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OUTLOOK

SPRING 2017

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TONY BERNHARDT
ENERBASE
general manager



MAINTAINING NET SAVINGS IN A DOWN YEAR

2017 greetings from the Enerbase Cooperative Resources management and staff!

It's hard to believe that we're already into the fourth month of the year! Several decisions have been made to cultivate plans moving forward from board planning sessions, employee staff meetings along with budget and asset approvals for 2017. The board of directors and management conducted their annual planning session in conjunction with the CHS annual meeting back in December. We usually have the planning meeting in February, but had decided to have it in Minneapolis and take in two meetings at the same time and make use of the CHS staff within the planning meeting while we were there. This was proven to be very beneficial and allowed topics within the session to be discussed prior to 2017 and beyond.

2016 sales were at \$110 million vs. 2015 sales of \$153 million, which reflects a decrease of 28%. As sales were down, so were the quantity and profitability, although we maintained to provide a net savings for the year end. Fortunately we have very good assets in place as well as great employees to continue with providing the services that you require and would expect from Enerbase.

We currently live in a stressed farm market and economy. With this in mind, Enerbase/Agrabase will work diligently to stay within the budget boundaries as we have in the past. Expenses will be managed very closely as the year unfolds to gain efficiencies where we can recognize them. I believe we all realize that margins have declined which means less income as well for both your cooperative and your bottom line. This will however cycle as history has repeated itself before and it will do it again. As the year unfolds, future decisions will be considered with owner equity payouts which continue to be one of the top priorities of the cooperative.

Enerbase Cooperative Resources will continue to improve on the assets of the company as needed for growth of its business, as well as look to the future expansions that come before us.

Enerbase Cooperative Resources will continue to improve on the assets of the company as needed for growth of its business, as well as look to the future expansions that come before us. On behalf of the board of directors and the entire management staff, I sincerely would like to take this time to thank you for your business and look forward to a bright Enerbase future! ■



BRAD HAUGEBERG
CHS SUNPRAIRIE
general manager

CONTROLLING COSTS BUT MAINTAINING THE HIGHEST LEVEL OF CUSTOMER SERVICE

As I sit here writing this article, there is still a lot of snow to melt yet. I hope by the time you receive this publication we have gotten rid of most of it. It's been a challenging winter for this area in terms of keeping roads and bins sites open, as well as keeping our rail yards open. Plus, the Pacific Northwest (where a good portion of our grain goes) has experienced the worst winter in the corridors through the mountains that anyone can recall. This has placed a financial burden on the ag industry that we all could have done without.

As most of you are trying to figure out how to show a black bottom line, we in this industry have the same challenge, and so much is dependent on what happens every spring.

The ag industry is experiencing a tightening of the belt and that includes everyone that has any involvement in agriculture. We are looking at every expenditure to try and control costs during these tight times, but at the same time we are committed to giving our patrons a high level of service to make every day an efficient one this spring. That is one cost that we will not cut from our budget as this is a critical time for all of us and paves the way for the rest of the year.

I hope all of you have a SAFE spring planting season. ■





MERLIN ROUTLEDGE
DAKOTA AGRONOMY PARTNERS
board chairman



KATIE WOODBURY
CHS SUNPRAIRIE
agronomist

OUR VISION AND MISSION

As spring approaches the excitement and optimism is growing to a fever pitch to see what 2017 has in store for us on the farm. The men and women of Dakota Agronomy are also excited and ready to do their part to make 2017 another successful year.

New this year for DAP is our new agronomy center in Newburg. This 10,000 square foot warehouse and office space is a great addition for DAP and our northern producers. Stop in and take a look at our new facility and visit with the staff to see how DAP can help you succeed on your farm.

Also new for the spring of 2017 is our addition to the Ryder fertilizer plant. We doubled our capacity and added a 13-ton blender, which should speed up this plant to get our patrons in and out a lot faster than in the past.

Every year the DAP board of directors has a long range planning session to discuss future plans and opportunities to make Dakota Agronomy better and more efficient for our patrons. Many great ideas come from these sessions that we will try to implement in the future. One of those ideas was trying to simplify our patronage allocations. The thought was to just have Dakota Agronomy implement the patronage to our patrons. This by far would have been the easiest way to allocate. But as we found out the law and accounting practices do not allow LLCs to allocate patronage, so we have to continue on with the way we currently allocate. So each member will receive a patronage allocation from each owner-partner of DAP. Everyone who does business with DAP should get a dividend check from CHS SunPrairie, Enerbase,

and our new owner-partner, Border Ag & Energy. So check your patronage checks from all three coops to make sure Dakota Agronomy is listed on your statement. If not, please contact DAP and we will look into it for you.

At our long range planning session we also discussed at great length how DAP is perceived in the country and how we want to be viewed by our patrons. The way the board wants to be viewed is stated clearly in our Vision Statement, "To be the preferred supplier of products, services and expertise to agricultural producers, while maximizing returns to the owners." The way that we accomplish this vision is to make sure we are implementing our Mission Statement, "To be knowledgeable and competitive in providing technology, products and services. Partnering with agricultural producers through strong relationships, focused on adding value to the grower."

As a cooperative, if we stay focused and true to these two statements we cannot help but being successful and add value to our patron members, which is first and foremost to all of us at Dakota Agronomy.

As always we are committed as your board, to supply our management and staff the best technology and equipment to keep up with the ever-changing agriculture industry.

In closing, on behalf of Dakota Agronomy Partners I would like to wish everyone a prosperous 2017 and please be careful this spring as we all rush to get the 2017 crops growing. ■

VISION STATEMENT: To be the preferred supplier of products, services and expertise to agricultural producers, while maximizing returns to the owners.

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KEEPING YOUR FIELDS CLEAN

Greetings from the agronomy group! My name is Katie Woodbury and I have been an agronomist for CHS SunPrairie for almost three years. I went to high school in Stanley, ND and attended North Dakota State University, earning a degree in agricultural economics with a minor in animal science. My four summers during college were spent in agronomy plants learning the business. After graduating, I worked in south central ND for a year. I moved to Lignite two years ago and couldn't be happier to be back up in northwestern ND where the diversity on the farm brings a new challenge every day.

For the past several months, many of us have spent a lot of time moving snow, fighting the cold, and moving more snow. Finally this week I look outside on a February morning and see the sun shining, the snow melting, and I am reminded that spring is just around the corner. We are seeing a large increase in soybean acres in our area this year. For some this is a new experience. We know weed control is important, and with ample moisture and growing resistance

across the state keeping fields clean is becoming a priority. For those looking for information, here are some things to think about. Soybeans aren't a fan of weed competition, and putting down a pre-plant crop protection product with some residual can make a huge difference in keeping your field clean and making your in-crop roundup application more effective. Minimizing weed competition is always beneficial, and getting in the field early enough helps ensure that the weeds are hit when they are small and manageable. We have all seen how weeds can come up in several flushes during the spring. Catching them early with a pre-plant and later with Roundup is a good way to maximize plant health and yield.

We all know that the business of



Catching weeds early with a pre-plant and later with Roundup is a good way to maximize plant health and yield.

agriculture can be challenging. Yet agriculture is the business we are in. We strive to be good stewards of the land, feed the world, and to provide for our families as best we can. Good luck to everyone during spring's work and stay safe. Know that we are always here to answer questions and help with your farm needs. And as always, thank you for your business! ■



MIKE ARNESON
ENERBASE
certified energy specialist

PRODUCTS AND EQUIPMENT TO KEEP YOUR OPERATION RUNNING

DEF AND DEF EQUIPMENT

DEF (Diesel Exhaust Fluid) continues to be used in the Tier 4 engines and some prior engines. DEF is 32.5% urea and 67.5% ionized water. This fluid is injected into the exhaust system to clean up the exhaust. There is data out there that shows this product will clean the exhaust by 90%. Here at Enerbase we sell this product in 275 gallon totes, 55 gallon drums, 2.5 gallon jugs and 1 gallon jugs. We also have totes to move this product from your shop to the field. One unit we have is made by Thunder Creek and it's a 50 gallon unit which can pull product from your tote and then dispense into your equipment. This eliminates the need for a pump on the tote which is \$900. If you have any questions on DEF or the equipment give me a call.



PETROLEUM TANKS

We have a wide range of sizes of farm skid tanks available in single and double wall. These tanks come with a variety of pumps that are 12 volt or 110 volt. These are available in a week or less. Also in the 12,000 gallon and larger size we have the Meridian double wall tank with high speed submersible pumps that we can deliver in less than two weeks.

LUBE HANDLING EQUIPMENT

I know a lot of our customers have purchased our lube system on wheels with the reel and meter and really like them. We now have a unit that has two 70 gallon tanks and features pumps, reels and meters on one frame, which makes it nice to have both oils on a cart with the meter. We also continue to sell the gravity flow systems in a variety of sizes. We have these units in stock and have them ready for your use in a short time. Please give me call if I can be of any assistance, I truly appreciate your business. ■



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UPGRADING DURING THE OFFSEASON

Hello from Dakota Agronomy Partners in Ryder.

As I write this article in early March and look out the window at the light rain/snow mix falling

everything looks quiet. Ryder looks like a sleepy town from the highway, but looks can be deceiving. Over the course of the offseason there have been many changes going on in town. We are in the finishing stages of our fertilizer plant upgrade. The major components are in place and the electrical work is in progress. This plant will give us the ability to load two trucks at the same time, allowing for a quicker turn around for our growers to get back to the field. We have our 13-ton blender as before but we added two bulk product bins that we will auger either straight urea or straight S10 from. In order to use these bulk bins just pull onto the elevator scale and we will get you weighed and then pull under the augers. We will use a timer to get you close to the desired weight and then we will have to get your ticket at the scale in the elevator on your way out of town. This will be just like getting bulk small grains seed as in previous years. This fertilizer plant upgrade triples our capacity and allows us more leeway in case our train shipments don't arrive in time at the main plant in Minot. In years past this has been frustrating to our growers as well as the crew here down in Ryder. We are all looking forward to using this new plant to serve our patrons better in the years to come.

Another upgrade that we are getting is a new sprayer for our location. Our old sprayer was five years old and was getting costly to maintain and repair. With our new sprayer we look forward to less down time and being able to get across our acres in a more timely fashion. Along with our sprayer we have also rebuilt our water truck, making it more efficient to hold crop protection products and to decrease our time to reload the sprayer. We have made a few changes that allow us to move around better while we load, making it easier to reload the truck before leaving town. One final upgrade that is coming is the addition of a metered NH3 fill station at the Roseglen anhydrous plant. With this upgrade we will be able to handle the twin 1500 gallon tanks easier as well as speed up the loading process.

Finally, I would like to thank our board of directors as well as our management for investing in our infrastructure down here in Ryder and Roseglen. The investments in our sprayer and fertilizer plant, and the soybean plant a few years ago, not only make our patrons more efficient but also all of us employees down here, and it is greatly appreciated! So with that I would like to wish everyone a safe and successful spring!

Over the course of the
offseason there have
been many changes
going on in town.



MARK SCHATZ
DAKOTA AGRONOMY PARTNERS
ag sales/agronomist



congratulations

Congratulations to the Enerbase 2017 SCHOLARSHIP RECIPIENTS

Kaitlyn Peterson
Bismarck

Tate Price
Washburn

Jessica Peterson
Minot

Kimberly Kolden
Ryder

Rayson Renfrow
Minot

Garrett Aberle
Minot

Anna Zelinski
Deering

Alyssa Johansen
Ryder

Donald Goven
Turtle Lake



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THERE'S NOTHING LIKE A CHECK IN THE MAIL

By now everyone should have received their patronage checks from CHS SunPrairie. Thank you for your business during fiscal year 2016 and for your ongoing commitment to your cooperative system.

CHS shares its economic success with its cooperative and producer-owners by returning cash in the form of patronage and equity redemptions that helps them grow and contributes to rural communities. Cash distributions highlight the value the cooperative business model delivers to its stakeholders.

Over the past five fiscal years, CHS SunPrairie alone has returned more than \$19.4 million in cash to its owners. Members pay attention to patronage refunds: there is nothing like a check in the mail to remind one of the meaning of ownership! If you are doing business with us and not receiving patronage, why not? Give me a call so we can discuss qualification. It's quick and easy to get signed up!

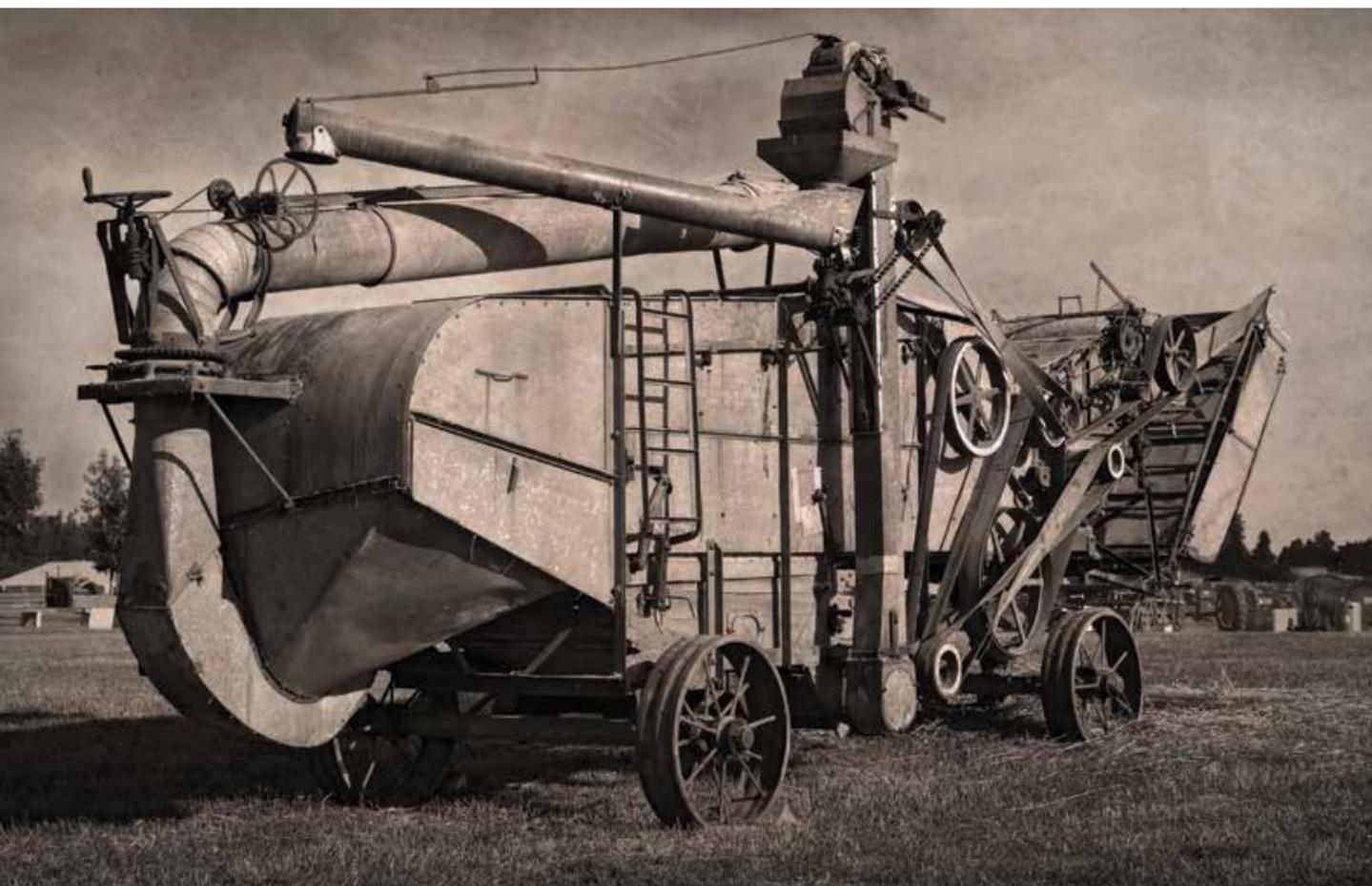
Here is a quick recap of the rates for the past five fiscal years:

PATRONAGE PAYOUT HISTORY											
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
CENTS PER BUSHEL											
Wheat	0.06	0.09	0.39	0.27	0.10	0.25	0.20	0.19	0.22	0.17	0.12
Durum	0.05	0.13	1.35	0.38	0.16	0.20	0.17	0.10	0.16	0.16	0.06
Flax	0.06	0.12	0.34	0.18	0.10	0.19	0.24	0.07	0.11	0.09	0.10
Barley	0.02	0.07	0.12	-	0.02	0.06	0.10	0.06	0.10	0.18	0.07
Sunflowers	0.20	0.72	0.62	0.38	0.10	0.09	0.29	0.35	0.60	0.41	0.35
Canola	0.05	0.14	0.45	0.28	0.26	0.16	0.31	0.16	0.21	0.26	0.16
Corn	0.01	0.04	0.002	0.002	0.002	0.01	-	0.05	0.04	0.12	0.05
Soybeans	0.09	0.02	-	0.15	0.001	0.03	-	0.19	0.32	0.20	0.13
PERCENTAGE											
Fertilizer	5.4%	4.0%	12.4%	4.8%	8.8%	6.0%	4.5%	4.8%	8.4%	5.6%	3.0%
Seed	5.6%	4.9%	11.7%	5.7%	5.3%	6.4%	4.7%	6.5%	22.4%	5.4%	2.1%
Crop Protection	11.3%	6.3%	3.6%	8.3%	16.8%	13.2%	5.4%	12.5%	9.0%	8.8%	3.5%
Feed	4.5%	5.1%	10.5%	7.7%	9.6%	7.7%	-	4.6%	2.8%	2.8%	3.8%
DAP	0.0%	0.0%	0.0%	2.2%	1.1%	6.3%	4.0%	3.6%	5.4%	1.7%	3.1%

Dakota Agronomy Partners patrons receive their patronage from the three partners: CHS SunPrairie, Enerbase and Border Ag & Energy. The activity will be total DAP activity at the owner's percentage. At the end of fiscal year 2016, CHS SunPrairie was 39.25%, Enerbase 39.25%, and Souris River Coop (now Border Ag & Energy) 21.5%. CHS SunPrairie pays out in February so you should have already received it. You can expect Enerbase's portion in September, and Border Ag & Energy in December. PLEASE NOTE: In order to receive full patronage for DAP, you have to fill out each partner's patronage form. If you have any questions, do not hesitate to call. ■



MIKE BENJAMIN
DAKOTA AGRONOMY PARTNERS
agronomy sales manager



TECHNOLOGY AND SCIENTIFIC ADVANCEMENTS SHOULD BE LEARNED ABOUT, NOT FEARED

After working in the Ag industry for the past 23 years, I find myself often thinking about how so much has changed just in my small amount of time in the industry. From mostly single-axle trucks hauling the crop to town, to how long it took us to dump a truck. Today, most farms have semi's and the speed of dumping a truck is unbelievable. I find that sometimes technology can be a pain for some of us, or maybe it's our unwillingness to change. The one thing I know for sure is if you're willing to take the time and learn how to use it, the benefits are numerous.

In the 1830s, 40s and 50s when pioneers first settled the Midwest's rich prairie lands, most farms were just 80 acres. That was as much land as most pioneer farmers could take care of. By 1900 many farms were larger than 80 acres, and most farming was done with simple machines and horses.

In the early 20th century, farms were more diverse than today. Most farmers raised a lot of different crops and

cared for many varied animals. Farmers planted corn, oats, wheat and barley, and raised cattle and hogs. Women planted large gardens of potatoes, carrots, lettuce, pumpkins, beans and radishes. They also cared for chickens and sold eggs.

Throughout the 20th century, as machinery developed, farms began to grow bigger. As they got bigger, they also tended to become less diverse and concentrated on the higher-demand crops like corn, soybeans and wheat. By doing this they became more efficient. Others raised hogs or cattle with some field crops.

As farms grew larger, many farmers moved off the farms their grandparents once occupied, taking up residence in nearby communities. Today, the countryside is dotted with abandoned farmsteads and buildings that once held crops and provided shelter for animals. Where a lot of farmhouses once stood, the land is now cultivated for crops.

When we look at the advances in genetics and the crop protection products used for weed control and plant health,

it's pretty amazing just how far we have come. Along with the changes in the crops, the technological advances are tremendous. From Precision Ag to the fact that a combine can actually drive itself and give you real time data showing you how a crop is yielding and mapping it out, telling you what areas are more productive and those that are less, these advances help make decisions on where to invest more inputs, helping you maximize your investment. Who would have thought all of these could really happen when we were kids watching the Jetsons or Lost in Space.

Today many farms are growing in size because of increased efficiency and the size of equipment. Modern advances have made it a lot easier to get more done in less time, therefore giving farmers more time to cover more acres. Farmers are able to produce more food with the land they have compared to 40 years ago, and those advances seem to keep growing more and more each year with the advances in genetics and the use of herbicides to help with weed control. This allows food to be more available and economical for all areas of the world. Farmers are truly feeding the world!

I think there is a lot of misconception out in the world of how farming practices and technology are viewed by people not involved in the agriculture industry. It wasn't that way back in the old days because everyone, at some point in their life, has some tie to farming. Basic knowledge of farming was very common. Today that just isn't the case. Most non-agricultural people are not aware of how farmers raise crops and livestock to feed the world. The biggest disconnect I see comes from technology unfortunately. Today everyone has access to the internet, and whenever they have a question they can just ask Siri. Well for every question you could have a thousand answers or opinions, some being fact and many others being a misinformed opinion from people not getting the facts. Those of us in the ag industry and farming communities need to help educate the rest about the modern farming practices used today and how safe the products are that we use. Technology and scientific advancements need to be learned about, not feared. The media and the internet can make things seem scary, when in reality they are not.

If we are going to continue to grow and feed the world we must embrace these technologies and show the world the benefits of advancements like GMO's. We also need continue to educate the consumer with facts and give people the knowledge to understand the benefits of modern advances. A good resource is www.gmoanswers.com with factual information.

One thing that has not changed in the ag industry and on family farms today is the fact that farmers and their families work very hard to bring safe, healthy and affordable food to the dinner plate, while also being good stewards of the land. ■



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JEFF GEINERT
ENERBASE
ag sales/agronomist



INTELLIGENT PEOPLE, EQUALLY INFORMED, SELDOM DISAGREE

A friend recently said to me, "Everyone has a crazy cousin who lives in California." One that accepts every counterculture movement and embraces every new fad topic as fact. They are wary of gluten, high fructose corn syrup, GMO crops, preservatives, BST milk production, pesticides and commercial fertilizers. And they only eat eggs from free range chickens, if they were not already on a vegan diet. They do not know why these products are bad, but they keep hearing and reading that they are. With that being said, the general public is increasingly concerned about the safety of our food supply. The widespread use of the internet and social media accelerates the speed of distribution of questionable conclusions, misinformation and scare tactics. We need to have an answer when our brothers, sisters, children, grandchildren or friends ask us, "Is food produced using pesticides and fertilizers safe?" Or, "Are GMO-produced foods bad for us and the environment?"

The tools we use in modern food and fiber production are science-based solutions to real world problems. Therefore, facts are our best friend. Below are just a couple of responses that are simple, factual and may help the skeptic understand a little better.

ORGANIC PLANT FOOD (MANURE/ETC.) VS. COMMERCIAL FERTILIZER

Nearly everyone outside of agriculture is surprised to learn that plants do NOT use nutrients in the organic form, but rather the inorganic form such as nitrate nitrogen and the ammonium ion. Soil microbes convert organic materials to the inorganic form so plants can utilize them. These forms of plant food are the same as, or very similar to, the materials we apply as commercial fertilizer.

GMO/BIOTECHNOLOGY

The term "Genetically Modified Organism" may sound scary and is easily misrepresented to alarm people. A simple, but factual explanation, can go a long way. BT corn resistant to European corn borer developed through



biotechnology has been with us for 20 years. So what is GMO or BT corn? BT stands for Bacillus Thuringiensis. It is a naturally-occurring soil bacteria that secretes a protein crystal to protect itself from other soil microbes that may attack it. When a gene from this naturally-occurring soil bacteria is genetically inserted into a corn plant, the corn plant produces its own protein to protect itself against certain insect pests.

Another false claim we hear is that GMO crops have never been tested for safety. Nothing could be further from the truth. The USDA conducts mandatory reviews on all GMOs to prove they are safe to grow. The EPA also conducts mandatory reviews of GMOs that contain a trait related to "regulated articles" such as being resistant to insects or herbicide tolerant to prove GMOs are safe for the environment. The FDA conducts a voluntary review to prove GMOs are safe to eat as well. Here are a few websites/podcasts that have useful information:

- gmoanswers.com
- geneticliteracyproject.org
- [the food dialogues](#)
- [talking biotech podcast](#)
- [shark farmer podcast](#)

There is an old saying that goes, "Intelligent people, equally informed, seldom disagree!" We must be willing to inform and willing to answer the questions! ■



SHANE LESTER
DAKOTA AGRONOMY PARTNERS
newburg location manager



IT'S OFFICIAL... **WE'VE MOVED!**

In mid-February we began moving into our new warehouse and offices. Mitch Bethke, Melanie Gessner and I are getting settled in the new space. We have begun taking in seed and bulk and packaged crop protection products. It won't take us long to get the space filled up.

Not all work is done. Several items will need to be completed this spring once the ground has thawed. Most important is completion of the dirt work. While the site was well prepared prior to construction, digging of the foundations has left a mess around the building. So the finish work will have to be done around the building to bring everything up to grade. Compressors for the A/C will need to be installed along with a few other items outside. We have been busy putting up shelving and have more to do prior to the spring season. We had an open house on April 4th and enjoyed having the community tour the facility and having everyone "over for dinner."

As I write this we are in the middle of a blizzard and I am the only one in the office. Even with the wind howling outside it is extremely quiet. When all three of us are here it is quiet compared to my old office space. No compressors humming nearby. However by the time this magazine hits your mailbox we will have a full house. All offices will be filled and it won't be quite as quiet. We recently hired Blake Erickson to fill a vacant position in agronomy sales. Some of you may have met Blake while he was an intern, both in Souris and Newburg. Blake recently graduated from the University of Minnesota-Crookston. We have also hired Karissa Jensen to fill a new agronomist position. She will be developing and providing agronomy tech services to our customers.

Melanie, Mitch and I are very excited about the upcoming season and our improved ability to serve you. (I think Melanie is especially excited about the new forklift.) We are also looking forward to the new energy that Blake and Karissa will bring to DAP. ■

We are excited about our improved ability to serve you.



KAYLA BURKHART
CHS SUNPRAIRIE
grain division manager

SPRING SHOULD BE INTERESTING

What a wild winter it was, not only with weather, but also for the grain markets! Rail issues stemming from Pacific Northwest logistical nightmares, as well as strong demand for wheat and soybeans, worked to keep our basis values elevated through the winter months. A futures rally coupled with stronger basis numbers led to us seeing that golden five dollar mark on spring wheat, which spurred a lot of selling. Rail freight moving east into the domestic mills was much better than rail freight moving west, so mills became saturated with wheat and toward the end of the winter we saw values on spring wheat decline.

Moving forward, spring wheat basis could continue to stay interesting. By the time this article is published the railroads will most likely have worked out logistical issues and we will resume a normal flow of grain. However, nobody is really too excited about putting wheat in this year with new crop values hanging around the \$4.50 mark as we head into the planting months. Potential for decreased acres means there's potential for tighter supply and that could make buyers nervous about getting needs covered. Durum has the same story. Acres for durum in 2016 were massive so a drop in acres is anticipated. The question is – how much of a decline will we see? If it's only 10% or so we could still see an increase in stocks with average yields. However, if acres drop substantially we really could get into a tight supply situation. Add in quality issues and it could really be an interesting year. My advice to you – if you're a durum grower ask everyone you know about their thoughts on planting and every seed salesperson you know about how much durum seed they've sold. If nobody is putting anything in then go for it. If there's not much of a decline then maybe rethink your strategy.

Soybeans have pretty much the opposite story of spring wheat and durum. Seems as though

everybody I talk to is putting more soybeans in, and at \$10.00 futures why wouldn't you? My advice – if you're putting beans in, at least lock in your futures at these levels, because if acres go the way we think they will and we have a decent yield, we will not be seeing these price levels come harvest time. If futures cannot hang onto current levels there may be reason to think that basis levels could improve. Supply may hamper that, though, so if you've locked in your futures price lock basis closely and be in

Soybeans have pretty much the opposite story of spring wheat and durum.

contact with your buyer on what they're seeing as it could change quickly.

Sunflower acres look to drop this year in our area. If it weren't for the birds I'd suggest putting some of those in – but nobody wants to be the only one in their area with sunflowers. As of writing we do not have any hioleic contracts. It sounds like if buyers have a hioleic contract this year we can expect premiums to nusuns to be a lot smaller than they have been in the past. Flax prices look to be consistent and are holding on around the \$8.00 mark. Price will depend on soybeans and supply and I doubt the market will move much until we see planting intentions reports. New crop canola prices are attractive and I expect to see pretty consistent acres there.

Construction on our 83 Project is set to begin this spring with completion expected early 2018 so look for updates as that progresses. As always, thank you so much for your business and continued support. If you have any questions about marketing please do not hesitate to call. ■



STEPHEN WHALEN
DAKOTA AGRONOMY
precision ag specialist

RAISING YOUR HIGHS

As spring inches closer there are a lot of plans to finalize before everyone gets busy with fieldwork.

If you haven't already, now is the time to schedule fields for spring soil testing. As we all know, it seems like there is never enough time in the spring to get everything done in a timely manner; getting fields scheduled now for spring soil testing will help ensure you will receive results before you are ready to start seeding.



Variable rate fertilizing is becoming more and more popular. The variable rate and zone management maps can be as simple as mapping out saline areas in a field and creating a prescription map for fertilizer application. The prescription map allows you to shut off your fertilizer in these saline areas, ensuring that you aren't adding more salt to an already salty area of your field. These prescription maps can also help you save money on your fertilizer costs by better managing the amount of fertilizer you are putting down on each individual acre.

Variable rate seeding is also gaining more popularity. A variable rate seed map will help you better manage each acre individually. Let's use a corn grower as an example. By utilizing a variable rate seed map the grower would be able to control their population in their highly productive areas of the field and also be able to control their population on the ground that is a little tougher. The higher producing areas would be planted at a higher population, as compared to the less productive areas. A lot of our early day varieties have fixed ear cobs. A corn variety with a fixed ear can only produce so many kernels. Knowing where the more productive areas are allows you to push your population on those acres, which will lead to more plants per acre. Having more corn plants on your high producing ground will lead to more cobs, which leads to increased yield potential. The

Prescription maps can help you save money on your fertilizer costs by better managing the amount of fertilizer you are putting down on each individual acre.

areas of the field that have tougher growing conditions are where you would want decrease your plant population. Again, with these early fixed ear varieties, the cob can only produce so much. If you were to increase your population in these lower producing areas, you would most likely end up with a lot of half full cobs. By decreasing the population in your lower producing areas, you will have less plants per acre, but these plants will have better cob fill.

Spring will be here before we know it, so it's important to finalize your plans soon. Stop in and talk to the agronomists at any of our locations to get on the spring soil testing list. I am looking forward to working with more growers on better managing their acres through variable rate and prescription maps. I hope everyone has a safe spring. ■

INSIGHTS THAT TURN ONE SEED INTO MANY.



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MARLEIN AASETH
ENERBASE
hardware and parts manager



Spring is creeping up on us and we will be ready and fully stocked. We have competitive prices on everything we carry.

In the parts department we have a great line of tillage products including Dutch, McKay, Nichols and Bourgault Tillage. Please stop in and visit with Misty or me on what would work best for your tillage needs.

We have competitive prices on everything we carry from air seeder hoses and anhydrous products to Diamond Chain. Many people are not aware that we carry Diamond Chain, which is a quality, USA made product. We also carry:

- The largest stock of banjo fittings of all sizes
- LuMax products: cordless grease guns, filter wrenches, grease zerks and all sizes of funnels
- Transfer pumps: we currently have 2" and 3" Honda transfer pumps in stock
- 3,000 gallon black water tanks
- Spray trailer products
- Disc or harrow teeth

Employees of Enerbase strive to fulfill the needs our customers, whether it be with parts, machinery sales or hardware, we are here to serve you. Misty, Mike, Jeremy, Ron and I are here to help. So please stop by and let us help you get prepared for this spring. ■

YOUR PARTNER FOR **SPRING PREPARATION**

Greetings from the Enerbase hardware store and parts & machinery department. First off I would like to introduce to you our new machinery salesperson, **Jeremy Benjamin**. Jeremy joined Ron in the machinery sales department in October 2016. Prior to that he worked in our parts, hardware and petroleum departments. He has been with the company for 10 years part-time and almost two years full-time.



As you probably know, we carry many lines of equipment, some for the ranch and some for the farm. I would like to introduce you to the Kuhn Knight line of equipment. We just received the PS 150 Pro Spread Manure Spreader. This machine gets the job done! It has vertical beaters and carries 500-600 heaped cubic feet. The overlapping beaters provide a consistent 25-30 ft. spread pattern when spreading even the toughest dairy and feedlot material.

With the tough winter we had I'm sure many have a lot of fencing to do, and we have the perfect post pounder to make the job easier. The Wheatheart Heavy Hitter Plus is hard hitting and low maintenance. It has a swivel control panel with joystick hydraulic controls. It also has an adjustable hammer height to accommodate different post lengths.

Also in our line of equipment is our Degelman Pro Til, available in 26, 33 and 40 ft lengths. This beast can be pulled at 10.5 mph so you will cover a lot of ground in a short time. It is proven that it will do a better job than any other disk you've had. It works exceptionally well on sunflower and corn stalks. It is available for demo, so please come on in and check it out.

What a winter it was for most of us in central North Dakota. We have went from having no snow for many years to getting over 40" in a matter of months. That brings me to the Toro snowblowers, which is a newer line of equipment for us. Currently we carry, and have most on hand, the 724, 826, 928, 1028 Power Max two-stage snow blower models. They all have electric start, and most have lights for those late night jobs. We service what we sell, so if you are having problems with your Toro machine, give us a call and we sure can help you out.

Spring is creeping up on us and we will be ready and fully stocked with your Toro lawn mowers and quality Toro parts. We carry a wide range of mowers ranging from the standard push mower to your big commercial lawn mowers. If we do not have what you're looking for, we can get it! Stop by our store just north of Minot and check out our display of Toro lawn mowers and all the products in our lawn and garden department this spring. We would love to sit down with you to figure out what would best fit your lawn and garden needs.

Stihl is a product that everyone is familiar with. Here at Enerbase we are committed to making sure you get the perfect piece of equipment to suit your individual needs. In the Stihl line we carry chainsaws, pole saws, grass/electric trimmers, backpack blowers and many parts and accessories. Stihl is known to be a great product, but like everything else, still needs that routine maintenance. We have a Stihl mechanic on hand to maintain or fix your Stihl equipment.



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CHS SUNPRAIRIE PATRONS PARTICIPATE IN CHS NEW LEADERS FORUM

Two local young producers learned how they can play a crucial role in helping agriculture and the cooperative system thrive during the CHS New Leaders Forum, hosted by CHS Inc.

Trent and LyNelle Sherven, Ryder, N.D., were among more than 100 men and women from across the U.S. and Canada nominated to participate in the program held Nov. 29- Dec. 2, 2016, in conjunction with the CHS Annual Meeting. The participants represented CHS SunPrairie.

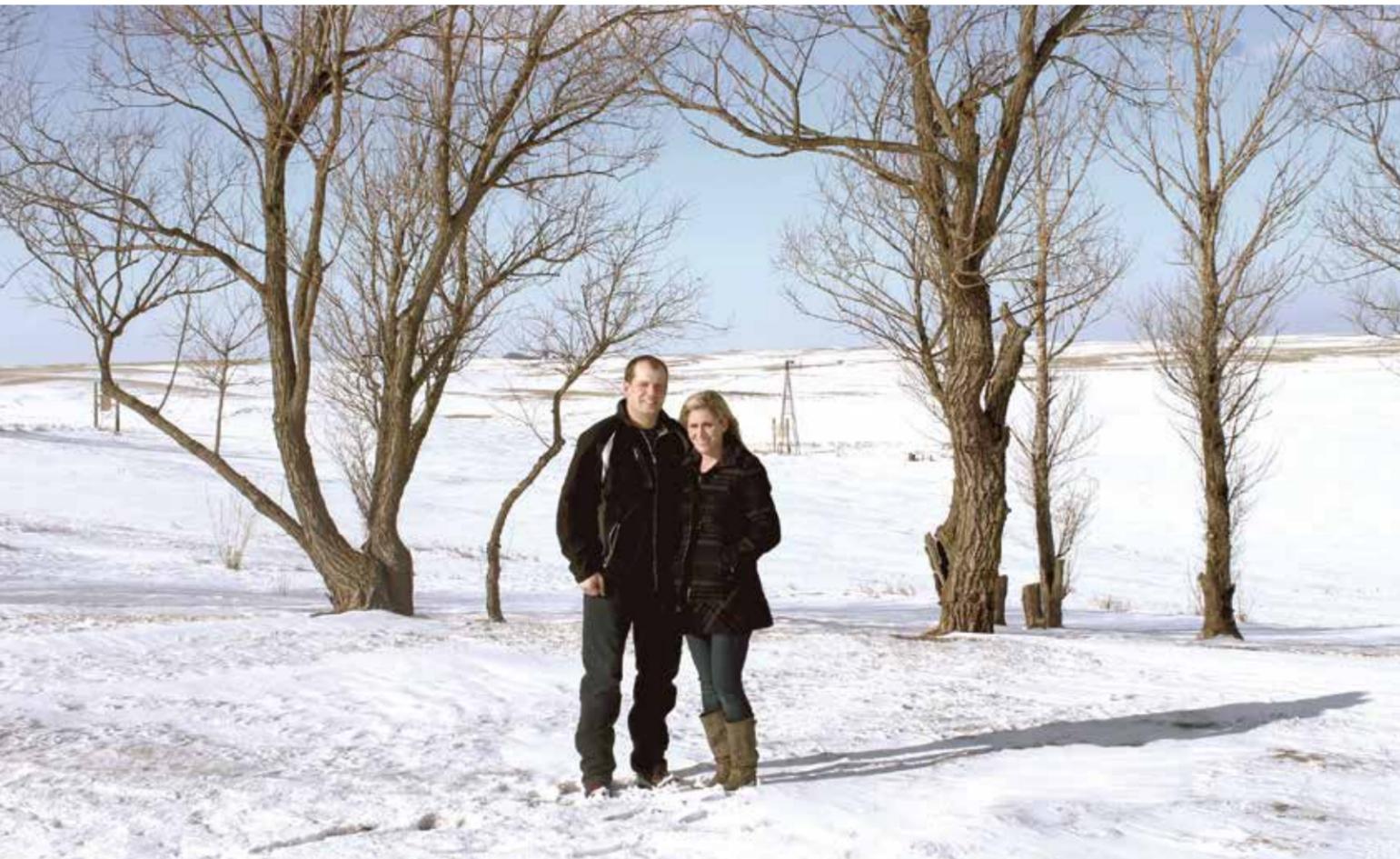
During the event, attendees explored more about the cooperative system, cooperative board leadership and succession planning. They also developed advocacy skills by participating in discussions on the issues and challenges facing cooperatives, agriculture and rural America.

The New Leaders Forum featured networking events with the CHS Board of Directors, management and employees which

encouraged participants to voice their opinions on how CHS should evolve to best serve farmers for the future. Following the program attendees joined more than 2,000 CHS owners for the 2016 CHS Annual Meeting, which included agricultural-related educational sessions about the essential insights necessary to move forward in agriculture.

The Shervens started farming in 2007 in the Ryder area. They grow mainly durum, sunflowers, soybeans and spring wheat. Trent has been on the CHS SunPrairie board of directors since 2014 and is also on the Ryder township board. ■

Attendees explored more about the cooperative system, cooperative board leadership and succession planning.



CHARLIE SCHESTLER
ENERBASE
Service Center Manager



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Our service center also offers oil changes in passenger vehicles and semis using high-quality cenex lubricants. There is easy access in and out of our facility so you don't have to maneuver around traffic and other vehicles.



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