



Co-op Elevator Association
HARTLEY - OCHEYEDAN - SIBLEY - HARRIS

Celebrates



Committed to Excellence in Agriculture

NOTES FROM THE GENERAL MANAGER *by Rob Jacobs*

FOCUS FOR A NEW YEAR



With the first quarter of our fiscal year already completed I would like to bring you up to date on your cooperative.

Merrith Wilson completed our audit of the 2008-2009 fiscal year and we presented our results

at our annual meeting November 21st. The results of the past year were very good with CEA posting record returns for our patron members. The Board of Directors voted to allocate over 3.1 million dollars of Patronage refunds to our members with over \$930,000 being paid in cash. These strong returns and our continued commitment to strengthening our balance sheet remains our focus for your company.

The current fiscal year has started off pretty well. Despite a delayed harvest CEA saw very good grain receipts and our agronomy season went well. Thank you for your patience during the push of the harvest rush.

We also finished and filled our new 4000 ton 32% tank in Harris. We will be completing the batching system within the next month and should be ready to go for the spring.

Another project we are currently looking at is a new dump pit, leg and grain storage at our Lake Park location. We did send out a letter in regards to interest in Condo Storage and have received positive feedback from our customers. Management and the Board of Directors hope to have a decision made by the end of January. If you have interest in owning any Condo Storage please contact me or any of our location managers.

This fall and early winter has presented some real challenges for our customers and employees. I would like to THANK everyone who has helped us through the past 4 months. Your dedication and persistence is greatly appreciated. That is why it is a pleasure to work with all the customers and employees of CEA. I would also like to personally thank Denny Hout, Mike Kleave and Gary Dagel for all their years of service to the patrons of Ocheyean, Lake Park and Sibley. Mike retired September 1st and Denny and Gary retired around the first of the year. I wish Denny, Mike, Gary and their families the very best in the future.

Thank you and have a safe winter.

2010 CEA Board of Directors

left to right: Brent Tewes,
Steve Taylor,
Rob Jacobs (General
Manager) Joel Bosma.
Middle row: Mark Bremer,
Jeff Ernst, John Schmidt
and Jim Hemphill
Back row: Scott Huisenga



NEW TECHNOLOGY *by Joel Hellinga - Seed Specialist*



Have you ever wondered why we stay living in this part of the country? My Dad goes to Arizona every year during the winter and then calls me to let me know how warm it is there. I guess that gives me something to work for and look forward to as I get older.

I would like to talk about some of the new technology that has been introduced in the industry.

The most talked about new technology is Genuity Smart Stax corn. Genuity is actually the umbrella name for all of Monsanto's new technology. Smart Stax is a trait for corn that brings you three traits to fight above ground pest and three traits to fight below ground pest. It is the most complete protection that is available today. This new technology was developed jointly between the Monsanto and Dow companies by combining Yield Guard VT3 and Herculex Xtra. All Smart Stax hybrids are Roundup and Liberty tolerant.

Next we have Roundup Ready 2 Yield (RR2Y) soybeans. This technology is not the

same as some of the other so called Yield gene products on the market. This new technology is the only new YIELD technology on the market that had to be approved by the EPA. This technology was developed by finding the gene in the soybean plant that promotes yield and combining it with the Roundup resistant technology. To be offered to the farmers the new RR2Y soybeans have to be 7% to 11% better than the plot average 85% of the time. What we saw in the test plots this past fall was that they may not win every plot but they average better than the other beans when tested through out the area.

The last new technology that I would like to talk about is the Liberty Resistant soybeans. They were actually available last season but we did not sell any. We wanted to see how they performed before we sold them. We had very limited data on them even this year but from what we have seen they do warrant looking at. We have sold some in the area this year so we should have more data in the future.

For more information on any of these new products please ask any of the CEA agronomist or seed salesmen.

CEA and Land o'Lakes, Inc. Matched Funds to the Sibley-Ocheyedan, Harris Lake-Park, and Hartley-Melvin-Sanborn FFA Chapters Totaling \$5000.00



Rob Jacobs, Nichole Philipph, Sara Fenske, Emily Lorch, Betsy Brugman (FFA Advisor)



Rob Jacobs, Cody Hellinga, Lee Vellema, Randy Nicks (FFA Advisor)

LUMBER YARD *by Mike Koenecke - Lumber Yard Manager*



Greetings from Frost Bite Falls, Iowa. As we start a new year, and I freeze to the core, I can't help but ask, where's my warming Al Gore? It's time to put some thoughts together for the WINTER Newsletter. I'm wondering how many of you have snow (lots) on your roofs?

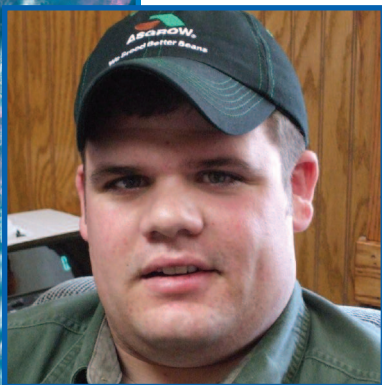
This may or may not be a problem.

The number one clue that trouble is brewing is lots of icicles hanging off the roof at the eaves and valleys (this indicates another problem of too little insulation). As snow piles up and insulates the roof, heat loss from the house starts to melt it on the bottom side. Melting snow runs down the roof under the snow, starts to freeze on the bottom edge and makes an ice dam that backs water up under the shingles and begins leaking into the insulation and from there into the ceilings, or other places. Now what do we do? Time to get out the extension ladder, and rake or shovel snow off the roof safely. Your ladder should be sized as to rated load capacity, in other words, total combined weight = person + weight of tools + weight to be carried up. Things to

watch for are length; too short, you tend to over reach; too tall, you may angle the ladder at an unsafe angle. That may cause the ladder feet to slip out. The proper method to set up a ladder is using the 4 to 1 ratio; this will get the 75 1/2 degree angle for proper set up. The easiest way to obtain this angle of setup is to set the ladder 1 foot back for every 4 feet of length to the upper support point. It seems obvious but still worth repeating: climb and descend facing the ladder. Center your weight and frame between the ladder rails. When working maintain a firm grip with at least one hand at all times and never let your belt buckle pass beyond the ladder rail so you won't lose your balance or tip the ladder. By following a few simple, easy, common sense precautions, you could be a lifelong climber, instead of one of the 136,118 people injured in ladder accidents every year. If you need any help with current or future projects, please give Mike, Brian, or Gary a call at 758-3181 or Kirk at 348-0802.

PS. There is no such thing as a dumb question, so don't be afraid to ask! If we don't have an answer, we will find one for you. May the New Year bring many blessings and, for sure, much better weather. Ready to serve you; Mike, Brian, Gary

LOOKING BACK *by Nick Meyer - Agronomy*



At this point it seems like winter will never end, but ninety days or less we will once again be back in the fields preparing the soil and planting our fields. This is a good time of the year to look back at the past growing season and see what worked and didn't work. It is a growing season we hope will not be repeated in 2010.

As we get closer to spring it is important for producers to make a plan for the 2010 growing season. Try to decide what field will be planted to what, and what chemicals, and fertilizer rates, will be used. The more planning that can be done before hand the better we can do to service all of our producers. Anytime produc-

ers have any questions on their 2010 crop plans they should feel free to contact any of the agronomy staff at all of our CEA locations. We are always ready and willing to help our customers with all of their agronomy input needs.



GRAIN MARKETING *by Matt Zeman - Grain Merchandiser*



Hard to believe we are already into year 2010, seems like we were all bracing for the 2000 millennium year not that long ago.

First I wanted to thank you for the patronage this past year. We had a very successful year at CEA and with your help it

allows our company to continue to invest in more facilities and equipment. Looking at specifically the grain side we continue to increase grain receipts and this year allowed us to pay record dividends to patrons for bushel hauled to us this past fiscal year. Also I want to thank you for hauling to us this past fall. We were very pleased with our fall receipts, although at times we had long lines and short days for drying. We appreciate your

business and your patience. As a company we ended up receiving around 2.8 million bushel more than our past four year averages combined on corn and beans. We did get the new dryer at Harris operating before fall, which when we first purchased the dryer we never in our wildest dreams ever thought we would be drying beans with it for two weeks straight before starting on the corn dryer. Needless to say an excellent year to upgrade and it worked nearly flawless.

Looking at the markets as of today on the 12th of January, the USDA just came out with their January production numbers and that put the markets into a tail spin. I included this report in this newsletter. The report gives some historical data along with their new findings.

Once again thank you for your business and look forward to seeing you in 2010.

USDA Production (in billions of bushels)

	USDA Jan 09/10	Average Trade Est.	Range of Trade Est.	USDA Dec 09/10	USDA 2008
Corn	13.151	12.819	12.500-12.996	12.921	12.101
Soybeans	3.361	3.337	3.219-3.420	3.319	2.967

USDA Yield (in billions of bushels)

	USDA Jan 09/10	Average Trade Est.	Range of Trade Est.	USDA Dec 09/10	USDA 2008
Corn	165.2	162.5	160.0-164.5	162.9	153.9
Soybeans	44.0	43.4	40.0-44.7	43.3	39.7

USDA US Grain Carryout (in billions of bushels)

	USDA Jan 09/10	Average Trade Est.	Range of Trade Est.	USDA Dec 09/10	USDA 2008
Corn	1.764	1.613	1.424-1.731	1.675	1.673
Soybeans	0.245	0.237	0.170-0.329	0.255	0.138
Wheat	0.976	0.905	0.800-0.955	0.900	0.657

December 1 Grain Stocks

	USDA	Average	Range	USDA 2008
Corn	10.934	10.663	10.130-11.390	10.078
Soybeans	2.337	2.411	2.377-2.449	2.276
Wheat	1.765	1.760	1.695-1.809	1.422



WELCOME THE NEW EMPLOYEES AT CEA



Brian Marco

has joined CEA at the Sibley location. Brian will be working in the grain and agronomy departments. Brian and Gina Marco are the parents of two sons, Andrew 11 years and Dalton age 9. They reside in Sibley and the boys attend Sibley Ocheyedan schools. Brian enjoys spending time with family, watching the boys in their sports activities and fishing. Brian says he looks forward to serving the CEA Customers.



Lee Dau

has joined CEA at the Ocheyedan location where he will be working in the grain and agronomy departments. Lee and wife, Tiffany have two sons, Michael 12 and Brandon 10. They attend the Hartley-Melvin-Sanborn Schools. Lee is a graduate of Hartley-Melvin-Sanborn and Southwest State, Marshall, Minnesota. Lee enjoys hunting, fishing and camping with the family.



Jeff Lausen

has joined the CEA Ocheyedan location. Jeff will be working in the feed mill. Jeff is married to Elisha. Elisha works for Raveling Construction in Melvin. They reside on an acreage near Sibley, Iowa. They are the parents of Rachel 16, Grant 13, Braden 11, Callie 8 and Ashlyn 5. Rachel and Grant attend Estherville schools and Braden, Callie and Ashlynn go to Central Lyon Schools. Jeff is originally from the Estherville, Iowa area. He has previously worked for Kent Feeds and New Fashion Pork. Jeff enjoys riding his Harley motorcycle, spending time with his family.

Arthur Eddy has joined CEA at the Lake Park location as an agronomist. Arthur graduated from Sibley-Ocheyedan High School and Iowa State University. Arthur enjoys hunting, and fishing and tinkering and building new things with metal or wood.



ROUNDUP PRICES *by Arthur Eddy - Agronomy*

Well, it's official winter is finally here. It's hard to believe in just a few short months it will be time to get back in the fields. But some things to consider before that time arrives are fertilizer and chemicals. The main one that I would

like to talk about is the price on Roundup. It's well under half price of what it was last year. I'm sure you all have seen the commercials and heard the radio ads.

The best deal this year would have to be Roundup WeatherMax. For the full rate it is around \$4 an acre. But that's not the best part, if you use a Harness product on your corn and Select Max on your beans you get \$4 dollars back! Also if you use WeatherMax on your corn and beans and you have to spray again they will give you \$7 dollars back. So the way it looks being that the initial price has come down and with the rewards, Roundup WeatherMax can be a pretty good deal. To discuss if this would be the right choice on your farm this year feel free to stop in and see one of our agronomists.



MANURE MANAGEMENT *by Jameson Hennings - Agronomy*



Jameson Hennings has joined CEA at the Hartley location as an Agronomist –Manure Management specialist. Jameson lives north of Hartley where he enjoys hunting, fishing, snowmobiling, being with friends and family and helping on the farm.

For those of you who may not know me, my name is Jameson Hennings. I am the son of Larry and Rebecca Hennings. I graduated in May 2009 from South Dakota State University with a degree in Agronomy. Just to tell you a few things about me, I enjoy all aspects of the outdoors whether it's working on the farm, fishing, hunting, or snowmobiling and also being with friends and family. So, there are just a few things about me, but I suppose I should say a little about what my duties are here at Coop Elevator Association.

I have taken over the Manure Management duties and working along with Chad Kunzman in Agronomy department here at CEA, located out of the Hartley location. When I first started my duties here at CEA, the 2009 harvest was well underway. As this last fall

was probably a fall no one wants to remember, most will not forget.

Just a few things to keep in mind as we get into the heart of winter even though it seems like winter has been here longer than it has with the “arctic-like” conditions. The DNR have been regulating the placing, storing, and/or spreading of animal manure on frozen ground. Though applying liquid manure over frozen ground is ILEGAL, some may have an EMERGENCY and MAY be eligible for a permit to apply LIQUID MANURE on frozen ground. If this is the case, a permit must be given by the DNR.

The applicators need to make sure they apply at least 200 feet away from a water source or at least 50 feet away if a buffer zone exists. If there any questions about anything pertaining to Manure Management or Agronomy, please feel free to call me at 712-260-5171 or 712-728-2945.

Tips for Owners of Confinement Operations and Commercial Applicators

- 1) Keep manure application records for at least 5 years.
- 2) Apply correct rate determined by manure sample or stated in Manure Management Plan
- 3) Keep grid samples up to date. (Phosphorus Index based plans must have grid samples up to date every 4 years)



HERBICIDE DECISIONS *by Don Majerus - Agronomy*



With the 2010 growing season just around the corner, growers need to be making decisions on what herbicide program that they will be using in corn and soybeans. With the low cost of RoundUp® in 2010 many growers are looking at a two shot application of

RoundUp® and not using a preplant herbicide. There are a couple of reasons that could affect yield if weeds are controlled early in the growing season. Remember

corn does not compete with weeds. One to two inch weeds can affect corn yields by as much as six to ten bushels per acre. Not only do weeds affect development of young corn plants, they take moisture and nutrients that are very important to yield. There are many pre-plant herbicides on the market today. A grower needs to take a look at what weeds he needs to control. Two products that CEA offers are SureStart® and Harness®. Both of these products offer outstanding grass control with excellent control of many broadleaf weeds. Using a pre-plant herbicide also gives you another mode of action against any weak resistance. As we get closer to spring let the agronomy staff at CEA help you with any questions. Thanks and have a very safe spring.

SHORT HARVEST TIME *by Dave Muilenburg - Sibley Location Manager*



Wow, another harvest season mostly done. Just a brief overview of fall harvest at the Sibley location is as follows. We received our first soybeans on Sept. 28, and our last ones on Nov. 27. Our average moisture on the beans received was 14.6 % moisture.

We dried about a quarter of the beans received. This was the first for us here. Our first corn received was on Nov. 4 and the last was received on Dec. 22. We almost made it until Christmas. The average moisture on the corn taken in this fall was 22% and the average test weight was 52 pounds. We dried everything we took in other than what was brought in from dryers off the farm. I figure our dryer ran roughly 800 hours this fall. This fall was unlike any other we have been through in the past. A lot of time was spent by all of us to get the job done.

No corn was put on the ground this year in Sibley. The long harvest allowed us time to get it hauled away, thanks to all the trucks.

With the quality issues on the grain this season, we

have been monitoring our grain closely to try and keep it in good condition. They tell me that 20 to 35 degrees is a good temperature to have the grain at when storing until spring. Please be sure to check your grain weekly. If you would have an interest I have the name and number of the people who sell and install heat cables for bins.

We have had some personnel changes here in Sibley, which most of you probably already know. Mike Roede has taken the agronomist position here in Sibley since early fall. Mike has been with us for 3 years after graduation from Iowa State and was doing our manure management planning. Gary Dagele has retired after 35 years of service. We will miss Gary a lot and look forward to having him help out during our busy seasons here at the elevator. Brian Marco, from Sibley, will be replacing Gary. He has helped us out in the spring and fall for a number of years and comes to us with pretty good knowledge on how our system runs. We look forward to Mike and Brian working at our location.

We have been spending a lot of time lately moving the massive amounts of snow. One of our customers told me that the forecast is “up and still” - snow up to our rears and still coming. That was pretty cute.

Thanks to all our patrons for everything.

AG-CHEM TERRA-GATOR 8204

CEA has also added a new 4 wheel variable rate floater at the Sibley location.



ON-FARM RESEARCH *by Mike Roede - Agronomy*



First off, I would like to thank the Sibley location customers for easy transition they made for me this fall. I am excited to get to know you and your farming operations better in the coming year! Jameson Hennings is now the manure management specialist for

CEA. Jameson and I will work together this coming

year as he learns the rules and regulations of manure management. The Northwest Iowa On-Farm Research projects included many area producers from Sibley. Many trials were done on corn and soybean plant populations, tillage practices and fungicides. This is very useful information to review when considering next year's crop management practices. You can pick up copies of this publication at my office. The website is <http://ofr.ag.iastate.edu/> where they have other research data and should have the 2009 data posted soon.

CEA. Jameson and I will work together this coming

HYBRIDS DECISIONS *by Dan Jacobsma - Agronomy*



Hey everyone,

First off it is great to be back at CEA, and working with all of you again. I would like to thank all of you for the warm welcome I have received upon returning to CEA, it is truly a testament of how great a place this is to work.

My new job will be to develop and coordinate the precision ag portion of our business, at first this will mean lots of time on the phone and going to meet with people about what they are using and what is working well for them. From there we will begin helping customers use the data they are collecting in the field to make better management decisions about hybrids, fertility, plant population, etc. The technology out there today is very exciting and should help CEA and its customers as we all move forward in this ever changing world of agronomy.

My office is down at the seed warehouse in Ocheyedan, stop in or give me a call.

REMODELING IN LAKE PARK *by Bob Frank - Lake Park Location Manager*



We are glad fall is over and it is looking like it is going to be a long winter with lots of snow and wind which makes it tough on livestock farmers. We want to remind everyone that feed orders can be placed through our Lake Park location and

delivered from the Hartley and Ocheyedan feed mills. We offer the usual products as in the past such as pet food, bagged feeds, softener salt, for example.

Farmers, make sure you keep close attention on the grain in bins, especially bins with the higher moisture corn in them.

We have some changes in the Lake Park location. Denny Hout retired on December 4. I will be the location manager for Lake Park. We have added a new agronomist Arthur Eddy. Matt Zeman will be in Lake Park on Monday, Wednesday and Fridays part time to help with the grain merchandising.

We are doing some remodeling here in Lake Park. Kris has moved out to the front counter, and we have made another office in the back area where Arthur Eddy will have his office.

There is a possibility that we will be offering condo storage built in Lake Park. If there is enough interest, the storage will be east of the concrete complex. CEA also plans to update and speed up the concrete complex. If you are interested in owning condo storage, please stop by and we will explain how it works. More information will be sent out later. And remember, Spring is just around the corner!

SUPPLY OF FUEL *by Jim Rohwer - Petroleum Department*



Tis the season for shovels, coveralls and #1 fuel. Fortunately we haven't had too many problems getting the fuel. Milford had it in early December but now we must go to Marshall or Clear Lake. The supply seems to be there but that could change overnight. The

price of fuel for #1 and #2 diesel was holding steady until the cold weather hit. Now it's starting to rise. Gas prices are following, unfortunately, but still is better than \$3.00 that was predicted at Christmas. CEA will be implicating a \$20.00 fuel drop charge on all orders under 100 gallons to help with fuel and truck expence. Spring is right around the corner - thank goodness.



Cooperative Elevator Association
 P.O. Box 69 • 823 Main Street
 Ocheyedan, Iowa 51354



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Winter
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CEA LOCATIONS

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 OCHEYEDAN, IA 51354**
(712) 758-3621 • FAX (712) 758-3625

**P.O. Box 69 • 1107 2nd Ave.
 SIBLEY, IA 51249**
(712) 754-2526 • FAX (712) 754-2678

**333 South Central Ave.
 HARTLEY, IA 51346**
(712) 728-2945 • FAX (712) 728-2761

**305 S. Main
 HARRIS, IA 51345**
(712) 349-2169 • FAX (712) 349-2176

**204 East Railroad Street
 LAKE PARK, IA 51347**
(712) 832-3621 • FAX (712) 832-3242

This is a list of patrons that have stock and/or stock credits here at CEA. Through the years they may have moved or passed away, so we would like to find them. . .

FIRST NAME	LAST NAME	LAST KNOWN ADDRESS
RYNDERT	DEGROOTE	PELLA, IOWA
AVIS JEAN	DICKERSON	PINE GROVE, CALIFORNIA
DR. VERN	FROST	PHOENIX, ARIZONA
DOROTHY	HELMERS	SIBLEY, IOWA
MARK	JANSMA	SIOUX FALLS, SOUTH DAKOTA
GEORGE	LUNDBERG	SPIRIT LAKE, IOWA
MARVIN	SEIVERT	
ROY	MOORE	LAKE PARK, IOWA
DELORES	MOSLEY	LAKE PARK, IOWA
GERALD	PETERSON	ROUND LAKE, MINNESOTA
ERNEST	PETERSON	LAKEFIELD, MINNESOTA
DOROTHY	RAU ESTATE	ROCK RAPIDS, IOWA
PAUL	REASONER	SNOHOMISH, WASHINGTON
JIM	RUTHER	PAGE, NEBRASKA
ERMA	SANTAGNELO	MASSILLION, OHIO
MARVIN	SASSE	
MRS. LEONARD	SCHRODER ESTATE	
HAROLD	SCHWARZ	HARLINGEN, TEXAS
RANDOLPH	SORENSEN	CREIGHTON, NEBRASKA
VIRGIL	STETTNIKS	SPIRIT LAKE, IOWA
IRVIN	UNTIEDT	ROUND LAKE, MINNESOTA
GILBERT	WALLRICH	ASHTON, IOWA
DON	ZICKEEFOOSE	LAKE PARK, IOWA

CEA has added a new service trailer that will be used for mill right work. Steve Niswander will use this at all CEA locations.

