During this time, the calf gains about 70% of its birth weight, and the cow needs extra energy and protein to support that growth while maintaining her own body condition. If she calves thin, she'll face challenges with milk production and rebreeding.

Key considerations

Body condition

Target a body condition score of 5-6 at calving to avoid calving and rebreeding challenges.

Nutrition

Dormant forage is low in protein and energy — supplement with high-quality hay or targeted protein sources as needed.

Health prep

Pour for lice and vaccinate cows and bred heifers for scour prevention 4-6 weeks before calving.

Test forage before supplementing

Know nutrient content to ensure requirements are met.

Targeted protein supplementation

Use tubs or cakes where needed to improve forage utilization.



Sarah Thompson

Animal Nutrition Consultant
Lemmon, Hettinger,
New England and Reeder, N.D.
605-673-1059

Invest in quality minerals

Reduce waste, increase herd health, immunity, improve colostrum quality and so much more.

Healthy cows = healthier calves at calving and throughout their lives

Strategic use of feed additives

Bio-Mos® improves colostrum quality and calf vigor, reducing disease risk.

Optimize water access

Poor water quality or frozen tanks reduce intake and performance.

Group cows by nutritional needs

Separate thin cows or heifers for targeted feeding to prevent overfeeding others.

Bottom line

We have enjoyed the benefits of a mild winter, but don't let it overshadow the rising nutritional demands of late-gestation cows. Meeting those needs now — with the right supplements, minerals and health strategies — sets the stage for healthy calves, strong maternal performance and a smooth calving season.

Have questions? We're here to help!

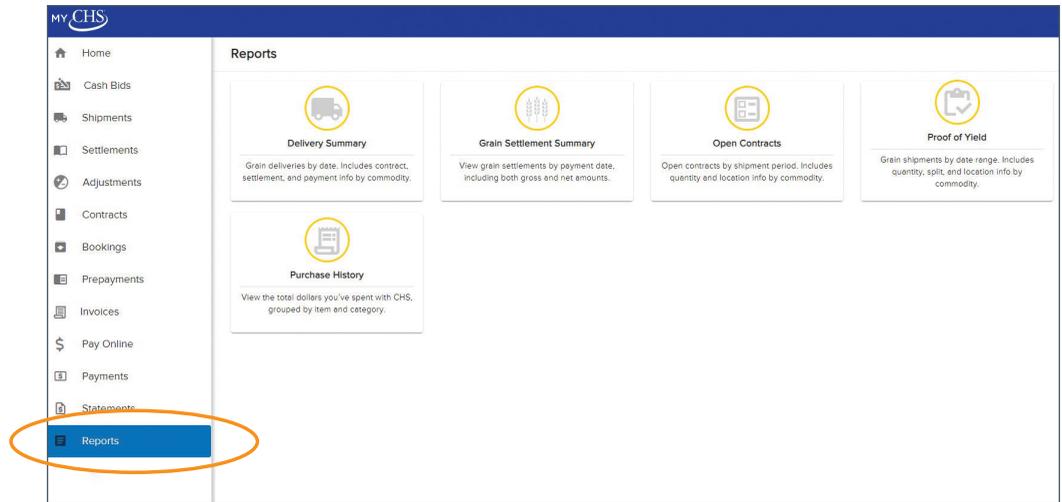
If you'd like to talk through feeding strategies, mineral programs or any of the tips we've shared, give us a call or stop by anytime. We're happy to help you make the most of your resources and ensure healthy cows and strong calves this calving season.



Useful reports you can access anytime, anywhere.

View your reports in MyCHS

Get full records of your purchase history, open contracts, grain settlements and more with MyCHS.



Select from date ranges like “30 days,” “past 6 months” and “previous years.” Download full reports in Microsoft Excel or PDF format to help manage your files and records.

Purchase History

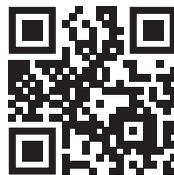
Purchase History			
09/12/2023 - 09/11/2024			
Accounts: Customer 1 (000001), Customer 3 (000003)			
Purchase Summary			
Energy	Misc/Merch.		
\$98,217.00	\$460.00		Total Amount: \$98,677.00
Itemized Purchases			
Energy			
Item	Quantity	Avg. Price	Amount
LP GAS AG NE	18,000 GALS	\$0.86	\$15,561.00
ROADMASTER XL NE FED	24,500 GALS	\$3.37	\$82,656.00
			Total: \$98,217.00
Misc/Merchandise			
Item	Quantity	Avg. Price	Amount
DEF BULK	230 GALS	\$2.00	\$460.00
			Total: \$460.00
			Total Amount: \$98,677.00

Grain Summary

Grain Summary						
09/12/2023 - 09/12/2024						
Accounts: Customer 5 (000005), Customer 1 (000001), Customer 3 (000003), Customer 1 (000001)						
Settlement ID	Payment Date	Commodity	Quantity	UOM	Gross Amount	Net Amount
420530	01/08/2024	Com	11,190.22	bu	\$64,343.78	\$-2,288.47
420523	01/08/2024	Soybeans	729.67	bu	\$15,367.52	\$-51.94
420530	01/08/2024	Soybeans	8,770.91	bu	\$94,118.48	\$4,712.55
XA7465	11/10/2023	Soybeans Adjustment				\$-526.93
XA1838	09/21/2023	Yellow Corn Adjustment				\$-3,432.41
XB0041	10/05/2023	Yellow Corn Adjustment				\$-209.80
XB0044	11/09/2023	Yellow Corn Adjustment				\$-49.29
XA1709	11/17/2023	Yellow Corn Adjustment				\$-251.16
					\$-48,071.43	\$-48,222.59
Subtotals						
	Quantity	UOM	Gross Amount	Total Charges	Net Amount	
Com	11,190.22	bu	\$64,343.78	\$-2,288.47	\$62,055.31	
Soybeans	7,500.64	bu	\$104,503.80	\$-522.50	\$103,981.30	
Soybeans Adjustment			\$-526.93		\$-526.93	
Yellow Corn Adjustment			\$-251.16	\$-2,762.52	\$-3,013.68	
Grand Total			\$168,998.42	\$-66,095.42	\$102,903.00	

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(First time users need to register for access.)



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You must be a registered user, then scan this code.

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Register today!
Scan this code to get started.

registration.chsinc.com

Questions? Contact MyCHS@chsinc.com or 800-548-9727.

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Start calves right

Did you know 85% of calves that die from infectious disease have received inadequate passive transfer of colostrum? With calving just around the corner, it is vital to remember the importance of colostrum to the newborn calf. Before the calf is born, the dam provides all of the prenatal protection needed before birth. When a calf is born, it is naïve and lacking antibodies. There is no passage of immunoglobins across the placenta during pregnancy. A calf's immune system is competent at birth, which means it has the ability to respond to disease agents, however it is immature.

There are two ways for a calf to get antibodies:

- 1) The calf produces the antibodies on its own, which takes weeks (this is known as active immunity).
- 2) The newborn calf gets whole antibodies by absorbing through the small intestine, also known as passive immunity (or passive transfer). This can only occur in the first 24 hours of life.

It is important that the calf gets high-quality colostrum within the first 2-6 hours or as soon as possible after birth as the ability to absorb antibodies declines linearly from birth. Therefore, the sooner the calf ingests high-quality colostrum, the higher the passive transfer. The quality of the cow's colostrum decreases faster, as time goes on, or the longer we wait to get the calf up and nursing. The role of passive transfer is critical for the calf's health and prevention of diseases such as scours and pneumonia.



Kristine Koeplin
Livestock Nutrition Specialist
Elgin, New Salem, Regent
and Richardton, N.D.
701-866-2827

Research shows that calves with inadequate (passive transfer) serum IgG concentrations (<10 mg/ml) at 24 hours of age are at a 3.2 to 9.5 times greater risk of becoming ill any time prior to weaning, 6.4 times greater risk of being sick during the first 28 days of life and 5.4 times more likely to die prior to weaning. The primary reason for passive transfer failure is not receiving adequate volume early enough after birth. The newborn calf needs 5%-6% of its body weight in colostrum within the first 6 hours and repeat the same amount by 12 hours of age. For example, an 80-pound calf would get 2 to 2.5 quarts per feeding of colostrum.

Remember: quickness is key!

Important factors affecting colostrum quality and quantity include but are not limited to age and nutritional status of the dam. A heifer's colostrum is inferior in both quality and quantity of colostrum due to the heifer's lack of exposure when compared to a mature cow's colostrum. Another important factor of colostrum quality and quantity is the pre-calving nutrition. A properly balanced ration is vital to colostrum production. Feeding energy-deficient diets to the cow or heifer can significantly reduce colostrum yield. I recommend testing your forages and feeding a properly balanced ration to maximize your herd's colostrum quantity.

There are feed or mineral additives available to help improve colostrum quality. Supplementing the cows with mineral using Availa® 4 from Zinpro® Performance Trace Minerals fed at **7 g per head per day** can also improve the quality of colostrum. The Ultramin Elite® minerals contain Zinpro® Availa® 4.

Bio-Mos® is an additive that can be added to feed supplements and minerals to help improve colostrum quality and prevent scours. Bio-Mos is a sticky sugar that bad bacteria like salmonella and E. coli will grab onto and prevent the cow from transferring it on to the calf. Bio-Mos has specific receptors for the bad bacteria, leaving the good bugs alone in the gut. Bio-Mos also increases the antibody titers which helps the effectiveness of vaccines given to the cow.

Colostrum replacement and colostrum supplement products are not the same.

Besides the difference in price, colostrum replacers contain more IgG (immunoglobulin type G molecules – which is the most important) than a colostrum supplement. Also a colostrum replacer is able to raise the calf's blood-serum IgG concentration to achieve acceptable passive transfer (serum IgG \geq 10 mg/mL). It is recommended to feed 150 g to 200 g of IgG from a USDA licensed colostrum replacer when high-quality maternal colostrum is not available. A colostrum replacer also contains digestible proteins, vitamins and minerals. Colostrum supplements contain less than 100 g of IgG per dose and cannot replace high-quality colostrum, as they do not contain sufficient quantities of antibodies.

A colostrum supplement is designed to boost the quality of natural colostrum the calf is receiving. Not all colostrum products are created equal.

Often, we ask what the price is first, however, before you purchase colostrum ask this:

- Is this product a colostrum replacer or is it a colostrum supplement?
- What is the product made from? Real bovine colostrum or from blood serum?
- Is the product labeled with a claim for bovine IgG or globulin proteins?
- Is the product licensed by USDA as a replacement?

There are several different bovine IgG, however the IgG component is the one recognized as being the most important in the initial disease protection. Often you will find a colostrum replacer out there with higher than 100 grams of globulin proteins. However, with those products we do not know what percentage of globulin proteins are IgG and able to be absorbed.

The best source of colostrum for the newborn calf is the dam's colostrum. Establishing adequate passive transfer with high-quality colostrum impacts a calf's growth, health and performance for a lifetime.

So, start calves right and always remember these five C's for a healthy, successful start:

1. colostrum
2. calories
3. consistency
4. cleanliness
5. comfort

Have a safe calving season!

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Terminal updates

What an unpredictable winter so far! It felt like some days we had all four seasons in one day. Trains are still rolling in, and maintenance work is taking place every day to get the Dickinson and Taylor terminals ready for the busy spring push.

Speaking of spring, I would like to remind everyone to start thinking about bringing in their bags or getting the tops off their bins before you start losing quality. We're all hoping for a rally in the grain market, but spoiled wheat isn't worth much. Give us a call to see if we have room to take wheat. Spring will be here before we know it and things will be busy. Don't forget about the grain currently in bins.



Christopher Scherr
Senior Operations Manager
Taylor and Dickinson Terminals

I would also like to welcome our newest member to the team at the Dickinson terminal, Garrett White. Garrett grew up around the Dickinson area and graduated from here. After high school he joined the United States Marines and served five years. After leaving the military he worked in the oil field before joining us. Garrett has an almost one year old daughter. Garrett likes spending time with his family and learning new things. If you see him around, make sure you say hi.

If anyone has any questions or concerns, or any ideas on how we can improve please feel free to contact me. Have a safe planting season.



Garrett White

Elgin team is ready to help

Greetings from the CHS Southwest Grain Elgin location. I hope everyone had a happy and safe holiday. We have been lucky with the weather this winter so far. The snow waited until December to show up. Even then we have been lucky with not getting a whole lot of snow. To add to that we have had nice temps to even melt the snow. I know we have a lot of winter to go and Old Man Winter will make us pay eventually.

January is that time of year when producers start the calving process and we have all the calving supplies such as ear tags, sorting paddles and other accessories on hand. We also have a large variety of vaccines and colostrum replacers and supplements for all your calving needs. We do have bulk calf creep on hand. We offer delivery on it, or you can swing in and we can load you up. If you are looking for any cattle tubs to help this winter, we have a good selection of SmartLic® stress tubs and mineral tubs to cover all your needs. If questionable hay is the issue, we offer Payback® Forager Pro 40, a liquid feed that can help offset the shortcomings in the hay. We can deliver this to the yard in lick tanks to help assist with protein and mineral shortages in the hay. Call Kristine at 701-866-2827 with any animal health questions.

It is also that time of year to start thinking about what you are going to be planting next year and what inputs you are going to need. It is nice to see the inputs come down in price for a change. We offer a full line of options. We will be fully stocked with all your fertilizer needs from NH₃, dry fertilizer and the products that we offer out of our liquid plant. There are options for direct ships to the yard if you have the storage for the product you are looking for. Prebooking is available now to help lock in some of those prices before they go on the rise again. We will once again have all four of our NH₃ plants going, along with our blender now being fixed, to be ready again for mixing dry fertilizer. Also, we got five more hopper bins in the back to help with storage of dry fertilizer to keep stocked up so we do not run short during the heat of spring work.



Jeremy Imhoff
Location Manager
Elgin, N.D.

Remember we do offer delivery of dry fertilizer and even liquid fertilizer where available.

We carry a full line of seed from Allegiant®, Brevant®, DEKALB® etc., including sunflowers, corn, canola, and soybeans. We carry just about any kind of seed variety you are looking for. If you would like to swing in and talk about different options and maybe book some seed now, Ashley Roth or I would gladly assist you. Prebooking chemicals is also available at this time of year. Ashley can help with any of those questions or pricing questions on liquid fertilizer and seed. You can either stop in or give her a call at 701-260-5690.

Lastly, this is the time of year to keep an eye on your propane tanks to make sure you don't run out of propane. Make sure you keep a fuller tank because if you let it get too low and if it gets super cold, there is a good chance of having pressure issues, which in turn can cause furnace issues. With all the wind and blowing snow make sure your regulators are free of snow and ice. Another friendly reminder when we get into those cold days of late January and February, keep an eye on your sewer vents that they do not freeze over and cause issues. If you do need propane, please give us a call and we can take care of that for you at 701-941-9680. We greatly appreciate you keeping a path cleared to your propane tanks so our drivers don't get hurt and get home safely every day.

We also have our annual oil sale going on. There are some great buys on quarts of oil to bulk oil, and on almost all of our entire line of products there are great buys. Some of these purchases will qualify you for Cenex® Gift Cards for Gallons. If you buy 125 gallons of any of the lubricants, you receive a \$50 Visa® gift card. Stop on in and check out what we have to offer and hopefully we can answer any questions you may have on the oil products we offer.

Thanks for your time and business!

IT TAKES A CO-OP.™



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