

impact

February 2012

Serving the patrons of the Farmers Elevator in Eastern Montana



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Editors Note:

Please feel free to email us your comments, questions, improvements, ideas or concerns about the IMPACT to:
email: Eldon.Moos@chsinc.com
or call 406-485-3326

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ANNOUNCEMENTS

During our board of director's long range planning session held in November, 2010, the board unanimously voted to move forward with the building of a 28,000 ton mega fertilizer plant at the Macon junction near Wolf Point, Montana. The groundbreaking took place in the fall of 2011 and is getting closer to its finish. Our thanks from the board of directors to everyone involved from the start of the planning sessions to the building and finishing up on the structure and with the new LLC. We look forward to spring to begin using the new facility. Please see pages 9 and 12 for pictures and more information.

Patronage Rates Patronage rates for this year a very good again. Listed below are the rates and amount paid out.

Cents Per Bushel

Sp Wht & V Wht	21.258
Durum	15.378
Bly.....	40.006
Corn	8.774
Peas/Lentils	25.236

Percent

Feed	7.142
Fertilizer	5.560
Common seeds	7.364
Crop Protection	3.989
Other Merchandise	7.023
Petrol Prod	4.363
Premium Gas	4.363
Propane	8.326
Oil	10.566
Services	1.218

Total Patronage Paid \$5,551,067

Joe Reynen from Brockton accepted another position within CHS Crop Nutrients and is no longer our manager in Brockton. We wish him the best of luck in the future in his new endeavor. Ron Shanks has replaced Joe's position in Brockton, so if you need any assistance in Brockton, please visit with Ron Shanks or call 888-741-1330.

Our congratulations to Al Tofte in Sidney who recently received an award for the highest propane sales in the Rocky Mountain District for CHS.

As a reminder, Farmers Elevator is continually updating its new web site. It can be found at: www.farmerselevatorochs.com Here, you can access important information for your operation. They include: locations, services, Grain Bids, Contact us, employment opportunities, links, board of directors, sales team and the Sidney Trailers link with pictures. Remember that you can access your CHS account details such as invoices from this website too. In November, the web site had 22,841 hits and in December, had 16, 063 hits. For a total breakdown of the last 18 month period, please see page 3.

By next issue, spring will be here. In the meantime, if you need your grains cleaned, please contact Corey at 406-939-1274 or call the Circle Feed Mill at 406-485-3313.

Looking towards 2012, a reminder that calving and lambing season will soon be upon us again. If you need anything for this special time of year, visit with your local facility to be sure they will have everything you need or ordered before you need it. Spring will soon be here, but remember in Montana, the weather can change extremely quickly, so be extra cautious.

Thank you for your business in the past and we look forward to meeting your challenges in the future.



Patronage Dollars Returned

2011	\$7,347,235
2010	\$5,551,067
2009	\$5,899,830
2008	\$9,594,290
2007 Fire Return	\$2,043,377
2007	\$2,170,579

Total for the last 5 years\$32,606,370

Total Since 1994..... \$52,372,993

Our Farmers Elevator Annual Meetings are coming up soon. Plan to attend. We will once again hand out patronage checks at these meetings. This year we will be giving gifts to everyone that attends.

ANNUAL MEETING DATES

Date: Feb 13	Feb 13	Feb 13	Feb 14	Feb 14
Town: Wolf Point	Scobey	Glasgow	Circle	Glendive
Place: Sherman Inn	Slipper Lounge	Elks	Country Market	Moose
Time: Noon	Noon	6:00 p.m.	Noon	6:00 p.m.
Non-voting	Non-Voting	Voting	Non-voting	Voting

GENERAL TERMS AND CONDITIONS FOR FARMERS ELEVATOR, DIVISION CHS, INC.

This is the Agreement governing your account. Please disregard any other agreement you may have obtained.

1. Payment Agreement. In return for CHS, Inc. (we, us or our) extending Applicant and Co-Applicant, if any, (collectively you) credit, you agree to pay us in U.S. Dollars for all of your purchases of goods or services plus all Finance Charges and other fees and charges under this Agreement. You are expected to pay the total

owing on your Account within 30 days of receipt of monthly statement or your Account is considered past due. In the event your Account becomes past due, you acknowledge that your Account will be charged a \$50 lien filing fee, and you agree to pay us same in the event such lien is filed).

2. Credit Limit. We will set and tell you your credit limit. We have the right to change your credit limit from time to time. No additional credit will be extended to past due accounts unless satisfactory arrangements are made with our credit department. Any account older than 90 days and new customers must have a credit application approved before credit will be granted.

3. Finance Charge. The Finance Charge is the amount we add to your Account for allowing you to pay only a portion of your balance each month. You will not incur a Finance Charge if your balance is paid in full within 30 days of the close of the prior months billing cycle. A billing cycle closes on the last day of the month.

4. Calculating the Finance Charge. You will pay us a FINANCE CHARGE at the periodic rate of 1.75 % per month (corresponding ANNUAL PERCENTAGE RATE of 21%). The FINANCE CHARGE will be charged to your account at the end of each month. We figure the FINANCE CHARGE on your account by applying the periodic rate to the adjusted balance of your account. We get the adjusted balance by taking the balance you owe at the end of the previous billing cycle (excluding new purchases) and subtracting any unpaid FINANCE CHARGE and any payments and credits received during the present month. If a FINANCE CHARGE is charged, the minimum FINANCE CHARGE is \$0.50 per month.

State of Residence: Montana
Grace Period for repayment of balances for purchases
Minimum of 25 days

5. Late Payment Fee. You agree to pay us a late payment fee of \$10.00 in the event your payment is more than ten (10) days late from it's due date.

6. Change in Terms. We reserve the right to change any of the terms of this Agreement by providing written notice to you in two billing cycles (months) prior to the effective date of the change.

7. Credit Reports and Account Information. You give us permission to request information about you and to make whatever inquiries about you we consider necessary and appropriate (including obtaining information from third parties and requesting consumer reports from consumer reporting agencies) to consider your application for this Account, and for any updates, renewals or extensions of credit, and to review or collect your Account. You also authorize us to report information concerning you or your Account, including information concerning your performance under your Account, to credit bureaus and others who may properly receive such information. You understand that we may provide a negative credit report to a credit-reporting agency if you do not comply with this Agreement. At our request, you will give us more financial information about you from time to time.

8. Default and Our Rights. You will be in default if: 1) You do not make a payment on time; 2) You do not otherwise comply with this Agreement or any other agreement with us; 3) You go into bankruptcy, or a receiver or trustee is appointed for you or any of your property; 4) You die; or 5) You make any written or oral statement to us that is false or misleading. If you go into bankruptcy, the full amount of your debt under this Agreement (including principal, Finance Charges, and other fees and charges) will automatically become due. Also, if you are in default, to the extent permitted by law, we may do any one or more of the following: (a) at our option the full amount of your debt under this Agreement (including principal, Finance Charges, and other fees and charges) will become due; (b) we may limit the amount of credit extended under your Account; (c) we may suspend or cancel your Account; (d) we may accept late or partial payments without losing any of our rights; and (e) we may take any other action permitted by law. This Agreement remains in effect until we receive payment of the full amount of your debt under this Agreement in cash and your Account is cancelled. If allowed by law, at our request you will pay all of our reasonable attorneys' fees, legal expenses, and other costs and expenses to collect any debt or enforce any rights under this Agreement.

REGARDING SALES OF FERTILIZER, AGRICULTURAL CHEMICALS AND OTHER

MERCHANDISE AND SEED

Since the manufacture and use of fertilizer, agricultural chemicals and other merchandise is subject to conditions beyond the control of CHS, Inc., NO WARRANTIES, EXPRESSED OR IMPLIED (WHETHER OF MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR USE, OR OTHERWISE) SHALL APPLY WITH RESPECT TO ANY FERTILIZER, AGRICULTURAL CHEMICAL, OR OTHER MERCHANDISE SOLD, WHETHER OR NOT SUCH USE IS IN ACCORDANCE WITH DIRECTIONS. The buyer accepts and uses said fertilizer, agricultural chemicals, and other merchandise subject to these terms and CHS, Inc., its agents or employees shall not be liable for the results of their use including any consequential, special, indirect or incidental damages resulting from their use. All such risk shall be assumed by the buyer.

As to agricultural seeds, CHS, Inc. warrants that the seeds sold are as described on the container within recognized tolerances, and ALL WARRANTIES

EXPRESS OR IMPLIED, INCLUDING WARRANTIES OR MERCHANTABILITY OF FITNESS FOR A PARTICULAR PURPOSE ARE HEREBY DISCLAIMED. Buyer's sole remedy for breach of the warranty contained in this paragraph shall be a return of the purchase price paid for the agricultural seeds to the Buyer and CHS, Inc. shall not be liable to the Buyer for consequential, special, indirect or incidental damages resulting from a breach of such warranty.

AS TO ANY GRAIN (AS DISTINGUISHED FROM AGRICULTURAL SEED) WHICH A CUSTOMER PURCHASES AND USES FOR SEED, NO WARRANTIES, EXPRESSED OR IMPLIED, (WHETHER FOR MERCHANTABILITY, OR FITNESS FOR ANY PARTICULAR USE, OR AS TO DESCRIPTION, QUALITY, PRODUCTIVENESS OR OTHERWISE) SHALL APPLY. Buyer agrees that CHS, Inc., its agents or employees, shall not be liable for any consequential, special, indirect or incidental damages as a result of crops planted with such grain.

Where You Can Find Us

Clip & Save

WEBSITE:

farmerslevatorchcs.com

Baker

406-778-2929 Office
406-778-3292 Fax

Brookton

406-786-3221 Office
406-786-3220 Fax

Circle

800-270-2326 Toll Free
406-485-3313 Office
406-485-3334 Fax
406-485-3317 Elevator Fax
406-485-3326 Regional Office

Glasgow

800-736-5341 Toll Free
406-228-4422 Office
406-228-2571 Ag Center
406-228-8286 Fax

Glendive

800-432-7580 Toll Free
406-377-8311 Office
406-377-9810 Fax

Glendive Shuttle

866-850-5551 Toll Free
406-377-8312 Office
406-377-9812 Fax

Lindsay

406-584-7565 Office
406-584-7567 Fax

Macon

877-947-3414 Toll Free
406-525-3413 Office
406-525-3415 Fax

Miles City

406-234-1350 Office
406-234-3800 Fax
406-874-3520 Ag Center

Richey

888-711-5758 Toll Free
406-773-5758 Elevator
406-773-5242 Elevator Fax
888-387-5853 Ag Center Toll Free
406-773-5853 Ag Center
406-773-5638 Oil Station
406-773-5296 Oil Station Fax

Scobey

800-367-6902 Toll Free
406-487-2271 Office
406-487-2272 Fax

Sidney

406-433-1401 Office
406-433-4917 Fax

Wolf Point

800-257-4965 Toll Free
406-653-2512 Office
406-653-2515 Fax



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John McCormick • 406-584-7592

BOARD MEMBER

Randy Birkley • 406-485-3506

BOARD MEMBER

Duane White • 406-485-2442

REGIONAL MANAGER

Mark Dreesen • 406-485-3326

MARKETING UPDATE

MARKETING STRATEGIES



GRAIN MARKETING

By Glen Burbidge

When I began gathering information (and my thoughts) for my Impact article, I try to put in the most likely factors that could push the market higher and the most likely factors that could push it lower. In the past I've even had a few articles change my mind on the direction I think the market will go as I write and look through different lines of evidence. This is

definitely NOT one of those articles that has changed my mind. The job of finding the factors that could push this market up a bunch is rather tough. Other than the usual suspects such as maybe somewhere in the world there could be a weather disaster this summer, there is not much out there. I've been saying, since this fall, that 14 pro spring wheat looks like it will trade between \$8 and \$9 this winter. So at \$9, everyone should sell. Since then, it's had a hard time staying above \$8.

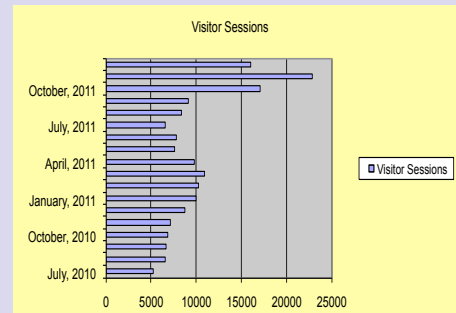
There are 2 big problems we have limiting our upside. The first is there is enough wheat in enough areas of the world so buyers don't have to bid the market up. Any country that needs to buy wheat is getting several offers from several different countries. This holds the price down as the sellers are in competition with each other to get the sale. If the offer is too high, someone else gets the business. Europe, Russia, Ukraine, USA, Canada, Australia, Argentina etc... all have wheat for sale. With world wheat stocks-to-use running near 30%, everyone knows we won't run out before this summer's harvest begins.

So this leads to the second problem we have, exports are slow. The USDA is projecting this year's US wheat exports at 950 million bushels. Last year our exports were 1.29 billion bushels. That is about a 25% drop. Since the export companies have to keep their prices down to be competitive with other countries, there is no push from them either.

So we are back to thinking the only hope for a big rally is a major production problem this

summer somewhere in the world. Which means for the next few months the market does not have much upside. And if we have a big world crop this summer the market should go down. It looks like any smaller rallies over the next few months should be sold. Waiting for a home run could be very painful. And always keep in mind, if we do get a big rally this summer, hopefully you will have another big crop to sell this fall for the higher prices.

WEBSITE HITS



Month	Visitor Sessions	Month	Visitor Sessions
July, 2010	5222	April, 2011	9754
August, 2010	6539	May, 2011	7594
September, 2010	6713	June, 2011	7785
October, 2010	6823	July, 2011	6582
November, 2010	7195	August, 2011	8345
December, 2010	8785	September, 2011	9097
January, 2011	10036	October, 2011	17071
February, 2011	10315	November, 2011	22841
March, 2011	10928	December, 2011	16063



by Chris Steinhoff

As I was sitting in stop and go traffic the other day, I thought to myself, "Where do all these people go?" And at the rate my car was moving I was hoping they didn't need to get there anytime soon!

So where does all the US wheat go? Of the 1.999 billion bushels grown in the 2011/12 crop year, 935mb will be used for food, 82 mb will be used for seed and 950mb will be exported. We will import nearly 120mb, mostly for flour mills (durum and HRS) but some will be used as feed wheat to displace other feed stuffs like corn, soy meal and DDGs. We will carry-out more wheat

than we carried in; therefore supply is growing at a faster pace than consumption. Of all the monthly numbers we receive from the USDA, stocks-to-use may be the most important and tell tale sign of eventual price direction. The US currently has a projected stocks-to-use ratio of 41.2%, which is anchored by SRW (soft red wheat) stocks-to-use of 64.3%. This number is astounding and may eventually act as the anchor to prices if this market cannot figure out how to use up some of these excess SRW stocks. The current problem is that the Eastern Cornbelt farmer grows SRW, sells it to the elevator and the elevator stores it and collects the carry (currently H12/H13 is 88 cents premium H13). Prices would need to go low enough to encourage SRW consumption, production would need to be threatened or the CME would need to make changes to the futures contract to solve the issue.

Throughout the world: India will begin to harvest their wheat crop in March, and they are expecting a record or near record crop. US winter wheat will begin to break dormancy in the next 90 days. The US spring wheat farmer will need to choose whether to seed wheat or gamble on a corn or soybean crop. Drought in Ukraine has put their winter wheat crop in question. Russia may institute an export tax if their exports reach a predetermined level. Australia grew a big crop. Canada's farmers will need to do their own marketing for their spring wheat and durum crop as the Canadian Wheat Board gets disbanded.

There is much yet to come that can affect the price direction of wheat, but similar to the last 18 months, general price direction may be determined by the corn market.

The US wheat farmer currently carries a lot of risk. It seems like the average US farmer is vastly undersold on both old crop and new crop, mostly a result of ample revenue and plentiful space the past few years. As a producer, the typical risk lies in a lower moving market. In order to put a price floor under your production you need to sell something - sell the cash, hedge by selling futures or buying put options. There are certain futures prices that need to be sold for grains: \$6.00 corn, \$12.00 soybeans, \$8.00 wheat. These may not be the highs but they are most likely prices that are profitable and we do not stay above them forever. Use the tools available to you to market your crops, either through the cash market or through your use of futures and options.

So where will prices go?

If you have any questions, give a call to your grain department or call Country Hedging at 1-800-328-6530.

The information contained in this letter is taken from sources which we believe to be reliable, but is not guaranteed by us as to accuracy or completeness and is sent to you for information purposes only. There is a risk of loss when trading commodity futures and options. Country Hedging, Inc. bases its recommendations solely on the judgment of Country Hedging, Inc. personnel.

Northeast Montana 2011 Annual Climate Summary

National Weather Service, Glasgow, MT

It is probably no surprise to many that 2011 was a very wet year across northeast Montana. Many locations were within the top 10 wettest on record, and at least 7 sites had their wettest year on record. Things did start drying out in September in some areas though and parts of Wibaux, Richland, Dawson and Prairie Counties were approaching "abnormally dry" on the national Drought Monitor. The Port of Raymond had the most precipitation with 29.89" recorded in 2011. The 2011 precipitation totals (in inches) across northeast Montana are listed below, along with their ranking. Not all cooperative weather stations have a really long period of record, but we used ones that have 40 years of data or more.

Location	2011 Total	Ranking	Location	2011 Total	Ranking
Bloomfield 5NNE	18.31	2	Malta 35S	19.05	2
Bredette	20.4	2	Medicine Lake 35E	18.94	7
Brockway 3WSW	19.62	2	Mildred 5N	23.55	1
Brussett	24.07	2	Mosby 4ENE	18.39	6
Carlyle 13NW	22.24	3	Opheim 12SE	17.16	4
Circle	21.86	2	Port of Raymond	29.89	1
Cohagen	16.99	4	Redstone	14.88	13
Culbertson	17.41	16	Saco 1NNW	13.59	8
Dodson 2WNW	14.87	8	Savage	24.90	2
Flatwillow 4ENE	21.89	1	Scobey 4NW	21.11	1
Glasgow	22.96	1	Sidney	19.92	6
Glendive	19.54	7	Terry	18.07	2
Hinsdale 4SW	25.29	1	Westby	22.97	2
Jordan	16.97	6	Whitewater	14.13	7
Malta 7E	15.74	4	Wibaux 2E	22.81	1

2011 started out with colder than normal temperatures and transitioned in July to warmer than normal conditions. Some data may not have been received yet or is not available at a few sites but this chart gives an overall view of the region. Most places were within 2 degrees of normal for the year. A few sites we don't have all the data for yet this year.

Location	2011 Ave Temp	Normal	Location	2011 Ave Temp	Normal
Bloomfield 5NNE	42.6	42.4	Malta 35S	n/a	44.3
Bredette	39.7	42.1	Medicine Lake 35E	n/a	42.3
Brockway 3WSW	42.8	44.4	Mildred 5N	n/a	44.3
Brussett	Precip only	Precip only	Mosby 4ENE	45.4	46.8
Carlyle 13NW	n/a	44.1	Opheim 12SE	n/a	39.1
Circle	41.9	44.7	Port of Raymond	40.3	41.6
Cohagen	n/a	45.2	Redstone	n/a	41.1
Culbertson	42.3	43.0	Saco 1NNW	41.3	42.3
Dodson 2WNW	Precip only	Precip only	Savage	44.2	45.4
Flatwillow 4ENE	47.1	46.8	Scobey 4NW	39.4	40.3
Glasgow	41.7	43.2	Sidney	44.1	44.9
Glendive	45.5	46.3	Terry	43.9	44.4
Hinsdale 4SW	n/a	44.1	Westby	38.9	39.3
Jordan	43.0	45.4	Whitewater	Precip only	Precip only
Malta	43.7	43.3	Wibaux 2E	41.0	42.8

The coldest place in 2011 was Brockway 3WSW at 44 degrees below zero on February 1st. Opheim 10 N and Saco 1NNW were close behind at 43 degrees below zero that morning. The hottest reading in 2011 was on July 18th with 104 degrees at Saco 1NNW.

Main Weather Related Events in 2011:

Considering how active the winter and spring were, it was a relief that thunderstorms were a bit tamer than they had been in previous years. Below are highlights from the many events that impacted northeast Montanans in 2011.

Never-Ending Winter:

Record breaking snowfall ended in April for most of the region. The highest reported seasonal snowfall was at the Hinsdale 4SW site with 127.9 inches of snowfall, their snowiest on record. The storms hit in the middle of November 2011 and were unrelenting all the way through April. A final powerful blizzard on April 22nd lead to massive power outages along our eastern border with North Dakota, and many were stranded, some without power, for days. Below are some of the record or near record setting snowfall totals for 2010-2011.

Bredette: 42.2" and 12th snowiest on record
 Circle: 60.5" and 2nd snowiest on record
 Glasgow: 108.6" and snowiest on record
 Malta 35S: 72.6" and 4th snowiest on record
 Opheim 12SE: 116.3" and snowiest on record
 Savage: 72.6" and 3rd snowiest on record
 Sidney: 89.3" and 2nd snowiest on record
 Terry: 45.5" and 4th snowiest on record
 Wibaux 2E: 87.7" and snowiest on record
 Vida 6NE: 58" and 11th snowiest on record

Flooding on the Yellowstone River:

Ice jam flooding started occurring on the Yellowstone River in March. On March 14-18, 2011 an ice jam occurred in Glendive, MT. The peak stage was 55.85 feet, the 11th highest on record (flood stage is 53.5 feet). In Sidney, ice jam flooding occurred from March 18th. The ice was stuck in the area through the end of the month. With all the snowmelt completed by then, the flow of water decreased in the river, and that left large ice cakes behind. The peak stage at Sidney was 22.08 feet, the 2nd highest on record (Flood Stage is 19 feet). The Bureau of Reclamation Buffalo Rapids irrigation station east of Terry was significantly damaged during the ice jam event and a lot of low land flooding, including parks in Glendive and Sidney were impacted. The record rainfalls in May brought the Yellowstone River levels up again in May and June,

leading to some of the fastest flows recorded on the Yellowstone River (ranking of flow). Glendive flooded again on May 21-26, 2011 with the 10th highest crest at 53.71 feet on May 23, 2011. A record flow of 130,000 cfs also occurred on this date. Sidney flooded between May 22-27, 2011 and had its 3rd highest crest of 21.92 feet on May 25. It also had a record flow of 114,000 cfs on May 30th, with a stage of 19.19 feet. Again, many low lying areas, including parks and ball fields were flooded at this point, but the biggest concern was for those who have livestock interests in the area and keeping cattle from getting caught on islands.

The mountain snowpack melting in June and July led to higher flows than normal throughout the summer months.

Flooding on the Musselshell River:

Warm temperatures at the end of January lead to the snow melting, and the ice on the Musselshell River started to break up and cause ice jams on January 28-30, 2011 near the Highway 200 Bridge and upstream. A small stock dam also started to fail in northern Petroleum County, and the water caused damage to roads downstream. By early February, it had turned colder again, and the river refroze, and the dam also froze over. On February 14-19, 2011 snowmelt on top of the old ice jam led to more flooding. Many of the ice cakes receded as the snowmelt ended, and stayed in the channel into March. On March 12-20, 2011, more snowmelt led to another round of ice jams. The next round of flooding was due to heavy rain, from May 10-14, 2011. The next round of flooding was the longest, due to the continued heavy rainfall and flash flooding downstream on the river and its tributaries. It started on May 20, 2011 and continued through June 28, 2011.

Flooding on Milk River:

Two significant floods occurred on the Milk River, the first in April as a result of the snowpack melting off, the second occurring from very heavy rainfall in May into June. The gage at Glasgow went above flood stage on April 6, 2011 and remained there except for two brief periods through June 28, 2011. The flood stage is 25 feet, and there were two significant crests on the river, the first on April 16th with a reading of 32.84 feet (tied for 4th highest reading) and the final flood of record crest on June 8, 2011 at 34.08 feet. The previous flood of record was 33.2 feet on April 18, 1952. The river was above flood stage for a total of 69 days, an unprecedented amount of time.

Flooding on the Missouri River:

A controlled flood release was started by the USACE due to the excessive snowmelt and rainfall that was draining into Fort Peck from the Musselshell and Missouri Rivers, as well as some of the smaller tributaries around the lake. Fort Peck Lake hit a record pool of 2252.3 feet, which is 2.3 feet above the flood pool of the reservoir. Previous record releases from Fort Peck were just below 35,000 cfs in 1975. This year they had just over 65,000 cfs pouring over the spillway (~50,000 cfs) and the powerhouses (~15,000 cfs). The increased releases from Fort Peck began on June 7, 2011. Water started flooding downstream of the dam on shortly thereafter, and continued to be above flood stage at Wolf Point until July 1, 2011. Higher than normal releases have occurred through this summer. The major impacts included bank erosion, a highway south of Poplar being flooded and inaccessible and one building on the Richland County side of the river swept off its foundation.

Severe Thunderstorms:

There were several thunderstorm events this summer that were widespread events with some significant weather. Of surprise to us was that our first severe weather event of the season wasn't hail or thunderstorm winds, but a tornado on May 20th eight miles south of Terry. Thankfully, no deaths or injuries were reported in 2011. In all, here are the severe weather reports for 2011:

Events:

of Hail Reports (3/4" or larger): 134

of Hail Reports (2" or larger): 13

Largest Reported Hail: 2.75"

~June 29, 2011: Wagner in Phillips County, continued with 2" hail across Phillips/Valley County

~July 22, 2011: Large swath between Glasgow and Fort Peck, lots of crop damage

of Tornadoes: 4

~May 20, 2011: EF1 Tornado 8 miles S of Terry

~June 29, 2011: EF1 Tornado 4 miles N of Saco (highest amount of \$ damage in 2011)

~June 29, 2011: EF0 Tornado 24 miles WSW of Glasgow (touched ground for seconds and lifted up)

~July 29, 2011: EF0 Tornado Lambert Area (tornado didn't do any damage, but the straight line winds that day did cause significant damage from the Lambert to Savage area).

of Funnel Clouds: 6

of Thunderstorm Winds of 58 mph or higher: 78

of Thunderstorm Winds of 70 mph or higher: 17

of Thunderstorm Winds of 80 mph or higher: 9

High wind gust: 110 mph on July 29, 2011 in the area from Lambert to Savage. An intense supercell thunderstorm damaged power lines and buildings across this area. The NWS did a damage survey and estimated the winds to have hit 110 mph, causing three-quarter of a million dollars in damage across the area.

ENERGY NEWS

By David H Corbin

Happy New Year! This winter is all of what last year was not. Thank Goodness! Gasoline and diesel fuel prices have probably hit their low by the time you receive this article. I have been saying for some time now that NOW is the time to be filling those tanks in the country. I believe it will save you money in the long run. The forward curve on petroleum products looks like a fair increase in prices as we get into spring and summer. Think about it. This economy is just starting to improve a bit, albeit sluggishly. Furthermore, if any hostilities break out in the Middle east, that will be supportive as well. The biggest variable to deal with will be a European debt crisis and how far that reaches into demand. We saw that last year and as far as I am concerned you cannot plan for a doomsday scenario, protect yourself from rising prices, because that is a more certain bet. Another reason to fill now is this. The oilfield is drinking up as much diesel fuel as they can get. Last year the rig count was near 100. Now it is over 200. This keeps expanding and therefore the demand is expanding exponentially. We had some very severe allocations last year. You may not realize it, but diesel fuel was rather hard to obtain last summer. If you didn't realize it, that means we did a very good job supplying you. I do not think it will be too bad this year. Part of the reason it was so tight last summer was the Exxon Pipeline break near Billings severely restricted crude oil supply and therefore output. But we will have allocations again this year and you need to be part of the solution to this issue. More and more, petroleum jobbers will need to use your on-farm storage as part of their management plan. It's a simple matter of logistics to get as much placed in the country while the supply is there, rather than to wait when things get tight. We do also have some forward contracts of diesel fuel available that you can purchase for summer delivery. Call your local Farmers Elevator fuel supplier for details on that please.

Now for propane. The mild winter has sure helped the heating bills for all of us. Again, thank goodness! Furthermore, our Propane contracts have put a cap on the prices our customers paid for their propane. I will admit there was not a windfall of savings this year on contracted Propane. But the prepay and the budgeting allowed people to focus on more immediate needs and be secure in the thought that LP would not go above a certain price level. I believe we will tweak these contracts a bit for this next year. I think there is a need for a propane "CAP Contract." I envision this will work something like you will contract for propane not to go over a certain price. However, if it is less than that CAP Price, you pay the lower price. We can still do the fixed price program like we have been doing; we will just give customers the option. I will spend the off months working on that program and update you as we go along.

Once again, thank you for the support you give Farmers Elevator and hope this year is good to all of us.

New Position



Ron Shanks
Brockton Manager

NH3 SAFETY

Where are the potential hazards?



Preventive Measures

- Always wear gloves and goggles when working near anhydrous ammonia equipment
- Wear a protective apron when loading tanks
- Chock nurse tank wheels when loading
- Inspect stairs and loading dock for damage daily
- Use vehicle barriers to protect dock
- Inspect running gear, tank attachments, trailer hitch and safety chains every time tank is loaded
- Approach equipment and loading area cautiously – expect leaks
- Inspect storage and loading dock area frequently
- Make sure safety water is present in at least two locations
- Carry small safety water bottle with you to help you get to main water
- Make sure area is well lit during evening and early morning work
- Keep steps and loading dock free of debris

Always Use Personal Protective Equipment and Safety Water

ANHYDROUS FACTS AND INFORMATION

- ANHYDROUS other wise known as NH₃
- Anhydrous is a mixture of two gases being 82% nitrogen and 18% hydrogen.
- The raw materials used to make this product are natural gas, water, and air.
- Anhydrous means without water. 1300 gallons of ammonia vapor will dissolve in one gallon of water. Anhydrous seeks water from the nearest source which may be you.
- This attraction goes for the eyes, lungs, and the skin at greatest risk because of their moisture content.
- Remember an eyeball is 80% water.
- Human body is 91% water.
- Most deaths occur because of the damage to the throat and lungs from the direct blast to the face.
- When you inhale it, it causes the throat to swell causing suffocation.
- It will burn just as a heat burn.

ANHYDROUS FIRST AID

- If water is not an option use any liquid such as pop, coffee, juice to irrigate the burn.
- If you remove the clothes of the victim use caution as they may be frozen onto the person. If they are pour H₂O over the area.
- Get medical help as soon as possible.
- MAKE SURE THAT THE EMT's AND THE DOCTORS KNOW THAT IT IS A NH₃ BURN. IF IT IS TREATED AS A HEAT BURN WITH OIL OR OINTMENTS, IT WILL MAKE THE BURN WORSE.

ADDITIONAL ANHYDROUS FACTS TO REMEMBER

- Never wear contacts around NH₃ as they attract it faster than water alone. The contact dries up trapping NH₃ under the lens.
- If you find someone in a constant flow of NH₃, don't try to run in and save them without PPE or you may end up laying beside them.
- NH₃ has a distinct odor which you can smell at 5 ppm. It takes as little as 2500 ppm to kill you.

WHAT ARE WE DOING TO PROVIDE A SAFER COMMUNITY?

- The best method to protect yourself from a release is known as Shelter in Place. All people in the affected area should go indoors, shut the doors, windows and vents, and stay there until the ammonia cloud is gone.

Glendive News

By Stewart Fladager and Sally Erickson

The one thing that comes to mind as I write this is how different the weather can be from year to year. Last year we were up to our waist in snow and this year we are enjoying 40 degree temperatures in January. Hard to believe, but that is Montana weather for you.

As most of you may already know, we are in the middle of coming into compliance with OSHA regulations. Over the past few decades the safety of all employees in agriculture has become more and more important to everyone. Keep in mind that these regulations are set in place to give all that work in the industry a safe work environment. Nothing is more important to Farmers Elevator than our employee's safety. This includes the safety for any producers that come to our facilities to sell their commodities or pick up feed/fertilizer/oil products. Needless to say, these upgrades have kept us busy during a rather slow year.

Wheat movement has not had the volume this year that it did in the last couple of years. Yields were down and growing conditions were tough. However, farmers in our area did a great job with the hand they were dealt. I believe there is still a little bit of wheat out there left to market. That being said, remember we do take orders here at the shuttle. All you have to do is give us a number and bushel amount and we will watch the market for you to get that price. This has worked well in the past for both the producer and the elevator. It is peace of mind knowing that while you are doing your yearly over hauls and prep work for the next planting season we are watching the market for you to get the price you want.

Keep in mind that our downtown location is taking specialty crops. We have been taking soybeans, yellow peas, and richlea lentils. We are also taking corn and barley. We are currently offering a new crop yellow peas contract with an Act Of God clause. Give us a call and we will discuss it more with you.

As always we thank you, our patrons, for the wonderful year. Without your loyalty to our business we would not be here. Good luck in the upcoming spring season and remember we are here to serve you with all of your agricultural needs.

Baker Agronomy News

By Parker Murnion:

WOW! What a difference a year makes. This time last year I believe all of us were wondering if the sun was ever going to shine again. I think I can speak for everybody when I say this winter has been awesome. By the time you will be reading this we will all be gearing up for spring planting. The conditions are a little dryer than most of us would like to see, but with spring moisture right around the corner we should have great planting conditions. Fertilizer has been on the same rollercoaster ride as the weather lately, but with spring season around the corner it should steady up a bit.

Don't hesitate to give us a call for all your questions, or stop in and see us, the coffee is always on. Thank you dearly for your patronage in 2011!

Glasgow News

By Jerry Doornek

We are enjoying the mild winter very much here in Glasgow. Even with the great weather, feed continues to move at a very brisk pace. I cannot stress enough that if you know you are going to need something, pick it up or get it ordered as far ahead of time as possible. All feed plants that we deal with are having trouble finding ingredients and getting them into the plant. Most plants are backed up 2 weeks to a month, so needless to say we are having somewhat of a hard time keeping the warehouse stocked. It is not too bad with day to day products, but seasonal and special order products can get quite a ways behind before we see them. We have gone to hauling most of our bagged feed ourselves because the feed plants in North Dakota cannot keep drivers and trucks on the road with the competition from the oil fields. The good news would have to be that spring, and green grass, is getting closer every day.

Wheat movement has continued to be slow. We have been able to get trains out at the elevator fairly timely and have plenty of room for the time being. Because we have to segregate proteins for some of the trains, it is still best to call before you bring grain in to make sure we have room your particular protein. Bugs have not been a major problem yet this winter but they will come with a vengeance when it starts to stay warm and the grain temperatures change in the bins. It is always best to stay ahead of the bugs because it is getting harder and harder to buy bug treatment because of the liabilities retailers have in selling restricted use pesticides. The sooner you catch the bugs, the easier it is for us to just run them over the cleaner and condition the wheat. Grain prices don't seem to have any technical or logistical reasons to move higher right now, but the financials could come back into the market at any time, so as usual it is a coin toss as to which direction the market will go. If all of the wheat left in the country tries to move to the market between seeding and harvest, this will cause a huge glut and should have a very negative affect on prices, barring any global crop failures between now and our harvest.

We have now joined all of our agronomy departments with the new Ag Partners LLC. This looks to be a venture with great promise for value to all of our agricultural customers. This wave of progress will keep us ahead of the curve and put together a large team in eastern Montana to cover all of the agronomic needs of our patrons. With cooperation and communication we should see a seamless change to the new company and a step up for all customers and employees.

Glendive Feed News

By Marianne Lassle

As we enter into another New Year we want to thank our customers for helping us grow our business.

Every penny counts in today's cattle market, even with today's record high cattle prices. Smart, efficient ranchers stay ahead of the game. Smart-lic supplements are nutritionally engineered to provide cattle with the highest levels of vitamin and mineral fortification. Smart-lic can save you money by lowering supplemental feed costs on a per-head per-day basis.

Calving Season is just around the corner, and that brings many challenges for the cattlemen and many stresses on the cow herd. The most critical time to ensure cattle are receiving adequate amounts of minerals is 90 days prior to calving (3rd trimester of pregnancy) and throughout lactation and rebreeding. If breeding cattle are deprived of adequate mineral at this time, energy utilization will be inhibited and cows will take longer to rebreed. This year consider using our 12-6 Ultramin with Bio-Mos. As defined Bio-Mos is a "sticky sugar" that bad bugs (salmonella, E coli, & others) grab on to and don't let go. Bio-Mos helps maintain gut integrity by reducing the bad bugs and leaving the good, aids in building the immune system, improved feed intake, improved ADG, less scours, less mortality - which means healthier cows which make healthier calves, and when these calves are bringing close to that \$1000/head - it doesn't take long to pay for the mineral. Our CHS Payback minerals carry trace minerals that are 1.5 - 2.0 times the NRC requirements, chelates are added at University recommended levels, high levels of vitamins A, D & E, and all of our minerals contain Xtra-Dry for weather protection.

February will again be our mineral promotion month - Our Payback brand mineral will be \$40.00/ton off. Plan to stock up on 12 - 6 Ultramin w/ Bio-Mos, Ultramin, Stockmin, & Triple 12. Ty & Marianne and the rest of the crew in Glendive will man a booth again at the GATE show in Glendive, February 10th & 11th, during this time we will be offering an additional \$10.00/ton off, on any mineral booked those days. The only thing we ask of our producers is that any mineral booked, be picked up when the order comes in.

If you have any questions concerning feed stop by. If we can't answer your questions, we will do our best to find someone who can. And as always we would like to thank our valued customers for their continued support, and remember without you we wouldn't be here.

Richey News

Wow, what a difference this winter has been compared to last year. As I write this we are below 0 with 3 inches of snow on the ground, but that's a big difference from last year.

Grain

We are offering a DP program for spring wheat and winter wheat at this time provided we have room. This could be a way to get some crop delivered and still be able to take advantage of any rallies. If you are interested, give us a call we would be happy to help.

We also are getting caught up with our farm hauling so if you need any wheat hauled give us a call so we can get you on our list.

Also we will be cleaning seed this spring. We have some certified Vida seed on hand if you are interested.

AGRONOMY

As many of you have heard Farmers Elevator and Agland have formed an LLC. The LLC will be called AgPartners. We will continue to do business as usual, and will make this change as easy as possible.

We are offering prepay on fertilizer and chemical again this year so don't forget to call Clint if this is something you are interested in.

Also if you are going to need spraying or spreading done call so we can get it setup.

It sounds like we will be up and running at the Mega Plant in Macon shortly. This will help with keeping product on hand during seeding.

Again anything we can help with, give us a call.

FEED

With the winter being open, the hay stacks aren't shrinking as fast as last year. We have cow cake on hand to give livestock a boost.

You can pick it up in Richey or give us a call and we can deliver to your place.

If you can get us a list of your calving supply needs we will get it ordered and have it here for the calving season.

SHOP

Lance has been busy at the shop and we would like to thank everyone for your patronage. With spring's work just around the corner, if you would let us know your oil and filter needs we will get them in for you.

Again thanks for your business and we are looking forward to working with you again this year.

Circle News

By Justin McPherson

What a difference a year makes! As many of you are well aware of, last year at this time we had already had our fair share of winter weather. Much of our region received snow in mid-November and, by this time a year ago; we had spent way too much time and money fighting through it. We've been very fortunate to have had the open winter, thus far, in many ways. One of the biggest advantages to this area is the amount of feed that has been saved, and the forage that has been left available. The past few years have seen much of the winter grazing snow under before it was able to be utilized. This year, we've seen an awful lot of cattle left out to pasture much longer than normal. Because of this, our protein supplement sales have been incredible. We've been able to move an awful lot of range cake and SmartLic tubs. Our feed mill has been running great, and we have had a record fall/winter season, so far. Be sure to remember not only the protein needs of those cattle, but the energy as well. Especially if it turns cold, cattle (along with any other animal) energy needs will increase. Last spring, we saw quite a few calves that were incredibly weak. This was attributed to an "energy-starved" mother cow during the second and third trimesters. Let us send in your feed samples to see where or if any supplement is necessary.

Calving season is right around the corner. Make sure to stop by and see us for all of your calving needs. We'll try to keep most of your needed items on hand, but if we don't have it, chances are, we can get it—most often overnight. With that in mind, be sure to keep mineral in front of those mother cows, as the third trimester is very important to fetal development. Making sure that fetus is in the best shape possible will ensure more dollars in your pocket next fall. Our mineral promotion is in the month of February. We are blessed with enough room for storage, that we will warehouse your mineral for you until the next promo, which will occur in September. Make sure to stop by during the promo to get the best price locked in for your summer mineral needs. We won't invoice it until you pick it up, and can keep it for you until the end of August.

Spring's work will be here before we know it, as well. Be sure to come in and get on our list, if you'd like to have some soil samples pulled. We're also starting to get some spreading lined up, so make sure and help us plan ahead, by planning ahead. The hub plant looks to be right on schedule, so we should be able to pull product out of there this spring. This will help with the logistics of keeping product available through spring.

In closing, I'd like to extend a sincere "Thank You" to all of our loyal patrons. It's been a pleasure being able to work with you. Hopefully we'll be able to continue these relationships, and be able to serve you in the future.

SEED CLEANING



**If you need seed cleaning,
please give Corey a call at
939-1274 or call the
Circle Feed Mill at 485-3313**

SIDNEY NEWS

By Sean Dodds

Greetings from Sidney!

Here we are in the middle of January and still waiting for winter to start. It's actually been a nice break from the last two winters. It has also given us an opportunity to make some changes here at the store. In early November, we put in new counters at the checkout and deli areas.



Now, we have added some space to the store by going up. We have put an extra facing on most of our shelves to add more stock. We have included extra Fire Resistant Clothing, RV accessories, additional gloves, Shark Bite Plumbing and farm merchandise to name just a few of the additions into the store. Please come in and check out the changes here. (See pictures below).

We have also added to our regular

Montana Silversmith inventory, just in time for Valentine's day.

One thing that has really been beneficial to our customers with this warm weather is the lower price of propane. It's been nice seeing the prices stay down. I encourage you to still prepare for cold weather ahead of time. Make sure your propane tanks are full, you have plenty of cold weather gear, snow melt, fuel additive and anti-freeze. Once the cold comes, that stuff gets a little more difficult to come by.

We look forward to seeing you here in Sidney and have a safe and prosperous spring!



Service Awards



Les Heater
5 Years Wolf Point



Eldon Moos
10 Years Sidney



Chuck Martin
10 years Wolf Point



Gust Kern
10 Years Glendive



Lenora Stephenson
10 Years Circle



Bill Gardner
30 Years Lindsay

WELCOME *New Employees*



Casey Kimze
Glendive



Charlie Peterson
Glendive



Jeff Berry
Glendive



Dennis Cornutt
Miles City



Josh Bengochea
Brockton



Brian Kassner
Circle



James Hardy
Circle



Jeremy Safranski
Wolf Point



James Wittman
Wolf Point

Wolf Point Agronomy News

By Luke Dighans

Well after months of talking, planning, and asking our member owners about issues you think are crucial to success in these volatile times, our mega fertilizer plant, chemical warehouse, and office are finally complete! Most importantly, the joint venture of Agland Coop's agronomy department and Farmers Elevator's agronomy department into one team known as Ag Partners, LLC is in full operation. Both companies have worked very hard to put together this team that will serve your agronomic needs even better than before and still remain a positive part of both parent companies. I'm sure our new General Manager, Jeremy Safranski, is including plenty of details as to how Ag Partners will operate, so I will just touch on some of things I hope you will see as major benefits in the Wolf Point and surrounding areas:

1. Professional and streamlined agronomy. The LLC is agronomy only, meaning we can focus solely on the input and production side of your cropping systems. Agland customers in the area know Mike Hanks and realize his attention to precision Ag and having a progressive mindset when it comes to bringing yield and quality to the next level. Those of you who I've had the chance to work with probably know I spent a lot of time making sure the right product or strategy fits into the right acre at levels that will bring a good return on investment. Mike and I can combine our experiences and work together to try to come up with the best recommendations for your operations.
2. Steady supply of quality product. Dry and liquid fertilizer that comes in by rail, reducing the chance for contamination with wood chips, chunks, etc... Having a steady supply in your backyard is becoming more and more of big deal these days.
3. MESZ phosphate and Ammonium Chloride Dry, in addition to others, are special products unique to our company with plenty of unbiased research to back them up.
4. Agronomists who will be on the farm, in the field, and keeping up to date on the best agronomic decisions involving inputs and cropping strategies that always keep your Return on Investment in mind.
5. Answer plot involving scientific trials and comparisons of treatments, rotations, alternative crops, and more in the loop track at Macon.
6. Application that is accurate and on time.
7. Continuing education workshops. We feel it is very important to continue to have grower update meetings with experts from the industry who bring the best new ideas to the area.
8. Precision Ag guidance, tissue testing, soil testing, and much more.

The main point that I wanted to bring up as we head into our first season of operation as a "new" company is that we feel it is necessary to help provide the best solutions for your operation and do it at a fair price that adds VALUE to your bottom line. If it does not pencil out, it is not worth doing. Anyone can be a broker of commodities at a cheap price, no strings attached, but it takes much more dedication to be able to be a true full service agronomy center. In the coming weeks leading up to spring, please stop in and talk to Mike, Jeremy, or myself about any concerns you might have or just to chat. We look forward to working with you as Ag Partners!!!

Ag Partners LLC

By Jeremy Safranski

Our businesses may have different names, AgLand Cooperative and Farmers Elevator, but our missions are the same; and that is to deliver the best products and services that farmers need to compete in these dynamic times. The agriculture business in Montana seems to have undergone an evolution recently and supply and increased speed seems to be the new demand in our geography.

Ag Partners LLC is the newest business within this geography. Our mission is quite simple. Combine the agronomy assets from the existing parent cooperatives, to create a more efficient company to deliver more services and a better supply plan to our producers.

This supply plan is centered around a new 29,000-ton dry fertilizer plant in Wolf Point, MT. We are all quite proud of this new plant and have been pleased with its construction progress thus far. Accepting 100 car trains of 11-52-0 (MAP), 12-40-0-10-1 (MESZ), and 46-0-0 (Urea) change the way we will move fertilizer locally. We will be moving this product out of Wolf Point and to our plants in other locations. With ownership of more plant food centrally located to our outlying facilities, we will be in much better position to supply our territory.

We have seen many changes in our industry. One main change we've seen is the effect the EU has had on volatility of the global fertilizer industry. No one really knows how long the economic crisis overseas will last, but with little approaches designed to put a "band aid" on the EU economy we will continue to see more than usual fluctuations up and down in the market place.

We address these and other challenges daily and continue to work to deliver more value and a stronger cooperative system to you. Thank you for your support during this transition and we look forward to new opportunities this will bring.

Northeast Montana Weather Summary ~ Fall

Don Simonsen, National Weather Service, Glasgow MT

September was warmer and drier than normal. There were at least 32 stations that reported less than half an inch of rainfall for the month. Glasgow 46SW had only a trace, Mosby 0.08 of an inch and Content 0.09 of an inch. There were a few wet spots though, as Westby had 2.18 inches, Brockton 17N 1.60 inches, and Port of Raymond 1.60 inches.

There were a number of days in the lower 90s for highs scattered throughout the month, even late in the month. On the 25th, Malta 7E had the hottest temperature for the month in northeast Montana, with a high of 96 degrees. Flatwillow had 95 degrees, and Terry and Malta 35S had 94 degrees. The coolest days were generally around the 14th, where there were a few places reported a high only in the 50s. Zortman and Opheim 12SE had highs of only 54 degrees, while Bredette and Westby had highs of 55 degrees.

The first freeze of the season came for some areas at mid-month. Scobey 4NW got down to 18 degrees, while Opheim 10N had 20 degrees for a low. The Port of Raymond and Opheim 12SE had lows of 23 degrees. About half of the area escaped without freezing temperatures the entire month. No snowfall was reported at any location.

October was warmer than normal with rainfall generally above normal, but that did vary a lot across the area. Flatwillow had 3.22 inches for the wettest,

including 2 dates during the month that had more than one inch in a day. Zortman had 2.93 inches, and Hinsdale 4SW 2.58 inches, including 2.27 inches in one day on the 7th. Some of the drier places included 0.20 of an inch at Baylor, 0.22 of an inch at Hoyt 2WSW, and 0.29 of an inch at Terry 21NNW.

The first week of the month was unusually warm with several days in the 80s and there were even the lower 90s reported from at least 15 locations, which is unusual for October. Terry, Flatwillow, and Mildred 5N all reached 94 degrees on the 1st. Glendive, Malta 7E, and Savage had 93 degrees. Many of the reported stations that had avoided the mid-September first freeze of the season did not have their first freeze of the season until mid-October, which is unusually late, some locations as late as the 18th. Most of the coolest weather in October occurred in the last week of the month, but even then, it was only highs in the 40s for a few days, with no high temperatures below that reported. The coldest overnight lows occurred during this time also, when quite a few places hit the teens. Westby and Scobey 4NW were coldest with lows of 13 degrees, while Saco, Port of Morgan, and Content had 16 degrees for lows.

Just four locations had a trace of snowfall, around the 25th. There were no reports of measurable snow, which is very unusual for October, the month where the majority of stations do have their first snowfall.

November had temperatures and precipitation

that were close to normal. There were a few wet areas though, led by 1.97 inches for the month at Port of Raymond, 1.40 inches at Wolf Point, and 1.26 inches at Bainville 4E. The driest locations were 0.02 of an inch at Baylor, 0.06 of an inch at Hoyt 2WSW, and 0.08 of an inch at St. Marie.

There was a short cold spell between the 19th and 23rd that produced the first subzero temperatures of the season for much of the region. Malta 35S hit 18 below zero for a low, followed by 16 below zero reported at Cohagen, and 15 below zero at Opheim 12S. Most locations during this time also had a day or two where high temperatures were held to just the single digits or teens. The coldest was a high of 3 below zero at Opheim 10N on the 19th, while Port of Morgan, Bredette and Port of Raymond could only manage highs of 2 above. The rest of the month had temperatures that were close to normal with no major warm or cold spells. The warmest day was around the 23rd, when many areas hit the lower 60s. Jordan was warmest with a high of 65 degrees. Glasgow #2, Wibaux, and Wolf Point all had 63 degrees, while Culbertson, Cohagen, and Brockway all hit 62 degrees for highs.

Snow fell all across northeast Montana on the 5th and 6th, the first measurable snow of the season at all locations. Opheim 12SE had the most snow for the month with 15.0 inches. Hinsdale 4SW had 12.2 inches, and Port of Raymond 11.2 inches.

~ Sales Team News ~

Welcome to 2012. What a difference a year can make. Each morning as I get out of bed I am thankful for this nice weather that continues to bless us each day. As I write this article I drove in rain this morning to get to work and it is in the 40s. I had to stop and look at the calendar, but yes it is January of 2012. A year ago we got out of bed and every morning had a good idea what we were going to do for the day and #1 on the list every day was move snow. Once again, I am thankful for all that is given us each year and the challenges that come with it.

Now with us thinking how nice the weather has been we may be forgetting about the most important part of our operation. This would be that mother cow that I see still out grazing in some areas of the country. We are in the most critical time of her pregnancy and need to make sure all of her needs are filled during the third trimester. With calf prices at all time highs it is important we maintain a healthy fetus and get as many live calves as possible this spring. We are busy delivering cake and the lead time on getting loads has been around a couple weeks. So we need to plan ahead to make sure you have feed on hand at the time of need. Also we need to make sure the mineral program is suitable for the operation at hand. Every area is a little different and we need to ensure that cow is getting all her requirements. The ULTRAMIN line of minerals from CHS is the leader in performance every year. ULTRAMIN has chelated trace minerals at 1/3 which is the maximum recommended amount for a cow. There are some minerals out there saying they are chelated but may have only a small portion in them and not really giving a benefit to the cow. Also we have the option of having BIOMOS in the mineral. This yeast extract helps clean out the digestion tract and keep the animal as healthy as possible. There has been great success in this helping with prevention of scours in them baby calves at calving time. Also we have seen better daily gain out of feeder calves that have had BIOMOS in their ration. Get with one of your salesmen to discuss the opportunities to help improve your cattle health today and let them help you maintain a strong cow herd this year and into the future. Watch for our mineral sale in February to ensure the best prices.

Bull sales are starting to surface around the country. I have been out in the country, and man do we have a lot of genetics available to us. This

is one of the best gaining sets of bulls I have seen. We are hearing of 4 plus pounds of gain on some of these bulls. Once again we need to make sure we have a balanced diet available if we are going to see these results in their offspring. With the nice weather, get out in the country and go look at these bulls at the ranch before they are brought to town to ensure you get the bull you need.

The New Year has brought challenges and changes to Farmers Elevator also. We have entered into a LLC in the Agronomy Division and formed Ag Partners LLC. This is an exciting new venture for us as this also brings the Mega Plant with it. We now are capable of storing an additional 28,000 tons of fertilizer to ensure delivery of product to the farm in the spring. This state of the art facility is nearing completion and should be ready to take product before the end of February and we look forward to this great opportunity to serve you better. The way we do business is not going to change by going to this new name. We still offer the same great services but hope to be able to do them better and maybe expand them in the future. We are currently busy contracting fertilizer for spring delivery. Call one of your salesmen today and see what they have to offer you.

As the sales team for Farmers Elevator we strive to do our best to be your partner and on the farm connection to Farmers Elevator. We are available at any time to come out to your farm or ranch and help you plan for the upcoming year. Please call us with any questions and we will do our best to get the answers you need back to you. We ask you use us and let us help improve your operation to ensure you will be able to continue doing the things you enjoy for years to come. We can help line up everything from fuel, fertilizer, and seed to chemical, application and grain storage. We have a lot of experience and knowledge to pull from to find the right answers to any of your questions, needs or concerns. Please feel free to call us or stop by and visit at any time.

Once again THANK YOU from the Sales Team and we hope to visit and help you in the near future!



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CIRCLE



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Farmers Elevator and Agland Co-op launch agronomy joint venture



September 16



November 15



December 2



September 28



November 23



December 2



September 28



November 4



January 20, 2012

WOLF POINT, MONT., Dec. 12, 2011 – Farmers Elevator, Circle, Mont., part of CHS Inc., and Agland Co-op, Wolf Point, Mont., recently signed an operating agreement to establish a 50/50 agronomy LLC. Operating under the Ag Partners name, this initiative would combine agronomy services across northeastern Montana and include operation of the 28,000-ton hub fertilizer facility currently being completed at the Macon junction east of Wolf Point. The facility is scheduled to open January 2012. Fertilizer, chemical sales and application, along with other agronomic products will be handled by the

joint venture.

Jeremy Safranski will be heading the LLC as general manager. A new Ag Partners Board will consist of each of the parent companies' general managers and two board members from each respective board. Representing Farmers Elevator will be General Manager Mark Dreesen, joined by Lyle Wall and Dennis Honrud.

Representing Agland will be General Manager David Williams, along with Duane Nasner and Wayne Dubner, who will serve as chairman.

"We need to keep up with our customers' growing needs and expectations," said Lyle Wall, board president, Farmers Elevator. "The combination is a good match for both companies as a strategic move aligned with our ongoing commitment to bring value for our member-owners."

"We look forward to a partnership that will provide Montana producers with a consistent long-term crop nutrients supply," said Duane Nasner, Agland Co-op board chairman.

Agland is a farm supply cooperative offering agronomy and energy products and services to producers from four locations in northeastern Montana. It operates retail agronomy and energy facilities, and delivers bulk energy to its customers.

Farmers Elevator serves farmers and ranchers with seven Eastern Montana locations providing agronomy, seed, feed, energy and grain products and services. It is part of CHS Inc. (www.chsinc.com) the nation's leading cooperative, owned by farmers, ranchers and co-ops across the United States.



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