



# Newsletter

## Summer 2009 Edition

[www.countryprideservices.com](http://www.countryprideservices.com)

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### Our Vision

To be the first choice of our Customers and Employees

### Our Mission

- Taking pride in building relationships through our people and services
- Be mindful that our Customers are the owners of the company
- Treat all Customers with honesty and fairness
- Remain financially strong
- Accept change
- Respect the environment

In early August I had the chance to travel Iowa, Eastern Kansas, and Western and southern Missouri, and from what I could see everything looked pretty good. Yes you would occasionally see the normal stunted and yellow corn from too much water and a few areas of a field that weren't planted and some bean fields that were behind, but other than that, it was better than I expected. In talking to our banker who was in Wisconsin and Illinois in late July, he reported that corn was knee high and well behind its pace in a normal growing season.

As you may be well aware of, fuel, propane, and fertilizer prices are substantially cheaper than they were a year ago. The volatility in the markets is something of a nightmare to deal with, and with any hope that is behind us. You can help us out by starting to plan your fall needs so we can have the proper levels of inventory on hand to fill those needs. Like any season, when we have finished the fall we would like to be at the bottom of our inventory levels.

If you were not aware, Dale Fast who recently went off the board in February, unexpectedly passed away August 7th. Dale was a 12 year member of the Board of Directors for Windom Cooperative and Country Pride Services Cooperative. Dale always had the patrons and the Cooperatives best interest in mind on every decision he made. He was truly an asset to the Cooperative and the Cooperative system and it was my privilege to have worked with him. He will be truly missed.

Till next time,

Kevin

### From The Manager's Desk



Kevin Jackson  
General Manager

### Country Pride Services Cooperative

#### Main Office

144 9th Street  
Bingham Lake, MN 56118  
1-800-228-1667  
Fax: (507)425-2116

#### Agronomy

**Bingham Lake** - (507) 831-4580  
**Fulda** - 1-800-732 8048

#### Convenience Stores

**Windom** - (507) 831-4583  
**Mountain Lake** - (507) 427-3813

#### Tire & Auto

**Windom** - (507) 831-4585  
**Mountain Lake** - (507) 427-2260

#### Energy

(507) 831-2580  
**Windom, Mountain Lake**

#### Hardware & Plumbing

**Mountain Lake** - (507) 427-2333

The Stimulus bill affected the tax credits for energy efficient home improvements. Tax credits are available at 30% of the cost, up to \$1500 in 2009 & 2010 for existing homes for; Windows and Doors, Insulation, Central A/C, Furnaces or Boilers. For more information call our Lumber and Plumbing Departments at 427-2333.



This is Andy Ysker. Andy is heading up our Plumbing, Heating, and A/C Department. Andy is certified to install and service air conditioners and can also help you with furnace installation and repair. Along with Mike Johnson, we have a capable team to deal with all your Plumbing, Heating & A/C needs. Give them a call.

Andy is no stranger to most of you. He has been working at the Co-op since he was 16, 8 years part time and 4 years full time, all in the Lumber Department. Andy lives in Mountain Lake and is active as a firemen and an EMT. He is also active at the Trinity Lutheran Church

singing in the worship band, teaching Sunday school, and working with the youth.

Be sure to call Andy for any plumbing or heating needs.



## Agronomy Department - Bingham Lake, Fulda

### “Understanding Insects”

Well, another summer is almost gone and again we held a heated battle with our nemesis the soybean aphid. Contrary to what we thought a few years ago, we seem to battle the aphid every year regardless of weather or other factors.

As insecticide becomes another staple in crop planning I am often asked if there is something that can be done to help manage aphids in an easier and more flexible time frame. Cruiser seed treatment fits the role to a T. 2009 saw record numbers of soybean fields treated with Cruiser and the results have been phenomenal. I have been in many Cruiser fields and you can tell very easily where the treated beans are. Cruiser may not

allow you to skip aphid spraying all together but the added time and wider application window make it a very attractive option when making seed decisions this winter. In addition, Cruiser also helps control Bean Leaf Beetle and Wireworms in soybean fields which, while not usually found at economic thresholds, can rob yields without a producer really noticing it.

Another pest we have noticed more often the past few seasons is the two spotted Spider Mite. These small pests are hard to see with the untrained eye and if left unchecked can be more damaging than the aphid. Like the aphid they are sap suckers and have the potential to consume large areas of fields if their populations reach high enough levels. When

scouting for aphids make sure you look for mite presence which can include actual mite populations or whitish speckling of leaves where mites have begun to pierce the leaves. A few mites on the edge of a field may not be cause for concern but if mites have moved into the field past the edge, a treatment will be needed.

As we begin planning for next year, I urge growers to think about insect management. Contact the Country Pride Seed Team to find out more how insecticide seed treatments could benefit your farm in 2010.

**Eric Winters  
Agronomist-  
Bingham Lake**



## Energy Department News - Bingham Lake

Crude oil prices continue to be very volatile as our economy is still very unstable. The crude oil price fell from \$71.47 on June 29<sup>th</sup>, 2009 to \$59.62 on July 14<sup>th</sup>, 2009. It then increased to \$71.59 by August 3<sup>rd</sup>. I project crude could rise slowly as the economic conditions improve through the rest of this year and into 2010. I think average crude prices could go to about \$72 to \$80 a barrel by the end of 2009.

As you may already know, on May 1<sup>st</sup> the state of Minnesota mandated that all diesel fuel retailers within the state are required to blend at least 5% biodiesel at the pump. This mandate raised diesel prices 3 to 4 cents with current commodity prices.

We still have contracts available for home heat and dryer gas for this fall. The sooner you let us know

what your needs are, the better chance we will have the supply on hand when you need it the most. And don't forget, we do have a budget pay program for home heating that enables you to divide your annual bill into equal monthly payments.

### Variable Rate Fertilizer Application available for this Fall



As harvesting and planting operations have become more technologically advanced over the years, fertilizer application has followed suit. This fall, Country Pride agronomy will add its own VRT spreader to the spreader fleet. Although this technology has been around for a few years, it is still relatively new to most producers around the area. In order to get the full benefit from this technology, producers must have their field grid soil sampled. Grid sampling breaks a field down into 1, 2.5, or 4.4 acre zones using GPS. From here, soil samples are pulled from each zone making it easier to identify low or high levels of phosphorus, potassium, zinc, or sulfur. Then our agronomists at Country Pride make recommendations based off of this information, creating a vari-

able application map for each one of these plant nutrients. This information is then uploaded to the VRT spreader before it enters the producer's field. As the spreader travels over the different zones identified in the field, it is able to change the amount of plant nutrients it is putting on.

Probably the greatest benefit from this technology is being able to identify problem spots in a field. By combining what your agronomist knows about the field and past yield data, recommendations can be made to increase yields in those areas and potentially increase the overall bushels per acre for that field. Overall yield increases of 5 to 10 bushels in corn are not uncommon to find. This is great technology to consider if you feel you have reached the top end of your yield potential in your fields and are looking for a way to squeeze those extra bushels out of your acreage.

I am really looking forward to helping producers adopt this new technology. I was always interested in this technology back home in Wisconsin, but with the smaller field sizes

that they have, this technology is relatively uneconomical at this time. But with the 80's and half sections of land that producers farm today in Southwest Minnesota, there is definitely a greater probability for nutrient variations across these fields. As we enter this fall, I encourage you to give variable rate application a thought as you are looking for ways to increase those bushels per acre.



**Jarred Huber**  
Agronomist-Bingham Lake

### Main Office News - Bingham Lake

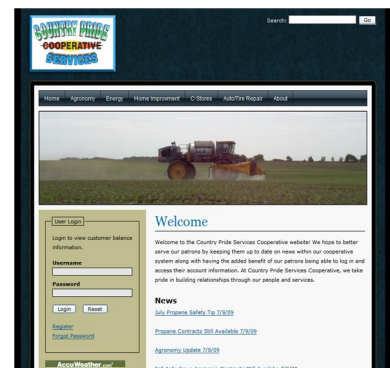
#### Country Pride Services Launches New Website

During this past spring, the Country Pride Services website received a new look along with some new features to keep our customers informed. From our welcome page, you can navigate to a department's page such as agronomy, energy, and home improvement. On our homepage, you will find updated news that will have recent information from all of our departments. You will also find the latest scouting reports from our agronomy department to keep you on top of what's happening in our area fields. One of the added features that you will notice is the ability to download contracts from our agronomy and energy departments. When contracts

are available, you can simply go on our website, download a form, then either mail, fax, e-mail, or stop by with your completed contract. Also be sure to check out our Hardware and Lumber page, where you can find Bargain of the Month items, as well as helpful project tips.

Another feature that our website has is the ability for customers to log in and check their current account information. New users can find a registration link in the User Login box location on the left-hand side of our site. Here, you simply enter in your customer number, address, and e-mail information, along with a username and password. Then, you will be able to view any outstanding balances from any of our departments 24/7.

Be sure to check out [www.countryprideservices.com](http://www.countryprideservices.com) today and visit back often for news and contract updates. If you have any suggestions for our website, send an e-mail to [jhuber@countryprideservices.com](mailto:jhuber@countryprideservices.com)





144 9th Street  
Bingham Lake MN, 56118



## **ACCESS YOUR ACCOUNT INFORMATION ON-LINE**

**WITH OUR REDESIGNED WEBSITE, YOU HAVE THE OPTION OF CHECKING YOUR ACCOUNT BALANCES ON-LINE.**

- 1. GO TO [WWW.COUNTRYPRIDESERVICES.COM](http://WWW.COUNTRYPRIDESERVICES.COM)**
- 2. CREATE A USERNAME AND PASSWORD BY CLICKING THE REGISTRATION LINK IN THE USER LOGIN BOX ON THE LEFT-HAND SIDE OF OUR SITE**
- 3. WHEN REGESITERED, ENTER YOUR USERNAME AND PASSWORD IN THE LOGIN AREA**
- 4. BE ABLE TO ACCESS YOUR ACCOUNT BALANCES 24/7**

**IT'S THAT SIMPLE!**