

### *In this Issue:*

#### **Managers Report**

Words from Kevin

#### **Agronomy News**

Micronutrients

New Herbicides

#### **Country Pride Mt. Lake**

Ice Dam Danger

Energy Credits

#### **Country Pride Windom**

C-Store Services

Updates in Tire Repair

#### **Energy News**

Changes to Come this Spring

#### **2010 Board Candidates**

### *Country Pride Services Annual Meeting*

Monday March 15th, 2010

1:30 P.M.

First United Methodist Church,  
Windom MN

Notice is hereby given that there will be an annual meeting of the members of the Country Pride Services Cooperative (A Minnesota Cooperative Association)

1. To review previous years financial performance.
2. Election of three (3) directors.
3. To transact any and all other business which may come before the meeting.

Tom Fast, Secretary  
Country Pride Services Coop  
Fulda Hwy 59 South  
Mt. Lake 1130 Third Ave  
Windom 251 First Ave  
Bingham Lake 144 9th Street

Thanks for the month of November! Without it, I'm not sure your Cooperative would have had a successful year. You will need to attend the Annual meeting on March 15<sup>th</sup> at the Methodist Church in Windom to find out the results, the meeting starts at 1:30 in the afternoon. I will tell you however that we will be distributing \$448,976 in dividend checks and that should be reason enough to attend the meeting. In keeping with the Boards philosophy on the distribution of earnings, in 2007 and 2008 your Cooperative returned respectively 91.9 % and 76.6 % of total net savings.

I am pleased to report that after 6 years and 99 days the note on the fertilizer warehouse in Bingham Lake was paid in full. Our goal was to have it paid off in 7 years; we had a 10 year note on the facility.

With the increase of Biofuels from 2% to 5% this fall the producers in the State of Minnesota were having all kinds of issues. The issues ranged from plugged tank and fuel filters to gelling of tractors and combines. Our neighboring States are not having the issues that Minnesota is having because they are not mandated to the 5% level of Bio. CHS has been working with the State and are trying to get this issue resolved.

We have two employees that have informed us that they will be retiring sometime this spring, Wayne Sandbo and Merv Rempel. When you see them in the next few months wish them well and thank them for their many years of service to the Cooperative.

As always I would like to thank the patrons for their continued support and the employees and board members for all their hard work and dedication to the Cooperative. Without each and everyone's efforts the positive results that we are able to obtain each year would not be possible.

Till next time,  
Kevin

### **From The Manager's Desk**



Kevin Jackson - General Manager

### **4th Annual**

### **Arctic Cat Prowler Giveaway**



**Country Pride Agronomy Division will once again be giving away an Arctic Cat Utility Vehicle this Summer. This years Model is a brand new 2010 Prowler XTX 700. Every \$10,000 of agronomy purchases during the current growing season will give you a ticket towards the drawing to be held in Bingham Lake later this summer. If you have any questions regarding the giveaway feel free to call the Agronomy Dept. at 831-4580 or 425-2553.**

At the time I am writing this newsletter the snow is falling and everything is covered in a sea of white. Being the winter time enthusiasts that my oldest son Jeff and I are, we have enjoyed ourselves snowmobiling and just the snow in general. But, as most of you would agree, warmer weather and spring would be a welcome change.

Because the snow has prevented the frost from penetrating into the ground like most winters, it's entirely possible we may get in the field sooner than we think. That may sound very optimistic, but I think it is realistic as well.

With that thought in mind I want to remind everyone of the 5 P's. **P**rior **P**lanning **P**revents **P**oor **P**erformance. Now is the time to plan ahead for spring. We all know that locking in your input

needs not only helps us, but also helps you set your margins needed to keep your farming operation profitable by giving you the best price possible. Our staff in Bingham Lake and Fulda will help you put together a program that fits your operation.

This year we will be giving away a 2010 Arctic Cat Prowler XTX 700 this summer. Every \$10,000 of agronomy purchases gets you a chance to win this popular UTV. For more details contact one of our sales agronomists in Bingham Lake or Fulda.

Here are some facts and figures. From 2005 thru 2009 the cash patronage that growers received on dry fertilizer averaged \$10.20/ ton while NH<sub>3</sub> returned an average of \$13.50/ton back to you the grower. This is cash back to you on top

of the general equity retirement payment you receive every year! Our current customers realize this value. So to potential new customers I ask, "Is your current supplier returning these kinds of rates back to your operation?"

In closing I want to thank everyone for their past business and I look forward to doing business with you again this year. It is our vision "to be the first choice of our customers and employees." Our mission is "taking pride in building relationships through our people and services."



**Eric Wright - Agronomy Manager**

## Agronomy Department - Fulda

### Is Tissue Sampling Necessary?

As growers strive to achieve higher yields, not only is soil sampling important to determine a nutrient plan, tissue sampling can be just as important. Tissue sampling is a great indicator of corn or soybean health. This technique identifies a plant's uptake efficiency of nitrogen, phosphorus, potassium, zinc, and boron nutrients from the soil.

Area Answer Plots did extensive research with tissue sampling this year to determine whether nutrients in the soil were being taken up by the plant. These samples provided information to help determine how well the plant was utilizing nutrients applied. One of the most important nutrients to a corn plant is nitrogen. This year's tissue samples revealed that during the latter part of the season, the crop displayed nitrogen deficiency. Because nitrogen can migrate in soil, it was not a huge surprise to observe the deficiency, especially with the large amount of rainfall in 2009 in some locations.

Zinc has been a micronutrient that has gotten more and more attention over the past couple of years. Zinc is a naturally occurring element found in the soil that typically should be around 35 ppm in a tissue test. Zinc helps the

transfer of nutrients throughout the plant and helps regulate plant growth. Appropriate zinc levels are more important early on in a plant's life because a plant primarily uses energy for growth early in their lifecycle and converts that energy for fruit production near the end. The tissue testing done by the Answer Plot was conducted on Croplan seed corn that was treated with zinc. The first test, done in the second week of June, showed no deficiency however, a second test conducted the third week in July, indicated zinc levels dipped into the deficient level of 30 ppm.

Boron is another essential nutrient for corn development. Boron is the forklift in the plant. Essentially it takes the energy from the leaves and carries it to the stem of the plant so the plant can grow. Boron is not usually one of the elements that we are concerned about in a corn and soybean rotation, because it has been thought there has been enough in the soil to meet the crop's needs. The tissue samples in the Answer Plot showed evidence that additional boron could perhaps prove beneficial. Boron is also mobile in the soil and cannot be applied with the starter fertilizer because of seed toxicity. One way we can apply boron is by

foliar feeding the corn plant with a product called Max-in Ultra ZMB that includes 4% zinc, 3% manganese, and .1% boron.

In addition to zinc and boron levels, consideration of phosphorous and potassium levels in the tissues are also important. As Industry continues to seek increased yields, it is important to continue not only utilizing tissue sampling, but using that data to correct the appropriate deficiencies.

In summary, tissue samples can be a way to increase yields by identifying deficiencies and correcting them in your crop. There are many products out on the market to help with your micronutrient needs and we can help you choose which one would be the best option for you. Country Pride is committed to helping you increase yields in both your corn and soybean crops.



**Doug Clarke-Agronomist**

**Herbicide Programs in 2010**

Today's herbicide programs in corn and soybeans have evolved just as traits have evolved in the hybrids that we plant today. Probably the biggest change was seen in the '90's when growers had the option of pressing the "easy button" in their herbicide programs when Roundup Ready crops were introduced, allowing a grower to spray one herbicide on all of his/her crops. Fields across the Midwest could be rid of weeds with one pass of the spray rig, rather than using a combination of herbicides like Marksman and Lasso and hoping it would provide OK control. As Roundup is still the most commonly used herbicide today, area growers are facing the issue of Roundup or "glyphosate" tolerant weeds in their fields. Using a herbicide with the same mode of action year after year to control weeds is a recipe for disaster, as it is very easy for a "hard to control" weed to build resistance. The most common weed that escapes control from glyphosate in our area is waterhemp. The growers that have these resistance issues have had to increase their rate of glyphosate to an uneconomical level while still only getting mediocre control. While glyphosate is still one of the easiest chemicals to use, growers need to start looking at adding different chemistries to

their herbicide programs if they want to overcome herbicide weed resistance issues in their fields.

There are many new options out in the marketplace when it comes to corn herbicide programs. Choosing the right one involves identifying your troublesome weeds in the field. The BASF company offers a new pre-emerge option this year, Integrity, which comes out of their new Kixor family of herbicides. Integrity is a mixture of the active ingredient Kixor and BASF Outlook chemistry. This herbicide provides great residual control of many broadleaves such as giant ragweed and velvetleaf and is a low use rate herbicide. For growers who want one pass control of weeds when spraying glyphosate, the Bayer company introduced a new herbicide called Capreno. This herbicide combines the great broadleaf control of Laudis with an ALS chemistry, which gives it better grass control. Syngenta also has a new tank mix partner for glyphosate this year called Callisto Xtra. This formulation brings the superior broadleaf control of Callsito that has the added benefit of grass control from atrazine to provide two modes of action in the field.

2010 brings some new herbicide options in the soybean market as well. BASF introduced Optill as part of their

Kixor family of chemicals. This formulation includes the new Kixor chemistry along with a full rate of BASF's Pursuit. This is strictly a pre-emerge herbicide, but has shown great control of broadleaves around area plots last summer. Syngenta also released a new herbicide formulation called Flexstar GT, to combat glyphosate resistant weeds in soybeans. This product is intended to replace the first pass of glyphosate in a two pass program. This formulation includes the active ingredient of Flexstar as well as glyphosate to give the grower two modes of action when controlling weeds.

For glyphosate to be a viable option in the future, growers need to start thinking about using herbicides with different modes of action in their cropping rotation. This year offers several new herbicide options for growers who are looking to change up their herbicide program. Your local Country Pride agronomist can help you sort through the new and old chemistries of herbicides to find to the best option for your operation.

**Jarred Huber  
Agronomist**



**Country Pride True Value - Mountain Lake**

**The Problem of Ice Dams**



An ice dam is a formation of ice at the edge of a roof which prevents melting snow (water) from draining off the roof. The water that backs up behind the dam can leak into a home and cause damage to walls, ceilings, insulation etc.

Removing the snow from the roof eliminates one of the ingredients necessary

for the formation of ice dams. However, long term action is necessary to prevent future problems. Making ceilings air tight to prevent warm moist air from escaping into the attic is your first priority. Then increase the ceiling /roof insulation to cut down on heat loss by conduction. Also having adequate roof/attic ventilation helps to maintain uniform roof temperatures which can eliminate the possibility of ice damming. Keep in mind wet insulation and drywall can result in the formation of mold and mildew and should be dealt with properly.

For answers to questions regarding insulation, ventilation or any building related issue, please stop in or call Russ or Rich, the experts in our Lumber/Building Material Department. Call 427-2333.

**Country Pride True Value has a high volume output fiberglass/cellulose insulation blower available for your use.**



Remember the tax credits for energy efficient home improvements are available through 2010 and result in a 30% credit up to \$1500 for existing homes. Windows, doors, insulation, central A/C, furnaces and boilers are just some of the improvements which are eligible. Call 427-2333 for more information.

With a new growing season brings many unknowns like they do every year; what will the weather do? Will my seed choice be correct for the year? Did I make the right fertilizer choice? These are all valid concerns and every farmer faces them. A successful grower once told me he wanted to grow a solid and profitable crop year in and year out; not just grow a crop using the cheapest practices possible. Coming from a family farm myself, I know that it isn't always easy to sit down and come up with a crop plan that will address all of these issues and do it in a confident and cost effective manner. Here are a few tips from a cooperative agronomist who becomes one of you when I leave the office.

**Seed Selection:** Never put all of your eggs in one basket. This doesn't mean that you have to buy from twenty different companies to do this. Spread your corn and soybean varieties across a range of maturities and genetic combinations to try to hit a general average. Sometimes varieties should have been all early or all late but hindsight is always 20/20. Once you realize that it is impossible to hit a home run every year you will feel much better.

**Fertilizer rates:** Put on what the crop takes off at the very least. Not long ago, corn yields topped out at 150 to 175 bushels per acre. Today, 190 to 225 bushel corn is not uncommon and as such the nutrients it needs have increased. If yield consistency is a problem, I would recommend Grid Sampling to pinpoint variability in a field and get the fertility levels corrected. It should be noted that for 180 bushel corn and 50 bushel beans a phosphorous and potassium application of 100 units each is about crop removal level in our area.

**Crop Protection:** Roundup Ready crops made everyone's weed control program a lot easier. Abuse of the system, however, could make it our biggest headache. Waiting until weed resistance is at your doorstep is not the right answer. With the low cost of glyphosate this year it is easy to become distracted and just pour on more, instead of using a higher cost partner in the spray tank. However, I would strongly encourage growers to use pre emerge or tank mix products whenever possible. I know it will cost more upfront, but if weed resistance hits your farm, the cost in the end becomes far greater.

"The extras": Call them magic potions,

foo foo dusts, snake oils, or whatever. Obviously, not every item on this list will be needed or recommended on your farm. Depending on your situation, the addition of foliar feed micronutrients, fungicides, and plant growth regulators can and do increase yield to a highly profitable margin. When assessing these products on your farm, I would encourage strip trials or side by sides to evaluate the profitability of using them large scale. You will never get a bump in yield if you never try something new. Remember that!

As the crop season looms closer, take a minute to go over your game plan and make sure everything is in check. It is much easier to get the little details taken care of now rather than in the heat of battle. As always, feel free to contact the Country Pride Agronomists at Bingham Lake or Fulda to get the most out of your crop in 2010.

**Eric Winters  
Agronomist**



**Country Pride Convenience Store & Auto Tire Repair - Windom**

The Country Pride C-Store of Windom would like to remind our customers that we are able to fill small propane tanks and motor home tanks from 10 am to 4 pm Monday through Friday. Stop in and see Carrie or Teresa for your LP fill.



**Teresa  
Windom  
C-Store**

We are also your one stop shop for all of your hunting and fishing licenses as well. And remember, for all of your fuel and convenience needs the store is

open from 7 am to 9 pm, seven days a week.

The Windom Auto and Tire Repair Shop would like to inform the customers that we have an updated tire service truck to tackle your on farm service repairs. The new truck will help increase our efficiency and get you back in the field as soon as possible. Stop in and talk to the guys about any tire to light service needs. 831-4585. We would also like to remind area farmers that tractor and implement tire prices are slated to increase by as much as 5 percent later this spring. If any of your tires are in need of replacement, talk to the tire

shop soon to get your orders taken care of before supply or prices change.



**Justin and the new Country Pride  
Tire Service Truck**

First of all, a big thanks to all of our patrons for your patience throughout the fall drying season. It was a very interesting season with the propane inventories at the terminals, with some of them even running out during the peak of the season. We are still seeing inventory problems this winter with all of the cold weather that we have had.

There are many events going on in the world that are affecting the crude oil market. One big question is whether or not there will be sanctions on Iran which could affect supply. Depending on whether or not this happens, we could see barrels of crude drop to the \$60 a barrel range. But if Iran is sanctioned, we could see prices creep higher in 2010.

There will be some changes taking place in the Energy Department this spring. Our bulk fuels driver, Wayne Sandbo, is retiring on April 1<sup>st</sup> of this year. We are going to miss Wayne and we would like to thank him for his many years of service. Malon Thompson will be moving from propane delivery and taking over the bulk fuel truck position. Malon has had many years of experience in fuels.

Once again, thank you to all of our loyal patrons and we look forward to serving you in 2010!



**Robert Frericks Jr.**  
Energy Manager

**2010 Country Pride Board Of Director Candidates**



**Windom West District Incumbent**

Ray Elston has farmed west of Windom since 1974. His cropping rotation consists of corn and soybeans. Ray's family includes his wife Pat, his children Chad, Jeff, and Ryan. Ray has been a Country Pride board member since 1999. Ray feels that Country Pride has accomplished a lot since his joining the board and wants to see the Co-op continue to thrive in the future.



**Windom West Challenger**

Dale Bartosh has lived and farmed west of Miloma since 1969. His operation consists of corn, soybean, and hay, with some pasture that he rents out. Dale's family consists of his wife Marietta, his children Jeremy, Melissa, and Michelle. Dale also has seven grandchildren to keep him busy. If elected, Dale would take the responsibility of being on the board very seriously and he feels that the Co-op is a great system that needs to remain strong into the future.



**Mountain Lake West District Currently Running Unopposed**

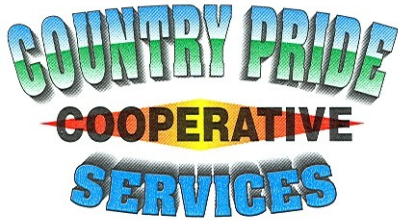
Mark Langland farms west of Mt. Lake with his brother Paul in a corn and soybean rotation. Marks family includes his wife Kris, and children Jon and Jill. Mark has served on the Country Pride Services board since 1998. Marks greatest feeling of being on the board is seeing the Co-op succeed and meeting with all of the great patrons of the Co-op.



**Mountain Lake East District Currently Running Unopposed**

Jerome Stoesz has farmed northeast of Mountain Lake raising corn and soybeans for 32 years. Jerome and his wife Marilyn have three children; Angela, Jordan, and Hannah. Jerome has been a director on the Country Pride Services board since 2004. Jerome takes a lot of pride in being a director and says that seeing the Co-op succeed is a gratifying experience.

**A special thanks to the nomination committee members for their hard work; Dean Johnson of Heron Lake, and Stanley Klassen of Windom.**



144 9th Street  
Bingham Lake MN, 56118

### ***On A Lighter Note***

An Arkansas state trooper pulled over a pickup truck on I-40. He said to the driver, "Got any ID?"

The driver asked, "Bout what?"

How do you know you're in the presence of a real Coloradan?

He carries his \$3,000 mountain bike atop his \$500 car.

What do they call 100 John Deeres circling a McDonald's in Iowa? Prom night.

What do you call an Amish guy with his hand in a horse's mouth? A mechanic.

-Source: Reader's Digest

**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!**