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Best in the Business

They are part agronomist and part meteorologist, along with being skilled at some of the most technically challenging driving on the planet. They are your Watertown Co-op (WC) applicators, and with 46 years of accumulated experience, they are as talented a crew as you'll find anywhere.

They weren't assembled coincidentally. With the investment value of your crop protection and nutrient products, finding, training, and keeping expert applicators is a WC priority.

Especially since there's way more to application work than just sitting in the rig. Good applicators must be highly adept at proper mixing orders and chemistries, wind pattern calculations, along with being able to adjust, compute, and wrench precision equipment. The hours are long and weather-dependent. Common sense and constant awareness are integral for noticing sensitive border crops and situations where expensive inputs

should—and should not—be applied. All of this must also be done under an intensely managed safety culture.

It takes a team to complete every field. From knowledgeable truck drivers to the fertilizer tower/scale operators to our agronomists—along with the entire agronomy facility infrastructure—it's a pretty vast behind-the-scenes effort.

Times have changed, too. Not many years ago, most application work was completed by early July. No more. Today, chemical and pest applications are still being applied in September, along with fall premium services like chisel plowing. So WC has applicators running almost every frost-free month of the year—and then some. It's all part of the WC service for helping customers achieve bottom line profitability. ●



And they drive straight, too! Our custom applying team has nearly half a century of experience: Marlow Morlock, Justin Jatton, Darin Magedanz, and Brian Cotton. Not pictured are Kenny Starzl and Travis Benthin.

www.watertowncoop.com

Feed Department News

By Jon Hegge *Feed Department Manager • jon.wce@midconetwork.com*



Dairy month is nearly over but I just wanted to thank all of our dairy producers. We don't appreciate what you do nearly enough, especially in today's economic times. You work hard 24 hours a day, every day of the year produc-

ing one of the most satisfying and nutritious products available. Thanks for all you do.

We continue to get great input from customers using our AMPLI-Calf® Technology feeds. Producers are saying their calves are developing better, eating more earlier, and just having fewer overall problems. Call for more information on this 20% protein calf starter product.

We have a new product available—RangeLand™ Mineral Tub Complete. It contains 10% salt, so

supplemental salt is unnecessary. Using the low moisture, cooked molasses technology, there is next to no weather waste. Like all RangeLand products, this one provides optimum levels of trace minerals very economically. It's also available with Altosid.®

Wondering about creep feed this year? Talk to us if you have questions on the economics and nutritional aspects of creep feeding. Calves generally gain between 50 to 100 lbs. of extra weight. Efficient conversions of five to seven lbs. feed/lb. gain are usually our recommended goal for maintaining cost-effective weight gains. The weather may make a difference in your decision, too. A good creep program can stretch your grass and take some stress off the cow for next year's calf. Our Creep Pasture Gest is designed to work with your forages, not against them. ●

NATIONAL AWARD WON

Land O'Lakes® recently awarded its Dedication to Quality (DTQ) award to the WC feed department. Recipients pass stringent testing and compliance requirements that ensure the highest quality production of feed possible. Additionally, this department has been recognized as one of the top feed mills in sales growth. Thank you to all of our customers for their role in this achievement! ●



This is the award-winning feed department crew: Ashley Hegge, Aaron Budahl, Alex Kahnke, and Josh Petersen. Not pictured is Marlow Morlock, who splits time between the feed mill and applying.

Agronomy Department News

By Trevor Stieg Sales & Marketing Manager • trevorstieg.wce@midconetwork.com &

By Travis Christensen Agronomy Manager • travis@watertowncoop.com



Thanks so much for all your seed business. Deliveries went smoothly and we are especially grateful for all our customers who took early seed deliveries. That really expedited our warehouse operations. We also appreciated all the good feedback we received about spring fertilizer applications. Growers were extremely understanding about all the wet spots that were maneuvered around.

Bug scouting

With the elevated bug run we saw last year, there's a real possibility of higher-than-usual bug numbers across this area, just from overwintering. So how to avoid some of last year's problems? Last year, some borderline-threshold fields were experienced, and the decision was made to wait and spray. That waiting was costly—yield losses were sustained. This year, timely scouting and more proactive management would be advised.

We are well-equipped for spraying, especially in meeting the

needs of windy, eastern South Dakota. We have three machines that can cover 120 feet, so minimal crop injury occurs. We also utilize the services of an experienced aerial applicator. So whether by ground and air, we are covered for making timely pest applications.

If you need scouting assistance, don't hesitate to call. We have two agronomists and an intern with several years of scouting experience.

Plant tissue analysis

Plant analysis can be a great tool for detecting field nutrient problems. Like pest detection, once visual symptoms become visible, crop yields and quality may have already been sustained—so tissue testing gets crops ahead of the curve. Especially in today's nutrient market, plant tissue testing helps achieve even more precision in fertilizer management and can provide solutions for greater fertilizer efficiency in your corn and soybeans. If you have questions, contact Lars Enerson at 880-3720 or Trevor Stieg at 237-4404.

Fertilizer management

We already have options available for locking in fertilizer costs for the 2010 season. With the volatility we've seen in the last four years in the fertilizer and energy markets,

we recommend looking into our programs as a wise bottom-line investment. Today's world economy now affects, sometimes greatly, the buying price of the product you need right here in our corner of South Dakota.

We continue to see great value in split applications of fertilizer. Better utilization of nutrients occurs when P and K are fall-applied, with a pass of N in the spring. The reason? The timing allows P and K to break down into usable plant food just in time for your emerging crops in the spring. At the same time, your nitrogen investment is most effective in-season, by eliminating potential denitrification losses. Because we want you to receive the most value for your fertilizer dollars as you prepare for 2010 planting, a discount will be available on split applications of N, P, and K. Please contact Travis Christensen at 886-8833 for more information.

Strip tillage

Thinking about strip tilling your minimum tillage acres this fall? The sooner you get on the list the better. These acre numbers continue to increase every year, as more producers realize the benefits, including warmer strips of soil for seedbed management. Please contact us as soon as possible with an estimate of your strip till acre numbers. ●





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Henry Branch	605-532-5812



Mission Statement: To profitably enhance the success of our patrons.

Early Orders Receive Fall Chisel Plow Discount

Sign up by Aug. 1 for our deep band chisel tillage and receive a discount on your per-acre service rate. No other company in the area provides the benefits of this custom tillage and fertilizer application service—it's only available through WC.

We've again received satisfied feedback from customers that signed up for chisel plowing last year. After so much delayed fieldwork this spring the advantages provided by this select service became especially apparent. So what are the benefits?

- Better utilization of nutrients
- Better management of higher-priced fuel
- More efficient use of seasonal fieldwork opportunities

Our chisel plow system is VRT-equipped with 3-bin capabilities. Sign up now to get increased fertilizer efficiency with our exclusive nutrient banding service. ●

WATERTOWN CO-OP ANNUAL PLOT TOUR

"Our Best One Yet"

WHEN: *Monday, August 17, 5:00 p.m.*

WHERE: *6 miles south of the Hwy. 212/81 intersection.*

WOW: *Prime rib sandwiches served after the tour.*

CORN TRIAL NOTES: *33 hybrids are planted. Managements include corn-on-corn and corn-on-soybeans. We have also planted refuge corn for help in maximizing these acres. Very few local studies have been dedicated to refuge corn—until now. So using DEKALB,[®] CROPLAN,[®] and NK refuge numbers you can study them in side-by-sides.*

SOYBEAN TRIAL NOTES: *26 varieties are planted from ASGROW, CROPLAN, and NK Seeds. Look at our Soygreen[®] side-by-sides for iron chlorosis solutions.*

SPECIAL EXTRAS:

- *Industry reps on hand*
- *Yield contest*
- *Prize giveaways*