



Vol 5 • 2

March 2009



Record Year Completed

Ralph Nelson *General Manager • ralph@watertowncoop.com*

This past fiscal year was extremely rewarding for Watertown Co-op in many ways. Records were established in both volumes and profits. When you attend our March 26 annual meeting, you'll get the full report.

Fiscal year-end figures include local earnings of \$1,803,690, with regional earnings of \$1,098,742. Our total earnings before taxes were \$2,902,432. As a producer-owned cooperative, we look forward to the return of earnings. We will be retiring equities of \$591,135 and providing 30% cash to members, totaling \$722,000. This is a total of \$1,313,135 being returned to patrons.

As you're well aware, grain markets continue to be very volatile. Many professional marketers are saying, because of the global economic situation, markets may have difficulty coming close to the record prices of 2008.

If you have a semi and the time to haul your grain directly to other destinations, we will usually match or exceed their bids. It can be a win-win situation for both of us: Watertown Co-op purchases your grain, and you receive a dividend and top price. If you need trucks to haul grain off the farm or out of your fields, contact me or Steve Schull for details.

We also have hired Kyle Popham as a summer intern for crop scouting services. Contact the agronomy department to schedule Kyle for your acres.

All of us at Watertown Co-op want to thank all of you, our customers, for your support. We're grateful for your patronage and look forward to working with you in the new planting year. It's going to be a busy, compacted spring, but please take the time you need to make it a safe planting season. ●

Credit Policy For Agronomy Products and Services

Cash • Prepaid • AgriSpanSM by ProPartners Financial • Irrevocable letter of credit (normal credit policy)

2009 Bug Issues

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



Last year we recorded astronomical aphid numbers. Typically they don't move around well. But their high volume contradicted this assumption, with verified movement from field to field last year.

What does that mean for 2009?

With their overwintering in buckthorn bushes, the very real possibility exists that there will be even greater numbers affecting soybeans this year.

Much research has recently been done on them. SDSU released some 2008 data that seems to show an incredible amount of plant damage and detrimental yield effects. Be a little cautious as you evaluate their numbers, however. The SDSU data is significant—but was performed under extremely controlled research situations.

Don't take lightly the potential for natural predators removing young aphids from the system. Last year, they reproduced so rapidly, predators were not able to keep up. SDSU has always been a little low on the threshold for spraying. However, their recommendations were right-on last year, with such high aphid counts.

Here's our take for 2009. Begin by paying close attention to seedlings and young soybean plants. We are highly recommending the use of seed treatment to minimize stress. We are also greatly stressing the importance of summer scouting. If we learned anything, it is far better to spray earlier than later. In talking to our customers, there was anywhere from a 9- to 28-bushel difference in yields—all because of not spraying in time. ●

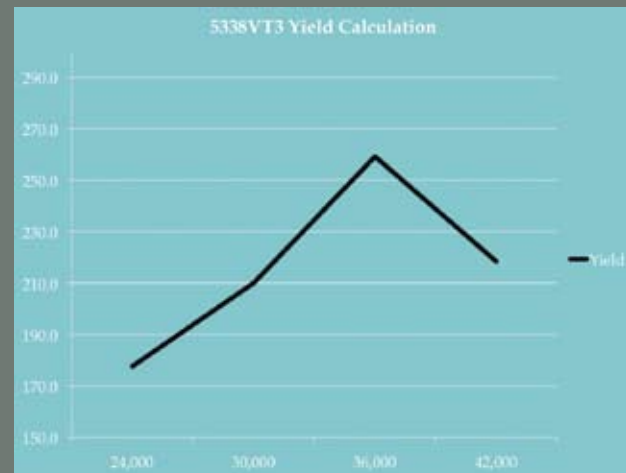
2008 SDSU Research Highlights

- **Spraying for aphids increased yields by up to 28.9 bushels per acre.**
- **A single spray at R2 was sufficient; a second spray at R5 did not help much.**
- **A seed treatment at planting was competitive with sprays applied at R2.**
- **16.0 bushels per acre were lost by waiting 10 days to spray from R2 to R5.**

PLANT POPULATIONS REVISITED

Along with our seed partners, we have stressed plant populations to our customers for years at Watertown Co-op. Other companies are just now starting to come onboard about the importance of making seeding recommendations for their hybrids. Managing population is instrumental in bottom-line profitability. Today's new planter technology makes it easier than ever before to adjust population recommendations for optimum yield potential.

The hybrid you purchase should come with its own population guideline. Keep in mind not all hybrids respond favorably to higher populations. So don't automatically eliminate a hybrid just because it did not increase yields at higher populations. Determining the optimum planting population for your field varies by the stress tolerance of genetic families, soil types, and fertility. Contact us with any questions so you achieve maximum return on acre. ●



Getting Ready to Go

By Travis Christensen Agronomy Manager • travis@watertowncoop.com



Now is an extremely good time to evaluate and check spray nozzle tips. Along with herbicide rate,

spray nozzle selection can play a big factor on the success of herbicide applications.

We use air induction nozzles, which helps decrease drift. We also recommend twin jet tips for fungicide and insecticide applications. They cover more of the plant,

providing increased coverage. Obviously there are many different nozzle tips, with pros and cons to all of them, depending on management and options. Give us a call at the agronomy department if you have questions. Then together we can narrow down the choices we think would work best for your situation.

This could be a challenging spring for sourcing fertilizer. The entire upper Midwest did not complete normal fall applications, so we're anticipating everyone getting caught up in one very compacted

season. As barges come up from the Gulf and river, transportation logistics will supply the first products to southern customers, then working north. We are full of product and then some, with nutrients stored across our facilities and plants. However, some patience is going to be needed as application gets underway.

Just like you, planting is just getting underway for us. Our test plots will again be located on south Highway 81. Call if you'd like an early tour or any information about this year's trials. ●

Making Tank Mixes More Effective

As weeds build up resistance to some chemistries, additional products are increasingly being added to tanks for boosting efficacy. So it is imperative that growers pay close attention to their tank mixing order:

1. Glyphosate mixing order instructions
2. Class Act® NG™ or AMS source
3. Glyphosate
4. Other chemistries
5. Extra surfactants and oils
6. Never mix glyphosate and other products together in induction cone.
7. Always read and follow labels.

There are horror stories aplenty of incorrect tank mixing—and subsequent hours spent cleaning the tank because of compatibility reactions.

Water quality impurities can make a great difference in the effectiveness of some herbicides. A do-it-yourself water testing kit, available at any local hardware store for a few dollars, can easily test for water pH. For instance, some herbicide families become completely

ineffective at high pH measurements of 9. While 9 is in the extreme high range, it is not that far out of line in some local hard water situations.

AMS EFFECT ON ROUNDUP ULTRA® EFFICACY

Water Source	% Weed Control		
	Redroot pigweed	Lambsquarter	Velvetleaf
Hard water	99	77	70
Water pH 8.2	99	90	81
Deionized water	99	97	82
Water 800 ppm Ca	99	83	72
Water 800 ppm Ca + AMS	99	98	98

Water temperature can also make an efficacy difference. Water temps that are a little higher frequently provide a better weed kill. Water straight from the hydrant is generally colder than water that has sat in the tank a day or two.

Get the most out of your higher-priced chemicals. Your mixing management and use of water conditioning agents like Class Act are vital components to your overall weed control program ●



PRSR STD
 U.S. POSTAGE
 PAID
VISTACOMM

Office	605-886-3039
	888-882-3039
Agronomy	605-886-8333
Feed	605-886-4406
Grain	605-886-5565
Seed	605-886-0054
Webster Branch	605-345-3366
Henry Branch	605-532-5812



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

Feed department manager Jon Hegge with the new feed truck, an '07 Sterling with an 18-ton CEI Pacer box.



Feed Department News

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

It's been a long winter, and I hope everyone has survived it all right. Spring is nearly upon us, and I've got some good news for those calves hitting the ground. Creep feed prices have come down quite a bit from last year. We are just now getting prices nailed down, so give us a call if you have questions.

You don't get a second chance to feed newborn baby calves right. When you need a substitute for what that cow provides, there is no better product than Land O'Lakes® Colostrum Replacement. It is the only USDA licensed product on the market. The product is actually made from 100% colostrums and contains the disease-fighting antibodies and immunoglobulins (IgG) necessary for effective passive transfer.

Proper mineral supplemental is always important this time of year. We have several targeted to fit the seasonal needs of this country. Minn-Dak 8 R1620 has the trace mineral boost and vitamin balance for necessary

immunity, growth, and rebreeding/fertility functions. For this summer, consider RangeLand weatheguard minerals. It's a loose product that doesn't solidify or blow away during our wild weather. We had extremely favorable feedback about it last year. Land O'Lakes also has developed a new salt product available in 'cooked' tubs. Its trials showed very consistent intake, so it's another good management alternative for your herd. Just a reminder: we'll have a variety of Altosid® products for your season-long fly control program.

Call us for all of your 4-H livestock nutrition needs. We've got a full line-up of show feeds. Honor Show feeds also has a rewards program available. Stop in to get more details. In fact, stop in with any livestock feeding question, we welcome them all. Have a wonderful and safe spring.

We're also looking forward to welcoming back Alex Kahnke later this spring, following the birth of her son. ●