

Special supplement to the Glencoe Advertiser & Renville County Shopper

Harvest

Days 2012



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Submitted photos

There are 80 stalls in this facility for competitor's at Roebke's Run, the Schweiss family equestrian facility located north of Fairfax in Renville County. The course is being praised as one of the most attractive in the

Midwest. According to one rider, improvements to the run have made the "course blossom."

Horses shine at Roebke's Run

By Dick Hagen
Contributing Reporter
Renville County Register

"This course is beautiful. In three short years this course has become one of the

most attractive in the Midwest. The Schweiss people have done just a splendid job."

Speaking is Steve Kath, the punctual public address voice that did the two-day

July 14 and 15 trial at Roebke's Run, the dramatic 40-acre equestrian center of the Mike and Julie Schweiss family. This show had a record 130 participants this year from five states – good evidence Roebke's

Run has indeed caught the fancy of many riders.

Kath announces each rider moving to the starting gate of the cross country event. He also gives positions of the riders as they traverse the intricate two-mile course which includes 36 jumps in both open field areas and within the beautiful timber section of the course.

"People need to recognize how lucky they are to have a show like this on grounds that are so beautiful and character rich," he noted.

Kath works for 'corporate America' in his real-life job and lives in the Twin Cities area.

"But coming out for this Roebke's Run event is a breath of fresh air."

He calls five different events this season including two more in Wisconsin prior to coming back to Roebke's Run for their Fall Trials the first weekend in October.

Zach Ketelbueter, a 22-year-old student in the University of Wisconsin Veterinary Medicine College, Madison, participated in both Roebke's Run events staged in 2011, the first year of competition on the course.



Zach Ketelbueter



Veterinarian Jennifer Selvig, Prior Lake, was astounded by the course at Roebke's Run.

Run

Turn to page 4

Run Continued from page 3

"I couldn't believe the additional and positive improvements this year," said Ketelbueter. "It's a fabulous course. Because of the challenges in our economy, it's nice to see someone who is willing to put together this sort of an event."

Ketelbueter keeps two horses at his farm stable at Belleville, Wis. and tries to fit at least one equestrian trial per month into his University schedule.

"Because I'm going into the Veterinary profession, spending time on my horse seems to just sharpen my thinking. And getting out here to the Minnesota prairie country for an event this professional is a real treat," related Ketelbueter.

Vet service if needed:

Dr. Jennifer Selvig, 31 and a veterinarian from Prior Lake, rode her 12-year-old thoroughbred Chief Magistrate in the Roebke Run horse trial. She also was available to anyone needing special attention to their horse, perhaps pertinent in view of the 90 degree weather prevailing both days.

"Horses can come up overheated after a performance run. Heat exhaustion can persist even for up to two hours after they come off the course. So keeping the horses hydrated and hosed down after their runs is important," she noted.

Normal body temp for a horse is 99 to 101 degrees but coming off the cross country course during this event, she said, horse temps could be 105, even 106 degrees.

"And that means the faster you can get them cooled off the better," related Selvig.

Her comments about Roebke's Run?

"This course has really blossomed.

This is only the third recognized event for the Schweiss family and this course easily stands up to some of the nicest courses in the country," said Selvig.

The July event was her third of the season and she plans at least five more before the season is out. She'll do events in the Chicago area and Kentucky.

And she understands the prairie commenting, "You don't often see land owners turning super good corn and soybean acres into a playground for us horse people. It absolutely is gorgeous. We love it out here."

Ann Parker, Edina, was a volunteer worker at the event because her daughter, son-in-law and granddaughter (Dave and Chris Revier and Emily) were also volunteers. She worked the show last year when there were only 70 participants compared with 130 at the 2012 event.

"It's unbelievable and very exciting. To have



Ann Parker

something of this caliber in this area is something special. We Twin Citians just can't believe how gorgeous the layout and how accommodating the Schweiss family is," said Parker.

New shoes if needed:

George Pavelek, age 62, is a Glencoe area farrier going on 38 years in the business.

He's also a regular at the Schweiss stables, especially during this two-day event when 130 horses suddenly are part of the scenario.

"Quite often after the cross country runs the shoes will loosen up so I'm pretty busy around here getting the horses ready for their Stadium Jumping or their Dressage events," said Pavelek.

He points out horses often need extra traction while doing the many jumps during the cross country run, so riders will have him screw in extra steel studs into both front and rear shoes.

Generally working with thoroughbreds averaging about 1,500 pounds, Pavelek's seeing more thoroughbred/ warmblood



George Pavelek

crosses in the equestrian world.

A warm blood is a European breed generated from crossbreeding draft horses with riding horses hundreds of years back to increase both the size and endurance of their riding horses.

"Warm bloods were the predominant horse during World War I when they were used to pull various military implements from battlefield to battlefield," he explained.

Horse shoes, perhaps like women's shoes, get changed quite often.

"About every five to six weeks horses get reshod in the summer season; seven to eight week intervals during the winter season depending upon whether the bulk of their riding is outdoors or in an indoor arena," said Pavelek. "Just like our finger nails and toe nails, a horse's foot grows, so the need for new shoes when the foot wears away faster than it regrows.

"Trimming of the feet and shoe placement is somewhat akin to the balancing and alignment of the wheels on your automobile. As the horse's foot grows, they come out of balance and thus the need for new shoes."

Pavelek said the cost is anywhere from \$150 to \$180 in an 80-mile Twin City radius, about \$80 to \$100 in 'rural' Minnesota. But take that horse to Florida and the cost would be \$250 and up.

Run

Turn to page 9



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'Animals first' is guideline for Star Thrower Farm

By Alyssa Schauer
Staff Writer

"Animals first" is the guideline Deborah and Scott Pikovsky live by when it comes to running their business, Star Thrower Farm.

Star Thrower Farm is a 100-acre farm located a few miles south of Silver Lake, on County Road 2, and is home to a few llamas and over 500 Icelandic sheep.

"The idea to run a sheep farm came to us after Scott and I were eating French sheep cheese for dinner one evening. We were at a food show in San Francisco, and I just loved the cheese, and I looked at Scott, and I said, 'we could make this,'" Deborah said.

The Pikovskys were living and working in the Twin Cities before purchasing and moving to the farm.

"The idea was to keep our corporate jobs and travel back and forth to run the farm," Deborah said.

"Well, after a couple of years, I decided to stay on the farm permanently, and at the end of August, I'll have been working on the farm full time for three years," Deborah said.

Deborah, originally from Rhode Island, was employed in the food safety industry at G&K Services. "My undergrad is in Japanese language and East Asian history, and I got my MBA (master of business administration) in marketing," she said.

"Scott continues to work on the farm and at his job in the cities. He operates Great Ciao, a high-end food distributor located in Minneapolis," Deborah said.

Great Ciao provides chefs and specialty retailers in Minnesota and around the country with artisan-produced cheese and other "hard-to-find ingredients," Deborah added.

The Pikovskys spent a few years doing research on raising and milking Icelandic sheep before purchasing the farm.

"We had vets train us to care for the sheep and we even had nutritionists help us plant the pastures," Deborah said.

The Pikovskys purchased the farm in 2007 from Chuck Jensen and planted permanent grass and legume pastures for their flock of pure Icelandic sheep.

They also planted a small orchard of fruit trees and nut trees, as well as an herb garden that supplies fresh herbs throughout the summer and dried and frozen herbs used in the winter.

The farm was a cow-dairy farm, and

the Pikovskys converted the land and the facilities before the milking parlor and creamery were opened in 2008.

"I know many people thought we were crazy for tilling up great farmland to plant grass seed, but it was for the sheep," Deborah said.

"The farm is large enough to graze the sheep and produce grass and alfalfa hay to feed the sheep in the winter," Deborah added.

"We operate the farm in a sustainable manner. The sheep naturally fertilize the pastures, and the waste water from milking and cheese-making goes back into the fields.

"The hay and the manure from the barns are composted and applied to the fields in the fall," she added.

The Pikovskys implement an "intensive rotational grazing" pattern to feed the sheep, where the sheep are moved from pasture to pasture depending on the growth of the alfalfa.

"With alfalfa and hay, the sheep can bloat," Deborah said.

She said all of the sheep are grass fed, not corn fed.

"Grass-based diets are natural and best for the sheep. We want to produce wholesome food for people," she said.

Currently, Star Thrower Farm is home to 300 lambs, 150 dairy ewes, 100 yearlings, 12 breeding rams and 10 dry ewes.

"The dairy ewes are milked twice a day, and unlike cows, we don't milk them dry, so they have some milk yet for the lambs.

"Lambing usually occurs between mid-April and the first week of May," Deborah said.

Star Thrower Farm currently employs nine milkers, most of who are local students in the area.

The farm also is home to three llamas, who act as guardians to protect the sheep.

"The llamas are out in the pastures with the sheep all year, and they help keep coyotes and eagles away," Deborah said.

She said the animal population on the farm is very diverse, with white-tailed deer, wild turkeys, pheasants, raccoons, songbirds, owls, wood duck, rabbits, field mice and squirrels.

"Coyotes and eagles are the only predators we need to be concerned with. The llamas, and the extensive high tensile electric fence have allowed us to pasture the sheep 24 hours a day," she said.

"Icelandic sheep are smart. They're very bright creatures.

They are a mountainous type, also, so they love climbing. She said the sheep can be found climbing the hay bales in the summer and snow piles in the winter.

She said the sheep on the farm are "triple purpose" animals because they not only provide rich milk for cheeses, but they produce beautiful fleece and delicious meat.

"We use the rich milk to make cheese here. We produce six different kinds of cheeses, includ-



In 2007, Scott and Deborah Pikovsky (above), purchased Chuck Jensen's farm a few miles south of Silver Lake on County Road 2 and renovated the 100 acres in order to raise sheep. Named Star Thrower Farm, the business is home to over 500 sheep, and the Pikovskys, with the help of nine workers, milk 150 dairy ewes twice daily. The sheep are kept in the pasture, where they are protected by an electric fence and three guard llamas. Below, Deborah waters Kerwyn, one of the guard llamas, who was trying to cool off in his pool during the hot summer days.



Photos by Alyssa Schauer



ing ricotta, Camembert-style cheese and Ubriaco, which is Italian for drunken. Ubriaco is an aged tomme and tommes are cheeses soaked in grape must from the production of a local port wine," she said. Must is a sweetener, freshly pressed fruit juice that contains the skins, seeds and stems of the fruit.

"This cheese is called 'Three Sheeps to the Wind,'" she laughed, "and is produced in limited quantities.

"Scott and I also invite local chefs to come and load the sheep they are taking so they get to see their product first," Deborah said. "We want to help people reconnect with the source of their food."

Icelandic sheep also produce "premium fleece," and the Pikovskys shear the sheep

twice a year and sell the wool as well. Deborah also knits using the wool, and creates many different items, such as hats, scarves, blankets and sweaters, and sells them at farmers markets in the cities.

Icelandic sheep are also known for their delicious and mildly-flavored meat, which the Pikovskys also sell to chefs and other interested retailers.

"The farm is not about us. It's about the animals. We want to challenge producers to take care of their animals," she said.

Scott, originally from Edina, met Deborah in 1978. The couple have two daughters, Sasha, 27, and Amy, 25. Amy is a law student and Sasha earned a master's degree in psychology.

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Editorial: Use Biodiesel and Improve the Air Quality on Your Farm

By **Jim Willers**,
United Soybean Board director, soybean farmer from Beaver Creek, Minn.

I know how much time I spend around diesel-powered vehicles, equipment and machinery, and I would bet that most farmers around the United States spend similar amounts. That is why I am so alarmed at the recent news from the World Health Organization and its International Agency for Research on Cancer, which now considers diesel fuel exhaust to be a carcinogen as dangerous as secondhand smoke.

Farmers and ranchers make up the third-largest category of diesel fuel users behind truck drivers and heating oil users. Since the risk of developing cancer depends on the amount of time spent around diesel exhaust, anyone who works on the farm should take note of this announcement.

Thankfully, recent clean-diesel technology has cleaned up our emissions immensely, including significantly reducing some of the elements of diesel exhaust that prove to be so damaging to our health.

For example, in 2007, engine manufacturers began adding filters to trap soot. They added technology to reduce nitrogen oxide emissions starting in 2010.

You can reduce these harmful emissions even more by using biodiesel.

Petroleum diesel exhaust contains toxic fumes that you do not get from biodiesel. Biodiesel is a cleaner-burning fuel that is made from U.S.-grown, renewable and biodegradable sources, and does not have those toxins.

Soybean oil remains the primary feedstock for U.S. biodiesel production and our soy checkoff continues to support the U.S. biodiesel industry. For example, the checkoff

funds research into biodiesel's performance, environmental and health benefits.

According to the American Lung Association of the Upper Midwest, using 100 percent biodiesel significantly reduces some of the emissions that prove harmful to our health, including:

- 67 percent drop in hydrocarbon emissions.
- 48 percent decrease in poisonous carbon monoxide.
- 47 percent reduction in particulate matter.

Additionally, the National Renewable Energy Lab says a B20 blend of biodiesel (20 percent biodiesel mixed with 80 percent petroleum diesel) drops particulate matter emissions by 25 percent in engines without clean-diesel technology and by 67 percent in engines with the new cleaner-burning attributes.

The U.S. Environmental Protection Agency (EPA) recognizes biodiesel's clean-air qualities in its regulation that requires the use of at least one billion gallons of biodiesel this year. Under this regulation, biodiesel remains the only commercially available fuel that qualifies as an Advanced Biofuel. It earned that distinction from the EPA because it reduces greenhouse-gas emissions by at least 50 percent compared with petroleum diesel.

That regulation continues to improve biodiesel availability, which could make it easier for U.S. farmers to find and use the fuel.

To find biodiesel distributors or retailers in your area, visit www.biodiesel.org. To learn more about the soy checkoff's efforts to promote biodiesel as a way of increasing demand for U.S. soybean oil, click here.

Organic farm report shows fairly strong performance last year Organic crop producers did well while dairy farmers saw more challenges

ST. PAUL, — A new report issued by the Minnesota Department of Agriculture (MDA) shows that 2011 was generally a good year for certified organic crop producers in the state, and somewhat challenging for organic dairy farms, although there was a high degree of variability across farm types and sizes.

The 2011 Minnesota Organic Farm Performance report summarizes financial data reported by 61 certified organic farmers, for both whole farm and for individual cropping and dairy enterprises. It also includes historical data for the four previous years.

For key financial measures, such as rate of return on assets, rate of return on equity, and liquidity, organic farms performed, on average, in the acceptable to strong range. Average and median net farm income were higher for crop farms in 2011 compared to 2010, but dairy profits declined, likely due in large part to feed and forage prices that climbed throughout the year.

MDA's organic program administrator, Meg Moynihan, says the report is primarily intended for organic producers and those who may be considering a transition to or-

ganic production.

"Farmers can really find it helpful to compare their farm's performance against a group of peers, to see where the farm is doing well, and where it may be falling short," said Moynihan. "Similarly, farmers thinking about going organic in the future can use the report to get an idea of what they might expect."

The MDA's systematic collection of organic farm data started in 2006 with funds provided by the USDA Risk Management Agency to reduce the cost of tuition for organic farms and is unique to Minnesota. All farms participate voluntarily and their privacy is strictly protected. The report can be viewed on the MDA website at <http://www.mda.state.mn.us/fbm>.

The farms in this report, along with several thousand other nonorganic operations, participate in farm business management education programs offered by Minnesota State Colleges and Universities. Their data is analyzed and published by the Center for Farm Financial Management at the University of Minnesota in a public database called FINBIN www.finbin.umn.edu.



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NOTE: Equipment is field ready and always shedded. Be on time, no smalls. **STEIGER:** 1983 Steiger ST-251 Cougar III, 855 Cummins, 4WD, cab, air, heat, 20 sp., 2 bank hyd., 34.5 x 32 w/duals, 5916 hr. (7) **AC TRACTORS:** 1983 AC 8070 MFWD, 3 pt., 1000 RPM, 3 bank hyd., cab, heat, air, air seat, power shift, 18.4x42 w/hub duals, 6902 hr.; 1983 AC 8050 MFWD, 3 pt., 1000 RPM, 3 bank hyd., power shift, cab, heat, air, air seat w/hub duals, 3700 hr.; 1983 AC 7020 WF, cab, heat, air, 3 pt., 3 bank hyd., 540 PTO, 18.4x38 w/hub duals, 3490 hr. 1968 AC 180 diesel, WF, 3 pt., hyd. conn., 18.4x30, 540 PTO; AC-170 gas, WF, 3 pt., 540 PTO, 2 bank hyd., 18.4x28, 4549 hr. AC WD 45, WF, 3 pt.; AC CA WF, 1585X. **COMBINE:** 1983 JD 6620 turbo, hydro, rear wheel assist, chopper, cab, heat, air w/duals, 3532 hr. **HEADS:** JD 643, 6 row 30 in. head w/GVL poly snouts; JD 920 bean head, flax, black poly reel. **FIELD EQUIPMENT:** DMI Tiger Mate 31.5 ft. w/3 bar mulch & hydros kit; White 445 Coulter chisel, 16 ft.; White 448, 7-bottom pull-type plow; Kewanee 1020, 20 ft. tandem disc w/hyd. fold; 4-section spring harrow; (7) shanks for 445 diesel. **GRAIN CART:** EZ Trail Model 500 grain cart. (7) **GRAVITY BOXES:** EZ Trail 230 w/MN Jumbo 10 wagon; EZ Trail 3400 w/P&H 2910 wagon; EZ Trail 3400 w/EZ 1074 wagon; (2) Parker 300 w/Dakon 10 Ton wagons; Killbros 350 w/JD 1065 wagon; EZ Flow 230 w/MN Jumbo 10 wagon. **AUGERS:** Feterl 10 in. PTO 52 ft.; Westfield 10 in. PTO 31 ft.; 10 in. auger 52 ft. w/hyd. unload hopper & hyd. lift; Feterl 8 in. PTO 52 ft.; (2) elec. 8 in. 8 ft. augers; hyd. 8 in. 8 ft. auger; elec. 10 HP Mule to run PTO sgl. ph., 220v; elevator leg approx. 100 ft., 12 in. x 15 in. opening. **CORN EQUIPMENT:** JD 7200 Max-Emerge 2, 12-row, 30 in. liquid fert., folding w/PTO drive, hyd. pump; AB-12-B auto batch dryer LP, stored inside; GT 570 batch dryer LP; White 378, 12-row 3 pt. cult.; JD 3 pt. 22 ft. rotary hoe; JD 8-row 3 pt. cult.; Brillion 6-row chopper, 1000 RPM; Hi-Cap #40 screener. **DRILL:** Intl. 510, 12 ft. drill, grass seeder w/flop down press wheels. (2) **TRAILERS:** Hillsboro 300 bu. tri-axle gooseneck trailer; Redi Haul 300 bu. tandem axle gooseneck trailer. **MISCELLANEOUS:** (2) 500 gal. skid tanks w/elec. pumps; 150 gal. PU tank w/elec. pump; Lorenz 2-stage 540, 8 ft. snow blower; 18.4x30 band duals; (2) 24.5x32 tires; 500 gal. poly tank; 1550 gal. poly tank; 625 gal. poly tank; 8x16 metal throw rack w/MN Big 7 wagon. **PONTOON:** 20 ft. Leisure Island pontoon w/Johnson 40 HP motor, black. See website for a complete list of all FWR auctions with photos.

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Slower economy slows horse numbers, too:

Minnesota's horse population had been continually growing, especially in the Twin City area, but Pavelek said not so the past three years.

"When the economic squeeze started three years ago, people started downsizing their horse numbers. And there are fewer brood mares bred, so there's lots less foals and we've stabilized, at least for the time being," Pavelek said.

"What's ahead? It truly depends on the economy. Non-discretionary spending is taking a bite right now."

Both men and women do farrier work. Pavelek said there are about 100 members in the Minnesota Farrier's Association and 250 to 300 total farriers in the state; the National Farrier's Association has about 4,000 members, but totally about 25,000 people are doing farrier work in the United States.

Like others he too is amazed with the growth and development of the Schweiss equestrian facility.

"This remarkable facility out here in the middle of nowhere is just phenomenal," said Pavelek. "Everyone here for the first time is just amazed to see what the facili-

ty has to offer."

Cindy Hengel, Woodland, was in the company of her 15-year-old daughter Elena who brought two horses, Beethoven and Quick Step, to the Roebke Run.

Already riding for five years, this was Elena's first eventing performance (meaning the cross country run, stadium jumping and dressage).

"Beethoven, because of his more princely look, will be doing dressage. Then Elena will switch to Quick Step for the cross country run. So this is a 'trial-by-error day' for both Elena and her horses," said Cindy.

"This is an absolutely lovely place and the facility is unbelievable. Plus they are such great hosts. You just feel fortunate to

be here."

And from a mother's perspective Cindy Hengel commented, "So much better for my daughter and I to be here than wandering around in a Twin Cities shopping mall. You learn so many life skills. I know my daughter will never forget this first-time experience."

She added, "Compared with the Twin Cities, it's a much more relaxed and calmer feeling out here and everybody's nice. You get waved to on the road; you get high-fives here in the stable from other horse folks; it's just a lovely environment." From Marshalltown, Iowa, Paul Barr professionally works as a financial advisor but he's had the horse fever since he was seven years old. His six-year old thoroughbred is named Subtle Punch and they do six or seven different events each season.

His first trip however to Renville County and Roebke's run and his quick assessment was, "It's beautiful. This is a

fantastic, unbelievable layout here in the middle of corn and soybean fields. They've done a remarkable job in putting this together."

A veteran horseman who trains in hot weather, he simply said he has to pay attention to the respiration rate of Subtle Punch and then shower him and keep him cool after his cross country run.



Paul Barr from Marshalltown, Iowa, brings a handler when he competes in events to cool down the horse immediately after an event.



Submitted photos

Cindy Hengel, Woodland, came with her daughter Elena and her two horses Quick Step and Beethoven.

Run

Turn to page 11

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Run Continued from page 9

“But most horses are conditioned to these weather conditions. Often it’s more a challenge for the rider than the horse. It’s okay for your horse to breathe hard during the event but you want to see that respiration drop within a couple of minutes after completing the run.”

Yes, it’s a bit of a chore. Barr explains you shower your horse after a run, then scrape the moisture off because moisture acts as a blanket; then you shower them again and scrape again, and then you walk your horse. That is why each rider usually has a ‘handler’ to do these details so the rider can also just relax after the run.

Warm up gets rider and horse ready:

Before the cross country run Barr said both horse and rider do warm-up jumps, both right and left turning, in the warm-up area about 30 minutes before the run.

“You gradually work up to the higher jumps in the warm-up. Your horse knows you and he are getting ready to compete. Your horse is beginning to feel the adrenalin. They then call your name; you and your horse get walked to the ‘start box’; your horse knows something is about to happen. So when you say ‘go’ you want to keep your horse in a controlled canter even though your horse is primed and ready to run.

“These are timed events so you don’t want to go too fast or too slow. You don’t have a practice run so this is the first time for both rider and horse on this particular

course. You can’t go faster than four minutes and 22 seconds without a time fault; also you lose points if slower than five minutes and 20 seconds; you’re eliminated if your time is beyond 6 minutes and 15 seconds.”

You sense Barr’s experience when he comments, “When you’re training your horse, they are going to look for a jump. Like radar they lock on these jumps and adjust their cadence accordingly. It’s unbelievable how quickly a good horse picks up the cadence his rider wants to meet the time limits of a particular cross country run.

“This is a game for the horses. It’s fun and you can tell because as they pick out the next jump their ears will prick forward. Sometimes you have to redirect them because they may have picked out a jump other than the next one in your particular run.”

Riders get to walk the course earlier. Barr said this is when you memorize the lay of the land and the jumps.

“In my mind I can then see all 18 jumps and obstacles for this particular run. The woods in the north end of this run are beautiful and add a totally new dimension. The tree shadows add somewhat of a challenge to horses.”

Jump judges and volunteers for this year’s event included: Lark Schweiss, Brook Schweiss, Keith Renner, Wade Kutz, Kelly Cross, Jaime Lewis, Emily Revier, Alex Revier, Sue Goepfert, Alex Renner, Mark Warner, Lena Warner, Betsy Jones, Brad Holden, Erin Owen, Rosemary Dixon, Marjie Newton, Laura Markhare, Rachel Holen, Anne Parker, Wanda Renner, Jan Simonsen, Paul Simonsen, Dave Revier, Tim Soukup, Chris Revier, and Maria M.



Submitted photo

Elena Hengel, 15, with her horse Beethoven.

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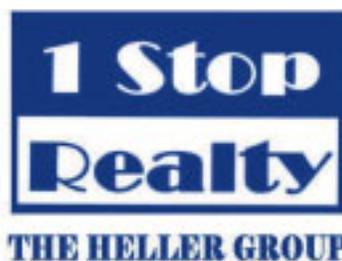
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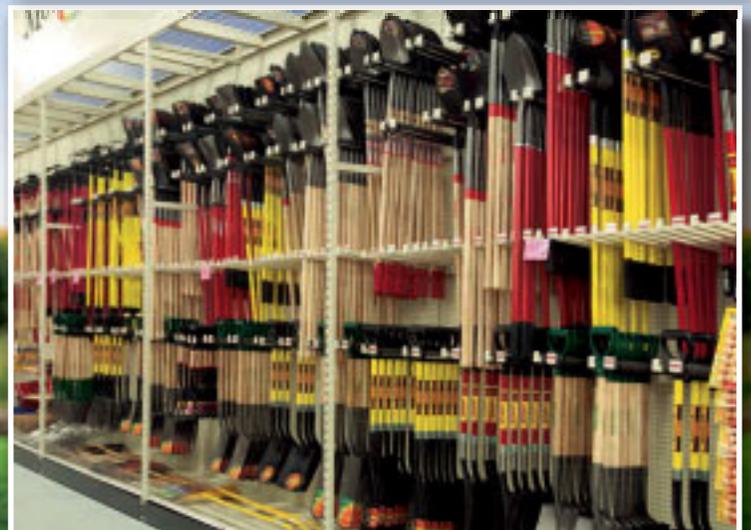
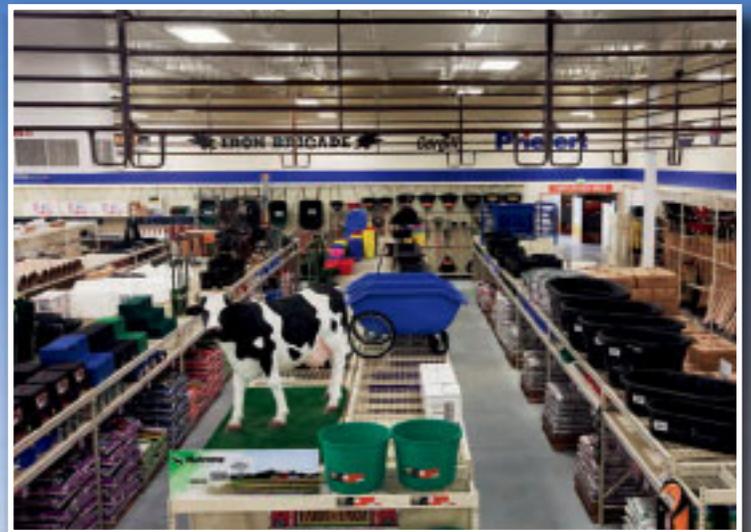
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7.3 million bushels and 8-hour loadouts

New grain terminal open in Brownton

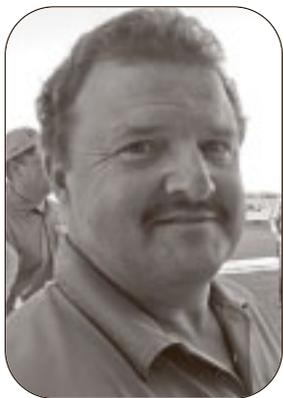
By Dick Hagen
Contributing Reporter

With 2.8 million bushels of “upright” storage capacity plus 4.5 million bushels of horizontal capacity, the incredibly big grain terminal about to open at Brownton ranks as one of the biggest single site locations in America, according to Jeff Nielsen, general manager, United Farmers Cooperative, Winthrop.

“CCC was at the site this morning and officially registered us as 7.3 million bushels total capacity,” said Nielsen in an Aug. 17 interview.

You get some idea of the scope of this project when you are told that this facility will have the capacity to load out 110-car unit trains (440,000 bushels) in less than eight hours.

Construction contract on this massive project calls for a Sept. 15 “ready date” and Nielsen feels that date would be met a week in advance.



Jeff Nielsen
General Manager

Perhaps a big question for many: in view of some drought stress, will there be enough corn to fill his facility this first harvest? Or will it take a couple years before this new location identified as United Grain Systems fits into the marketing decisions of area grain producers?

Nielsen simply responded, “If I had a crystal ball I’d gladly share the answer. The challenge got a bit bigger after our board, which initially approved a 4.3 million bushel grain handling facility, last March decided to add an additional 3 million bushels of storage.”

He explained, “Because this facility has the capability of dumping 500 to 600 trucks per 24-hour day, we did not want to run the risk of filling up in just a couple weeks. So our board agreed on an even bigger facility to accommodate deliveries over a longer harvest time frame.”

“Yes, I will be pleasantly surprised if we do fill up this year. Clearly the market right now with \$8 corn is screaming ‘get rid of it.’ So both market conditions and quality of the crop when combines start running will be key drivers on the volume we will be handling.”

He shared the flip side, suggesting they’d look a bit foolish running like crazy to get this facility built and suddenly they were turning people away because it was full.

He credits his board for being visionary about expanding its initial plans into a significantly larger facility. Nielsen indicated that because agriculture today has become such an aggressive industry, especially in the Upper Midwest, wisdom suggests always build for the future.



United Grain Systems grain terminal facility recently opened in Brownton.

With the new identity as United Grain Systems, a partnership of ADM and UFC, Nielsen is pleased with the seamless transition when Archer Daniel Midland came on board. When asked if this has been a good marriage, he responded, “I’ve been in this business for 27 years now. I’ve been involved in various partnerships. ADM has absolutely exceeded our expectations in every way as a new partner. They have done everything they said they would do. They are extremely conscientious about wanting us to run this new operation.”

“The resources they bring into this partnership are huge whether it be access to markets, their expertise in movement of volumes of grain, access to capital, etc. We’re feeling very good about this entire business package.”

Added UFC Board Chairman Kevin Lauwagie, “This new complex very well prepares us for the future. We don’t know details of the future of agriculture but we

do know change will always be with us. We as a farm cooperative need to be in a position to adapt to this future. There’s no perfect scenario out there, but we feel confident this was the thing to do.”

“We have feed, we have ethanol and now we have rail, which gives us rapid access to markets across America and overseas through three major railroad

do know change will always be with us. We as a farm cooperative need to be in a position to adapt to this future. There’s no perfect scenario out there, but we feel confident this was the thing to do.”

Grain terminal
Turn to page 14

Minnesota needs unit-train load outs

Perhaps reflecting the tremendous increase in export activity of U.S. feed grains, Bob Zelenka, executive director, Minnesota Grain & Feed Association, said Minnesota and American agriculture need more unit-train load-out terminals.

Visiting the Aug. 20 open house event of United Farmers Cooperative at its new 7.3 million bushel Brownton facility, Zelenka said, “This very much reflects the future of grain marketing in America. Efficiency is the name of the game when you’re talking millions of bushels of grain. Being able to load 110 cars in 15 hours or less and get this entire unit train to the West Coast, for example, in less than three days, is the wave of the future.”

Because grain marketing is becoming a very competitive business, there’s no assurance this new complex will be the marketing “choice” of most area farmers. But because unit train facilities provide significant cost savings to railroads, Zelenka ventured that UFC is now in a posi-

tion to get the best rates the railroads offer. “This can mean 8 to 10 cents per bushel better pricing to area producers than elevators who aren’t on rail.”

Because Minnesota appears to be the only “bright spot” in corn and soybean production this year, Zelenka anticipates Minnesota grain handlers will play a huge role in providing that grain for domestic use, for much of the ethanol industry, and for export markets. Currently, nearly 40 percent of the U.S. corn crop gets utilized for ethanol production. Simply because of “supply-and-demand” economics, he thinks that percentage will drop because many ethanol plants are cutting back on production, some shutting down entirely at least for the time being.

How many unit-train facilities in Minnesota? Obviously this huge new complex at Brownton is the latest. But perhaps surprising is the fact that Zelenka indicated there are now nearly 40 unit-train facilities in Minnesota and there will continue

to be more. “Obviously, they need some space and separation but that depends on rail access and grain production capabilities. From a railroad perspective, perhaps 30 to 40 miles distance between locations works best.”

South Central Grain and Energy, Fairfax, is just now building a unit-train loading facility for its Buffalo Lake operation, only about 20 miles west of this new Brownton complex.

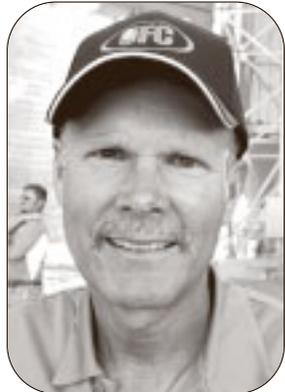
And why is “speed” so important in moving railroad grain cars in and out of elevator facilities? Demurrage is the word. It’s that somewhat volatile fee that a rail company slaps on its bill to the local elevator if/when the local elevator doesn’t get rail cars loaded out fast enough, often within that 15-hour time frame on unit trains. “It can be up to \$100 per car per day. So if you’re loading 110-120 cars that demurrage charge adds up real fast,” noted Zelenka.

Grain terminal

Continued from page 13

networks, the BNSF, the CP and the UP. This facility has three truck dumping pits. Time, especially during harvest, is always important so getting unloaded and back to your fields shouldn't be an issue."

UFC had total net earnings of \$4.8 million last year, which resulted in patronage refunds of \$1.1 million (35 percent of earnings) to its members.



Kevin Lauwagie
Board Chairman

"We've benefitted greatly from the pricing and productivity of agriculture in recent years and I believe there will be more 'golden years' ahead of us. World population keeps

growing, food demand keeps growing especially amongst third-world countries. And despite the challenges of this drought-stressed year, I think American agriculture will keep responding with more productivity," summed up Lauwagie.

Brad Berger, Gibbon/Fairfax-area farmer and UFC member attending the Aug. 20 event commented, "This is big. For the long term this certainly looks like the right move. I doubt there'll be enough



There was a ribbon cutting held recently to commemorate the opening of the new United Farmers Cooperative grain terminal facility in Brownton.

corn and soybeans to fill it up this fall, however. I'm sure they'll have a better bid because of better rates they'll be getting with this unit train capability."

ADM reports this is one of the largest partnerships of this multi-national business

corporation on a single site. "I think this terminal represents one of the highest capacity inland grain handling facilities in the country," said Nielsen. Admitting to his own bias, he concluded that it really is quite impressive.

With perfect weather, the big Aug. 20 open house at this new facility drew an estimated 3,000+ people. They were treated to wagon tours of the entire complex, plus delicious barbeque pork chop sandwiches with all the trimmings.

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Ethanol plant reopens in Buffalo Lake

**By Dick Hagen
Contributing Reporter**

He's vice president/CFO of Purified Renewable Energy, LLC, at Buffalo Lake. His name is Patrick Riggs, with an extensive background in the financial world. And he and staff (including Steve Walker, president) are in the process of completely rebuilding the old Minnesota Energy ethanol plant which was "moth balled" about four years ago.

Already operational, this redesigned facility will soon be producing 25 million gallons of ethanol plus 8,000 to 10,000 tons of distillers dried grains per year, and corn oil extract, another valuable product of the distillation process. And if EPA and the state of Minnesota can facilitate the permitting process more quickly than their usual time frame, Purified Renewable Energy, LLC, eventually will be a 35-million gallon facility.

What's driving this enthusiasm for refurbishing an old, abandoned ethanol plant, especially in the face of the current economic squeeze facing the ethanol industry?

Riggs is a good pitch man. His several years in the investment arena prepared him well for going after "new money" for the restoration and rebirth of one of Minnesota's oldest ethanol plants. Plus, he's sold on the future of renewable fuels in the American energy arena.

"Ethanol fuels are only 10 percent of the American fuel industry right now. It employs 500,000 people. It's a \$35-40 billion industry. I don't see this industry overnight being 'pen stroked' away," said Riggs. In essence, despite the political bantering of the RFS (Renewable Fuels Standard) in this contentious election year, Riggs thinks it will stay in place.

He understands the ethanol industry is in a flux right now but, because of RFS, it should have a solid future. "I've been in and out of this industry over the years. It goes through violent changes. I once wrote a report on the industry and I labeled it 'the Charles Dickens



Purified Renewable Energy, LLC, plant located in Buffalo Lake.

tale of two cities' because it sometimes reflects the best of times; sometimes the worst of times. Within the same calendar year, I've seen the best margins and the worst margins." Current price on ethanol fuel is about \$2.50 per gallon.

"Yes, we're getting established in what some would label the worst of times. But I and our board of directors know the volatile history of this industry. We know that good times will happen again. This industry the past three years has gone through a fundamental business shift. There's more intelligence, more maturity, and for certain more savvy, especially in the political arena.

Today the oil industry isn't fighting the ethanol industry and

that has huge implications.

"Yes, the government can do any stupid thing at any time. But I don't believe there is an alternative to ethanol blending right now. Yes, it could happen, but I don't know if they want to send a 500,000 employee industry into turmoil for the sake of a handful of complainers who really don't understand what they're talking about," observed Riggs.

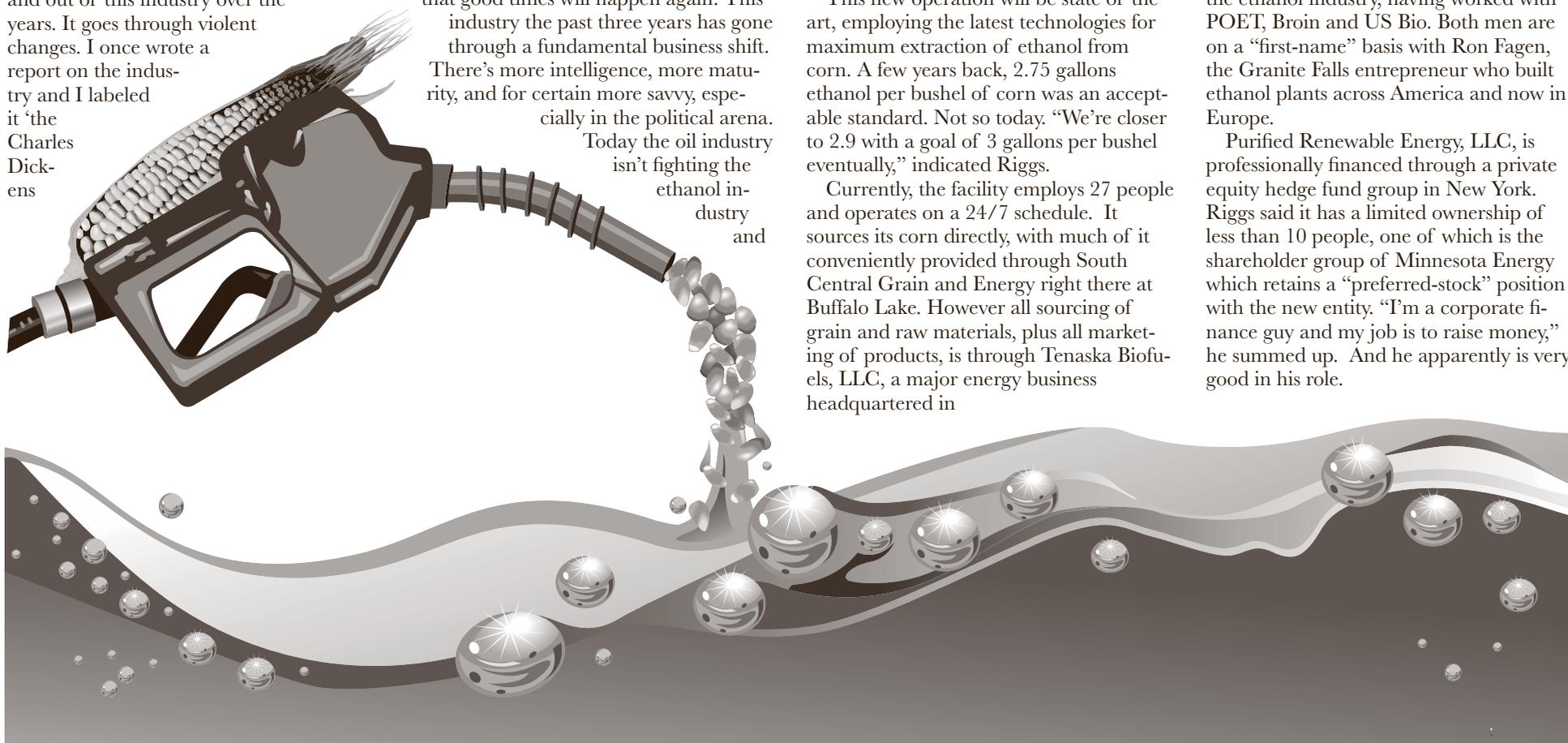
This new operation will be state of the art, employing the latest technologies for maximum extraction of ethanol from corn. A few years back, 2.75 gallons ethanol per bushel of corn was an acceptable standard. Not so today. "We're closer to 2.9 with a goal of 3 gallons per bushel eventually," indicated Riggs.

Currently, the facility employs 27 people and operates on a 24/7 schedule. It sources its corn directly, with much of it conveniently provided through South Central Grain and Energy right there at Buffalo Lake. However all sourcing of grain and raw materials, plus all marketing of products, is through Tenaska Biofuels, LLC, a major energy business headquartered in

Omaha, Neb. Riggs indicated the bulk of their DDGs (dry product) might be marketed locally since Renville County has become one of Minnesota's larger beef cattle producers.

Two plus million gallons of ethanol per month is still perhaps three months away. Lots of extraction of old equipment and replacement with new takes time. Steve Walker, president, is deep in experience in the ethanol industry, having worked with POET, Broin and US Bio. Both men are on a "first-name" basis with Ron Fagen, the Granite Falls entrepreneur who built ethanol plants across America and now in Europe.

Purified Renewable Energy, LLC, is professionally financed through a private equity hedge fund group in New York. Riggs said it has a limited ownership of less than 10 people, one of which is the shareholder group of Minnesota Energy which retains a "preferred-stock" position with the new entity. "I'm a corporate finance guy and my job is to raise money," he summed up. And he apparently is very good in his role.





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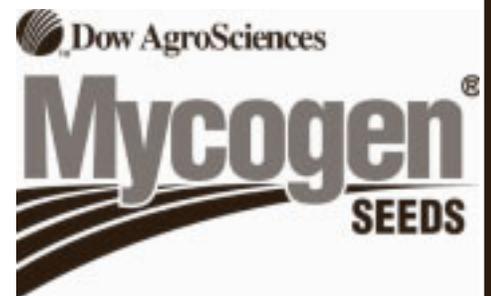
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As eye-popping as it is, up to 13 HSPF doesn't mean a whole lot on its own to the typical homeowner. Translate the jargon to help them understand that this means gentle warm air can heat the house comfortably even when temperatures dip into the teens. That's over 20 degrees colder than standard heat pumps can perform. All while sipping on cost-effective electricity.



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The Evolution Extreme heat pump system is a heating and cooling wonder — even in extreme conditions. In the winter, it can deliver on a heating capacity that keeps temps toasty even when the temperature's in the teens outside. And in the summer months when humidity can be brutal, the heat pump can deliver on high-efficiency cooling and remove mugginess even when humidity levels don't seem to subside when the setpoint is met.

EXTREME PROTECTION.

The Evolution® Extreme heat pump pushes the boundaries of what electric heating is capable of. To pull off this achievement required building with high-quality components and state-of-the-art electronics. Then, with the right pieces in place, we put the heat pump through rigorous testing in the harshest of conditions until we were absolutely certain of the durability of this year-round dynamo. Year after year.

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Whether it's heating or cooling season, the Evolution Extreme heat pump starts to pay for itself from the get-go. And as a year-round solution, this unit is saving money 'round the clock. Homeowners will see the difference in their energy bills, especially if they are going from a furnace system to an all-electric system. Because the difference between the cost to heat with gas or oil versus the cost to heat with electricity can be pretty wide.



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PAYBACK

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COMFORT

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EFFICIENCY

Delivering energy savings beyond belief in both heating and cooling.

PROTECTION

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Sacred Heart's Jeff Agre U of M's 2012 Farm Family of the Year for Renville County



Photo by Susan Williams

Mitch, Jeff and Amy Agre of Sacred Heart are the University of Minnesota's 2012 Farm Family of the Year for Renville County. Not pictured, other son Brandon.

By Susan Williams
Editor

The Jeff Agre family of Sacred Heart was selected as the University of Minnesota's 2012 Farm Family of the Year for Renville County and were recognized at both FarmFest Aug. 9 and at the Renville County Fair Aug. 16.

Throughout the farm has had livestock and raised grain. Currently, Jeff, who heads the operation, raises sugar beets, corn, soybeans and wheat. He also contracts with Seneca Foods to produce peas and sweet corn. In addition, the farm raises Holstein steers as feed cattle.

"I've knew all along I wanted to farm," said Jeff, a graduate of BDRSH.

He went to work for his father, Paul, right out of high school and while at times he held other jobs to supplement the farm income - KRP Enterprises, Gibson Trucking, Southern Minnesota Beet Sugar Cooperative - he talks as if he doesn't regret a moment.

"I like the people you deal with," Jeff said. "You're your own boss."

There are challenges, however, the greatest of which is the weather.

"But after going to Wyoming," Jeff

Agre

Turn to page 21

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MEEKER CO. FARM LAND AUCTION. 72.76 ACRES MORE
OR LESS OF PRIME MEEKER CO. FARM LAND LOCATED
IN SECTION 34, CEDAR MILLS PLAT, T-117-N, R-31-W
(LAND HAS BEEN SURVEYED!)
LAND LOCATION: CEDAR MILLS, MN
2 1/2 MILES SOUTH ON CO RD 28, 1 MILE WEST ON
110TH ST. SOUTH SIDE OF ROAD
AUCTION TO BE HELD AT:
BEST WESTERN (VICTORIAN INN & CONFERENCE CTR)
1000 HWY 7 WEST, HUTCHINSON, MN
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BIRD ISLAND, MN
THURSDAY, SEPTEMBER 13TH, 2012, 9:00 A.M.
LARGE FARM & CONSTRUCTION ESTATE AUCTION
TRACTORS, COMBINE, FARM & CONSTRUCTION EQUIP-
MENT, TRUCKS, GRAIN TRAILER, DOZERS, METAL
FABRICATION, SHOP TOOLS, VEHICLES,
IRON & MUCH MORE.
NORMAN (GUS) NOVOTNY ESTATE
DEANNE NOVOTNY, 43209 870TH AVE

STEWART, MN
MONDAY, SEPTEMBER 17TH, 2012, 7:00 P.M.
MULTI-PARCEL PRIME MCLEOD CO.
FARM LAND AUCTION 127.81 ACRES MORE OR LESS OF
PRIME FARM LAND LOCATED IN SECTION 20,
ROUND GROVE TWP, T-114-N, R-30-W
LAND HAS BEEN SURVEYED!
LAND LOCATION:
STEWART, MN: 4.5 MILES SOUTH ON MCLEOD CO RD 7
(EAST SIDE OF ROAD)
AUCTION TO BE HELD AT:
BROWNTON COMMUNITY CTR 310 2ND ST. NORTH,
BROWNTON, MN
ART & ALICE BREDE TRUST
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MONTEVIDEO, MN
FRIDAY, SEPTEMBER 21ST, 2012, 10:00 A.M.
ANTIQUE TRACTORS, GAS ENGINES, GUNS, AMMO,
LAWN & GARDEN, TOOLS, SIGNS, ANTIQUES
& COLLECTABLE ITEMS
DAVID N. HEATH ESTATE, WANDA HEATH, OWNER
CHIPPEWA COUNTY FAIRGROUNDS, SE OF
MONTEVIDEO, ON HWY. 212

MONTEVIDEO, MN
SATURDAY, SEPTEMBER 22ND, 2012, 10:00 A.M.
LARGE ANNUAL FALL INVENTORY AUCTION
SEVERAL ICE CASTLE FISH HOUSES, NEW PORTABLE
STORAGE BUILDINGS, TOOLS, FURNITURE,
NEW ICE FISHING SUPPLIES,
BRAND NEW LOW-E WINDOWS & MUCH MORE
AMERICAN SURPLUS AND MFG.
3134 EAST HWY 7, MONTEVIDEO, MN
(320) 269-5428

NISSWA, MN
TUESDAY, SEPTEMBER 25TH, 2012, 10:30 A.M.
LIVESTOCK & EQUIPMENT AUCTION
27 TOTAL SEMMENTAL BLACK ANGUS CATTLE
(COW/CALF PAIRS),
TRACTORS, FARM & HAY EQUIPMENT, TILLAGE,
GROVE MACHINERY, IRON & MISC.
CARL A. BOEDER
8670 GARDEN VIEW RD.
IN ASSOCIATION WITH: MID-AMERICAN AUCTION CO.,
INC. (320) 760-2979

ORTONVILLE, MN
THURSDAY, SEPTEMBER 27TH, 2012, 11:00 A.M.
BIG STONE CO. FARM LAND AUCTION
210 ACRES MORE OR LESS OF GOOD
FARM LAND LOCATED IN SECTION 18, AKRON TWP,
T-121-N, R-44-W. LAND HAS BEEN SURVEYED!
AUCTION TO BE HELD AT THE
ORTONVILLE COUNTRY CLUB
145 GOLF CLUB ROAD, ORTONVILLE, MN
RANDY SHELSTAD, OWNER
IN ASSOCIATION WITH: THE HARRISON CO.
BILL HARRISON (320) 760-0150
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BROOTEN/SEDAN, MN
MONDAY, OCTOBER 15TH, 2012, 1:00 P.M.
LARGE MULTI-PARCEL PRIME POPE COUNTY
FARM LAND & BUILDING SITE AUCTION
325 ACRES MORE OR LESS OF PRIME POPE CO.
FARM LAND & 13 ACRE BUILDING SITE
LOCATED IN SECTIONS 22, 26 & 27
GROVE LAKE PLAT, T-125-N, R-36-W
MANY OAK TREES, GRAIN STORAGE,
BARN & SILO, DOUBLE GARAGE,
OUTBUILDINGS, WITH LAKE VIEW
LAND HAS BEEN SURVEYED!!
PHILIP E. SICHENEDER, OWNER
AUCTION TO BE HELD AT: ATKA-DE SHACK,
500 2ND ST. BROOTEN, MN
FOR AUCTION INFORMATIONAL BOOKLETS CALL
HENSLIN AUCTIONS, INC. (320) 365-4120

PRINCETON, MN
SATURDAY, OCTOBER 20TH, 2012, 9:00 A.M.
LARGE COWBOY COLLECTIBLE AUCTION
JD 6210 2WD TRACTOR (600 HRS), LARGE
COLLECTION OF WESTERN SADDLES, STANDARD OIL
GAS TRANSPORT WAGON, BUGGY,
SEVERAL PORCELAIN SIGNS & MUCH MORE!!
AUCTION TO BE HELD AT WAYNE PIKE AUCTION CEN-
TER, 1 MILE NORTH OF PRINCETON, MN
(HEATED BUILDING)
WAYNE & MERRIDY PIKE, OWNERS
PRINCETON, MN
(812) 390-9209

BENSON, MN
TUESDAY, OCTOBER 23RD, 2012, 1:00 P.M.
MULTI-PARCEL SWIFT COUNTY LAND AUCTION
294 ACRES MORE OR LESS OF CROP LAND/CRP -
MOST ACRES OUT IN FALL OF 2012,
BUILDING SITE WITH BUILDINGS
TAR ROAD ACCESS
SIX MILE GROVE TWP, T-121-N, R-40-W
LAND LOCATION - BENSON, MN - 2 MILES WEST ON
20TH STREET, 1/2 MILE SOUTH ON 45TH AVENUE NW,
WATCH FOR HENSLIN AUCTION SIGNS
LAND HAS BEEN SURVEYED!!
BARBARA PETERSEN & ROGER PETERSEN,
OWNERS
AUCTION TO BE HELD AT THE
MCKINNEY'S RESTAURANT, BENSON, MN
IN ASSOCIATION WITH: THE HARRISON CO.
BILL HARRISON (320) 760-0150

HECTOR, MN
THURSDAY, NOVEMBER 15TH, 2012, 7:00 P.M.
PRIME RENVILLE CO. MULTI-PARCEL FARM LAND
& FARM SITE AUCTION
375 ACRES MORE OR LESS OF PRIME
FARM LAND LOCATED IN SECTIONS 8, 9 & 17,
HECTOR PLAT, T-115-N, R-32-W
(FARM SITE LOCATED IN SECTION 8)
LAND HAS BEEN SURVEYED!! LAND LOCATION:
HECTOR, MN: 2 MILES NORTH ON STATE HWY 4,
EAST & WEST SIDE OF ROAD,
AUCTION TO BE HELD AT THE
HECTOR COMMUNITY CENTER
301 MAIN ST. SOUTH
VIRGINIA RAITZ ESTATE
FOR AUCTION INFORMATIONAL BOOKLETS CALL
HENSLIN AUCTIONS, INC. (320) 365-4120

OLIVIA, MN
FRIDAY, NOVEMBER 2ND, 2012, 10:00 A.M.
MULTI-PARCEL PRIME KANDIYOHI CO. FARM LAND
114 ACRES MORE OR LESS OF PRIME FARM LAND
LOCATED IN SECTION 36, ROGELAND TWP, T-117-N, R-35-W
AUCTION TO BE HELD AT:
MAX'S GRILL
2425 WEST LINCOLN AVENUE (WEST HWY 212)
OLIVIA, MN
LAND HAS BEEN SURVEYED!!
LUCILLE FANK, OWNER
FOR AUCTION INFORMATIONAL BOOKLETS CALL
HENSLIN AUCTIONS, INC. (320) 365-4120

HECTOR, MN
FRIDAY, NOVEMBER 2ND, 2012, 10:00 A.M.
PRIME RENVILLE CO. FARM LAND
141.3 ACRES MORE OR LESS OF PRIME FARM LAND
LOCATED IN SECTION 2,
BROOKFIELD TWP, T-116-N, R-32-W
AUCTION TO BE HELD AT:
MAX'S GRILL
2425 WEST LINCOLN AVENUE (WEST HWY 212)
OLIVIA, MN
LAND HAS BEEN SURVEYED!!
BERDETTA BOLL, OWNER
FOR AUCTION INFORMATIONAL BOOKLETS CALL
HENSLIN AUCTIONS, INC. (320) 365-4120

BIRD ISLAND/HECTOR, MN
TUESDAY, NOVEMBER 13TH, 2012, 7:00 P.M.
PRIME RENVILLE CO. FARM LAND AUCTION
280 ACRES MORE OR LESS OF PRIME RENVILLE CO.
FARM LAND LOCATED IN SECTION 4,
PALMYRA TWP, T-114-N, R-33-W
LAND HAS BEEN SURVEYED!
TAR ROAD ACCESS!
LAND LOCATION:
BIRD ISLAND, MN: 4 MILES EAST ON
US HWY 212 TO CO RD 3 SOUTH,
3 MILES SOUTH ON CO RD 3, WEST SIDE OF ROAD
AUCTION TO BE HELD AT
BIRD ISLAND COMMUNITY CENTER
680 BIRCH AVE, BIRD ISLAND, MN
CLARENCE J. DOONER TRUST
GRACE DOONER GROSAM ESTATE
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BIRD ISLAND, MN
WEDNESDAY, NOVEMBER 14TH, 2012, 7:00 P.M.
PRIME RENVILLE CO. FARM LAND AUCTION
197.36 ACRES MORE OR LESS OF
PRIME RENVILLE CO. FARM LAND LOCATED IN
SECTION 13, KINGMAN TWP, T-116-N, R-34-W
LAND HAS BEEN SURVEYED
LAND LOCATION:
BIRD ISLAND, MN: 6 MILES NORTH ON CO RD 5,
1/2 MILE EAST ON 880TH AVE, SOUTH SIDE OF ROAD
AUCTION TO BE HELD AT:
MAX'S GRILL 2425 WEST LINCOLN AVENUE (W HWY 212)
OLIVIA, MN
VAN DER HAGEN FARMS PARTNERSHIP
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HENSLIN AUCTIONS, INC. (320) 365-4120

BIRD ISLAND, MN
WEDNESDAY, NOVEMBER 14TH, 2012, 7:00 P.M.
PRIME RENVILLE CO. FARM LAND AUCTION
80 ACRES MORE OR LESS OF PRIME RENVILLE CO.
FARM LAND LOCATED IN SECTION 35,
BIRD ISLAND TWP, T-115-N, R-34-W
FARM LAND HAS BEEN SURVEYED
LAND LOCATION:
BIRD ISLAND, MN: 3 MILES SOUTH ON CO RD 5,
1/2 MILE WEST ON 780TH AVE, NORTH SIDE OF ROAD
AUCTION TO BE HELD AT:
MAX'S GRILL 2425 WEST LINCOLN AVENUE (W HWY 212)
OLIVIA, MN
FLOYD KIENHOLZ ESTATE
FOR AUCTION INFORMATIONAL BOOKLETS CALL
HENSLIN AUCTIONS, INC. (320) 365-4120

BUFFALO LAKE, MN
THURSDAY, NOVEMBER 15TH, 2012, 2:00 P.M.
MULTI-PARCEL FARM LAND AUCTION
PRIME SIBLEY COUNTY FARMLAND AUCTION
153.63 ACRES MORE OR LESS OF PRIME SIBLEY CO.
FARM LAND & 7.35 ACRE BUILDING SITE,
W/ RAMBLER STYLE HOME, OUT BUILDINGS,
AND GRAIN STORAGE
LOCATED IN SECTION 30, GRAFTON TWP, T-114-N,
R-31-W
(LAND HAS BEEN SURVEYED!)
LAND LOCATION:
BUFFALO LAKE, MN: 6 MILES SOUTH ON CO RD 8,
1.3 MILES EAST ON 200TH STREET
AUCTION TO BE HELD AT:
BUFFALO LAKE COMMUNITY CENTER
203 MAIN STREET NORTH
BUFFALO LAKE, MN
DENTON BURGSTAHLER
FOR AUCTION INFORMATIONAL BOOKLETS CALL
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BIRD ISLAND, MN
THURSDAY, DECEMBER 6TH, 2012, 9:00 A.M.
LARGE EQUIPMENT AUCTION!
TRACTORS, COMBINES, FARM EQUIPMENT,
TRUCKS, TRAILERS, CONSTRUCTION EQUIPMENT,
RECREATIONAL ITEMS, FISH HOUSES, NEW SKID
STEER ATTACHMENTS & MUCH MORE.
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CALL TODAY TO CONSIGN ONE ITEM OR AN
ENTIRE LINE OF EQUIPMENT!!!
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THURSDAY, MARCH 21ST, 2013, 9:00 A.M.
LARGE EQUIPMENT AUCTION!
TRACTORS, COMBINES, FARM EQUIPMENT,
TRUCKS, TRAILERS, CONSTRUCTION EQUIPMENT,
RECREATIONAL ITEMS, FISH HOUSES, NEW SKID
STEER ATTACHMENTS & MUCH MORE.
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OLIVIA, MN
SATURDAY, APRIL 6TH, 2013, 10:00 A.M.
JD ANTIQUE TRACTOR COLLECTION AUCTION
PARADE READY ANTIQUE TRACTORS, GAS ENGINE ON
CART, PARTS & SUPPLIES
AUCTION TO BE HELD AT:
MAX'S GRILL/ K&S ELECTRIC PARKING LOTS
2425 WEST LINCOLN AVENUE (WEST HWY 212)
OLIVIA, MN
ALLEN & MAXINE KUBESH, OWNERS
ENTIRE LINE OF EQUIPMENT!!!
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PRINSBURG, MN
THURSDAY, APRIL 18TH, 2013, 10:00 A.M.
LARGE RETIREMENT EQUIPMENT AUCTION
(11) TRACTORS, TRUCKS, TRAILERS,
(2) HAY BUSTERS, SOODING & SEEDING EQUIPMENT,
ATTACHMENTS AND SUPPLIES
PRINSBURG SOODING & SEEDING CO. INC.
MYRON BONNEMA, OWNER
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PRINSBURG, MN
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**OCT. 20
PRINCETON,
MN**



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Agre Continued from page 19

said referencing the nearly nation-wide drought, "we've got nothing to complain about."

The second biggest challenge is no surprise to other farmers – the rules and regulations within which farming now has to work.

Jeff is the fourth generation to farm on the land settled by his great-grandfather, Hans, a half-mile north of town. His father, although retired, still continues to be active in the operation.

The couple's sons Brandon and Mitch are looking to continue to add their foot-steps to the land cultivated so long by their ancestors.

Both sons were active in FFA attending RCW High School. Mitch, now a senior at North Dakota State University in the Ag Systems Management Program, will be joining Syngenta selling seed corn, a job he found at the career fair, so he will be able to also work on the farm.

Brandon, who's attending Ridgewater College in the GPS/GIS program and was not available during the interview, also plans to work on the farm, said his parents. Of note, Brandon made it to nationals in bull riding.

"I've always been around it," said Mitch of his motivation to farm. "I like the small community. I plan on staying around. Times are good right now."

While the men may be able to claim "they've always been around farming," that's not so for wife and mother, Amy.

"I'm a city girl," she said.

Amy grew up in Berthoud, Colo. – present population 5,000 – 60 miles north of Denver. Her mom, Donna Johnson, is Renville City born and raised.

"They had to teach me all about when corn was ready to combine," said Amy. "They were very patient. It was a very big adjustment, but I wouldn't trade it now for anything."

Since 1994, Amy has worked in the office at Renville County's Public Health Department. Smiling, she said she "helps out as needed on the farm."

Besides farming Jeff is also a volunteer firefighter for Sacred Heart and is active in the Jaycees. Amy has been active on their church council and Sunday school and is a member of the Sacred Heart First Responders team. Mitch and Brandon are also members of the Jaycees.

In addition, the men in the family are avid hunters and enjoy fishing, also. Jeff will be hunting African cape buffalo in Mozambique about the time this article comes out.

The families honored by the U of M were selected by their local Extension committees, having "demonstrated a commitment to enhancing and supporting agriculture and agriculture production," the press release reported.

Recent previous honorees from the area have included Neubauer Farms, Inc., Kramer Farms, Triple F Farms, and many more making it look like the county's own *Who's Who in Agriculture*.



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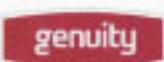
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Share the good news about ag

By **Shelby Lindrud**
Staff Writer

Only a few short years ago the United States was the number one beef producer in the world. Then the entire lean, finely-textured beef controversy, better known as "pink slime," hit the industry and Australia raced to the top.

"If we don't all get involved in the policy," explained Trent Loos, national agriculture speaker and sixth generation

farmer who owns a ranch in Nebraska, at Farmfest Aug. 8, then other examples of public hysteria will continue to push agriculture down.

Teaching the public is also imperative.

"If we're going to communicate with the non-farm people we need to speak their lingo," said

Loos, who has had many cases of "lost in translation" when an ag outsider hears a conversation about his ranch work.

One example he shared was when he was sitting in an airport talking to his wife on the phone about their goats giving birth. He asked if they had anymore kids.

When his wife said triplets, Loos exclaimed, outloud, that they had another set of three. A lady who overheard Loos' part of the conversation laid into him for leaving his pregnant wife alone while she gave birth to three kids.

People who don't live in or around agriculture many times don't understand the business or why farmers and livestock producers do certain things, like keeping laying hens in cages.

"It is about managing the stress," Loos said. Hens that feel safe and unstressed will lay more. "Now we just need to figure out how to explain it."

Loos is not shy about explaining his business to people.

"We can change public perception one person, one day at a time," said Loos.

On many occasions he has been

practically ambushed by concerned citizens, wanting to know why agriculture is doing such "terrible" things. Case in point – the estrogen given cows is causing America's girls to enter puberty a year before their mothers and nearly two years before their grandmothers.

Beef isn't the culprit though, Loos said.

There is more estrogen in a garden salad than conventionally raised beef.

Also, girls of today have a higher fat content than their mothers and grandmothers and have better access to stimu-

lating content from tv, movies and magazines. Higher fat and higher hormones

Good news
Turn to page 27

There is more estrogen in a garden salad than conventionally raised beef.

— Trent Loos
Nebraska Rancher



Submitted photo

Trent Loos urged fellow farmers and ranchers to spread all the good agriculture does for humanity.

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Minnesota soybean farmers see China

By Dick Hagen
Contributing Reporter
Renville County Register

Twenty-nine Minnesota soybean farmers took a bit of a trip last March. They traveled to China as part of a 'See for Yourself' mission of the Minnesota Soybean Growers Association.

Explained Paul Simonson, Renville County producer and Vice Chairman, Minnesota Soybean Growers Research and Promotion Council, "We wanted to show our soybean producers the positive things that are happening as a result of their 'check off dollars.' And since China is the largest international market of Minnesota soybeans, China was our destination."

None of these Minnesota growers had ever been to China; few had even traveled overseas before.

So it was indeed an eye-opening experience

right from the very start. Most couldn't believe the modern, sky-scraper look of these big cities in China. They saw the huge sea port facilities where most U.S. and Minnesota soybeans come into China. They saw soybean processing plants, even tofu plants where special

Minnesota soybeans get processed into a hugely popular Chinese food.

Farm-to-farm contacts were limited since the purpose was to show the marketing impact of check off dollars. But Simonson said in their train and bus tours between cities, the Chinese farms they viewed were mostly very small plots with just a couple of people working and no ma-

"Our farmers got to see directly how check off dollars are being used to generate new markets for our beans."

— Paul Simonson
Renville County Grower & Vice Chairman,
Minnesota Soybean Growers Promotion
and Research Council

chinery.

"One day we drove about 50 miles in

China

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Submitted photos

Paul Simonson (c), Fairfax soybean grower, shakes hands with the manager of the Shanghai Veterinary Center during his visit in March 27 to April 5. Left is Joel Schreurs.



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China Continued from page 25

the country and saw only two small tractors. Hand labor is still how much of China's crops are handled. And every square foot that can grow some crop is being used for food production," Simonson said.

Making a huge impact on this group of Minnesota farmers was the tremendous infrastructure (roads and bridges) already in place, or being built, wherever they traveled. Simonson said the communist ideology may not be the most efficient but when projects get underway, money and 'need' aren't an issue.

"We saw miles of freeways with few cars and trucks traveling on them," said Simonson. "This huge highway system

apparently to accommodate the continuous consolidation of country people moving into the cities for better jobs, better living conditions."

Perhaps even the Chinese economy is slowing down. He said in the big cities, like Shanghai, huge building cranes were everywhere but they were mostly just sitting there doing nothing.

Yet wherever they traveled Simonson said you could sense tremendous amounts of activity. "The younger generation is definitely on the go in China, too."

According to Simonson, about half of U.S. soybean production is now being exported and about half of this total now goes to China. But Southeast Asia, espe-

cially Vietnam, Indonesia, Japan, Korea and the Philippines are also growing markets for U.S. soybeans.

He mentioned two new soybean processing plants recently opened in Vietnam so U.S. soybeans will likely be a major source of soybeans for these plants.

"Our farmers got to see directly how check off dollars are being used to generate new markets for our beans," said Simonson. "They sat down across the table from Chinese business people who are buying our Minnesota beans so they got a feeling of what it's like to sit down and

China
Turn to page 27

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Paul Simonson and Abby Neseth, Minnesota Soybean Growers representative out of Mankato, in front of the meeting hall with other state growers.



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Good news Continued from page 24

both directly effect the onset of puberty. "I'm a little frustrated," people are quick to blame beef, said Loos, when they have no problem popping birth control pills into their bodies, which are full of estrogen. It is not only the estrogen in beef that is getting attention, but also the nitrates found in our food. "I'm perplexed that the government labels nitrate as a toxin," when some studies have shown it to be beneficial, Loos said. The government's nitrate level in water is 10 parts per million, but there is 100 parts per million in breast milk, Loos said. There is more nitrates in a lettuce

leaf than a hot dog. "It is not an issue," said Loos. Actually, Loos believes a lot of food fears are unfounded. "I don't understand why we're afraid of bacon," Loos said, when it has the same fat as olive oil. "All food groups are good in moderation."

Tying the food producing sector up with strick regulations, saying what can and can't be added, is not the way to a bright future, especially if one looks at the European Union, who has very regulated farming, shared Loos.

"The EU is on a path to starvation," Loos said seriously, pointing out most of the EU's food is imported. "How is it working for them?"

With all of these organizations going

"Everything lives, everything dies. And death with a purpose gives meaning to life."

— Trent Loos
Nebraska Rancher

out and slamming agriculture for causing everything from dirty water to climate change to food safety, Loos explained there is an even worse danger. "The greatest enemy to agriculture is ourselves because of complacency," said Loos. "We just need to lay it out."

Loos can boil the entire conversation down to a very simple, but hard hitting message.

"Everything lives, everything dies. And death with a purpose gives meaning to life."

It is the cycle of life and agriculture takes the resources given to mankind by God, manages them and uses them to make life on Earth better for everyone.

"Agriculture is that important," Loos said. "It is about improving human lives."

China Continued from page 26

'do some bargaining' on the value of our product.

"We weren't buying and selling but it was a prime example of how the business world functions when it comes to buying and selling U.S. soybeans. These people like sitting at the table with Minnesota farmers. They'd rather talk to a farmer than the big corporation guys. They trust our farmers and they want their opinions," summed up Simonson.

He said most of the Chinese business people speak English because English is

now taught beginning in early grades in their schools. But the older people who run these trading houses don't speak English, so interpreters were provided.

With significant reductions apparent in the 2012 U.S. soybean crop, will there likely be significant cutbacks in check off dollars?

Very likely acknowledged Simonson, indicating that at some point when final production figures are available there will be some decisions on what to do and what not to do for 2013 programs.

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Nelsons named 2012 U of M's Farm Family of the Year for McLeod County

By Lori Copley
Staff Writer

Daggett Brook Farm, located south of Brownton and just north of the Sibley County line, is home to this year's McLeod County Farm Family of the Year, Duane and Mary Nelson.

The Nelsons have run their dairy farm since 1988 — nearly 25 years — but people still refer to it “as the Delfert Bussler farm,” laughs Mary Nelson.

The farm may seem small by today's standards — 40 tillable acres and an average herd size of 50 cows — but it is more than enough to keep both Nelsons busy, as well as some area youths whom they hire to help out.

Duane Nelson, Mary will contend, works “full-time and a half,” while she also works full time while also teaching two English classes a day at GFW High School in Winthrop.

The Nelsons are not native to the area. Mary Nelson grew up near Randolph, between Cannon Falls and Northfield, while Duane Nelson grew up near Brainerd.

They met as students at the University of Minnesota at a dorm mixer.

“I think he liked the way I skated,” Mary Nelson jokes.

Duane Nelson will contend their mutual love of cows drew them together. Mary Nelson, back in the day, was once a contender in the Princess Kay of the Milky Way pageant (as was her daughter, Brenda, some 20 years later). Duane Nelson was once an “FFA King.”

They both graduated with bachelor degrees in agriculture with an emphasis in dairy operations.

After they were married, the Nelsons went looking for a place to start their own dairy herd, and rented a farm near Owatonna.

“We started with 27 cows,” said Duane Nelson.

The couple soon realized that the herd would not support them both, so Mary Nelson agreed to stay home with the cows while Duane Nelson got off-the-farm work as a hoof trimmer and a job with 21st Century Genetics.

All three of their children, Tracy, Brenda and Erik, were born in Owatonna, Duane Nelson said.

But the farm's owner decided to move back to the farm, and the Nelsons were again on the lookout for a place to call home.

Which is how they ended up at Daggett Brooke, where they built their herd to about 50 cows, mostly registered Holsteins and a few registered Ayrshires.

They buy most of their feed, but also grow corn for silage, also used for feed.

With all three kids grown and on their own, the Nelsons hire area teens to help with the milking, giving them an occasional night off or to go to meetings.

“There aren't a lot of jobs for kids around here,” said Mary Nelson. “It gives them some experience in farming and

milking.”

Along with the farm, the Nelsons are active in agriculture in many other ways. They belong to both the Holstein and Ayrshire associations. Duane Nelson is on the board of directors for both Gen X and Farm Systems of Melrose. He also is the president of the Winthrop Lions Club.

Mary Nelson is active with 4-H, helps coach the GFW FFA dairy judging team and is part of the Dairy Profitability Enhancement Program.

In 1995, Duane and Mary Nelson were awarded the Distinguished Young Breeder award by the National Holstein Association.

The Nelsons' children were all active at McLeod West Schools.

Their son, Erik, and his wife, Megan, live northeast of Brownton and have two children, Charlie and Levi.

Erik Nelson is an agronomist. His wife, Megan, was formerly the agriculture teacher and FFA adviser at Glencoe-Silver Lake High School. She recently began a new job with UFC in Winthrop.

Erik Nelson was diagnosed with leukemia during his junior year at McLeod West. The Nelsons are happy to say that he has been cancer-free for nearly 13 years.

Daughter Tracy teaches agriculture at Kimball Area High School, and daughter Brenda, and her husband, Alex Miller, live at Sauk Centre and are expecting their first child in November.

The Nelsons were honored as the McLeod County Farm Family of the Year, along with other county farm families, at Farmfest near Redwood Falls in early August, a family activity they enjoyed.

Duane Nelson said that after 30 years of dairying, he still likes working with cows.

“I can see us doing this for at least another 10 years,” he said.



Submitted Photo

The Duane and Mary Nelson family, McLeod County Farm Family of the Year, were among families honored at Farmfest in early August. The Nelsons' farm is located on the McLeod-Sibley border, south of Brownton. From left to right are, Tracy Nelson, Brenda Nelson Miller, Erik Nelson, Duane Nelson and Mary Nelson.

Farm Service Agency Announces Continuous Sign-up for CRP Highly Erodible Land Initiative

St. Paul, MN – USDA Farm Service Agency (FSA) State Executive Director, Linda Hennen for Minnesota, announced that continuous sign-up for the Highly Erodible Land Initiative (HEL) under the Conservation Reserve Program (CRP) started on July 23. Minnesota received a total allocation of 11,200 acres to enroll in the HEL CRP program. Offers will be accepted until either the state acreage allocation limit is reached or Sept. 30, whichever occurs first.

“CRP is a voluntary program that has protected environmentally-sensitive land for more than 25 years,” said Hennen. “This initiative will accept offers with an erosion rate of at least 20 tons per acre per year for new cropland or CRP acres that expire on Sept. 30; however, existing grass stands that are not considered expiring CRP will not be considered eligible,” she said.

Producers can stop by the local USDA FSA Service Center to determine if their

land qualifies for the Highly Erodible Land Initiative and to receive additional location-specific details.

Landowners enrolled in CRP receive annual rental payments and cost-share assistance to establish long-term, resource conserving covers on eligible farmland. Incentive payments are not authorized under this initiative.

New land contracts approved during this continuous sign-up initiative will become effective the first day of the month follow-

ing the month of approval and are valid for 10 years.

CRP contracts set to expire on Sept. 30, may be offered for consideration and approved contracts will become effective Oct. 1, and are also valid for 10 years.

Producers are encouraged to contact their local FSA service center or visit FSA's website at <http://www.fsa.usda.gov/crp> for additional information regarding CRP.

For Agriculture...keep the big picture in mind

**By Lynn Ketelsen
Farm Director**

Linder Farm Network

In a year of drought, high grain prices and tight feed supplies, it's critical that American Agriculture keep the long term picture in mind. Short term fixes often create long-term problems, and that is what we need to be aware of in a changing ag economy.

This has been one of those years for weather. In some areas, the season began with too much rain, followed by dry. In Minnesota, it has been one of the most variable years for rain that I can remember. Some areas had super rains; others continually missed showers their neighbors received. And it's like that across the state.

The Eastern Corn belt is much worse off. The worst drought since the 1980s, and the total impact won't be known until all of the crops are harvested.

So where does this leave us?

Right now ethanol is being pointed to as a "bad guy" for high grain prices

by those who need to buy feed or grain for commercial use or export. Ethanol uses close to 40 percent of U.S. corn, and in a short year, there is no doubt it is at least partly responsible for high prices. The national media has jumped on the food price issue, and ethanol is under attack.



Lynn Ketelsen

What we have to remember is that without ethanol, we could well have seen much lower grain and livestock prices than we have today. I doubt anyone wants the ethanol industry to just go away. So any short-term adjustments must be that short-term.

The livestock industry is facing tough times. Feed costs are soaring, hay is tight and profit margins are slim to none. The same goes for dairy and poultry. Is there a way to limit use of corn for ethanol, but still keep plants open and make more grain available? I don't know, but we will hear more and more about it.

And grain farmers need a strong livestock industry to use their product. If enough get out, and livestock continue to be liquidated, the impact

could be huge.

So again, my point in this is we need to think out what we do for agriculture in a long-term way.

Here's my thinking:

-We must keep a strong livestock industry. Without it, food prices will soar, grain prices will plummet and it's a vital part of American Agriculture

-We must keep the ethanol industry solvent. For the long-term health of agriculture, plants need to stay open, even if it's at reduced output.

-We need grain farmers to be profitable.

The key to all of this is to find solutions that will work in the long term. If the ethanol mandate is a problem, maybe a compromise can be worked out between grain and livestock groups. And if feed and hay is short, maybe we need to get creative in moving supplies around. But we have to be careful not to totally change the way we farm, for a one-year drought.

Finally, exports are an important part of this picture of both grain and livestock. We need enough grain and meat products to keep our overseas partners supplied, or we could lose those customers. The whole thing is not easy, but it can be done

We have tremendous opportunities

in agriculture now and in the future. The weather this year has been a challenge, next year may be the best we've ever had. American farmers are the best producers in the world.

My main point is let's react with short-term solutions for short-term challenges. Not long-term fixes for a one-year drought. American agriculture is a complex machine driven by supply and demand. Ag groups need to be proactive and work together to come up with a way to make things work. After all, we are all in this together.

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FARMLAND VALUES: PERSPECTIVES FROM THE FIELD

By Brent Gloy, Benjamin Allen, John Lai, Shasha Li, Yangzuan Liu, Melissa McKendree, Jordan Timberlake, Danielle Urick and Haley Wendler

FARMLAND VALUES: PERSPECTIVES FROM THE FIELD

After the weather, farmland values might well be the second most popular topic of conversation among farmers. Those with more than 30 years of experience in farming likely remember the 1980s with clarity. After dramatic increases in the 1970s, farmland values fell hard. Farmland values across the United States lost nearly half of their value between 1981 and 1987. From a high in 1981 to the low in 1987, farmland values in Indiana fell 55 percent for the state's most productive land.

Falling incomes and devalued farmland triggered a financial crisis for farms and agribusinesses across the United States. Large numbers of farm bankruptcies followed. This period was dark and devastating for the entire agricultural community.



In recent years, farmland values have risen across the country and particularly throughout the Corn Belt. From 2004 to 2011, Indiana's most productive farmland basically doubled in value, with Illinois and Iowa seeing even more dramatic increases. From 2010 to 2011 alone, Indiana land values jumped 22.8 percent. Many people are now questioning whether the dramatic run-up in farmland values is sustainable.

In an effort to discover how actual investors are navigating the market, the Center for Commercial Agriculture at Purdue University surveyed nearly 250 farmland market participants in late February 2012. The respondents represented a variety of backgrounds, including farmers, farmland investors, agricultural lenders and agribusinesses. Nearly half of the respondents indicated that their operation was primarily located in Indiana, with the vast majority of the remaining respondents representing the surrounding Corn Belt states. The survey results provide insight on the rapidly changing market and shed light on the attitudes, beliefs and expectations of the participants therein.

A BUBBLE COMING?

Results showed that respondents are concerned, with 54 percent indicating that the farmland market is in a bubble. However, larger and more experienced farmers were less likely to be concerned than buyers with fewer acres and fewer years of experience in the market. Overall, the results show that buyers are cautious but optimistic, as most (74 percent) plan to make additional land purchases within the next five years.

Farmland Ownership of Respondents that Believe Farmland Prices are in a Bubble

Characteristics	Believe Prices are in a Bubble	In a Bubble	Not in a Bubble
	—Percent—	—Median Acres Owned*	—Median Acres Owned*
All respondents	54	365	655
Actively operate a farm	54	600	850
Primarily a landowner and rent to others	45	320	740
Agricultural lenders, agribusiness and others	58	110	215
Own farmland	49	365	655
Do not own farmland	67	—	—
Purchased land in the last 5 years	46	500	1,000
Interested in purchasing land in the next 5 years	47	420	800

*Calculation of median acreages exclude respondents that did not own farmland.

Opinions as to Whether Farmland Prices are in a Bubble by Experience in Farming

Age	Believe Prices are in a Bubble	In a Bubble	Not in a Bubble
	—Percent—	—Median Acres Owned*	—Median Acres Owned*
All respondents	54	365	655
0 to 10 years experience	61	225	500
11 to 20 years experience	51	185	557
More than 20 years experience	48	600	750

*Calculation of median acreages excludes respondents that did not own farmland.

DIFFERENCES OF OPINIONS ON VALUES

Respondents were asked to consider 80 acres of farmland with a typical production capability of 165 bushels of corn per acre under normal rain-fed conditions. They provided an estimate for their perceived value (what they would be willing to pay for it), what they felt it would rent for and what they thought it would sell for at auction. Their estimates of what they would pay varied considerably, with an average of about \$6,179 per acre. Most respondents indicated that others would be willing to pay more at auction than they themselves thought the farm was worth. They were right — for all but four respondents of the survey, there was at least one respondent who had estimated the value of the land higher than what other respondents had said it would sell for at auction.

Respondents' Estimates of their Value and the Auction Price of 80 acres of Farmland with a Production Capability of 165 bushels per acre of Corn Under Normal Rain-Fed Conditions



THE FUTURE OF LAND VALUES?

To measure confidence in future farmland values, respondents were asked about expected conditions five years from now. On average, respondents expected a modest (12.5 percent) increase over the next five years. This is substantially slower than recent growth. And what about a best- and worst-case scenario? On average, respondents said there was a 1 in 10 chance of seeing prices go below \$4,550 and above \$9,145.

Distribution of Respondents' Expected Land Value and Cash Rental Rate (Five years from now for 80 acres of farmland with a production capability of 165 bushels of corn per acre under normal rain-fed conditions, \$/acre)

Farmland Values	Land Value	Cash Rental Rate
There is a 1 in 10 chance that the (land value/cash rental rate) will be less than:	\$4,550	\$201
The farm will most likely be worth:	\$6,953	\$267
There is a 1 in 10 chance that the (land value/cash rental rate) would be more than:	\$9,145	\$342

CORN PRICES AND LAND VALUES

A major contributor to the increase of farmland values has been an increase in commodity prices. Respondents were asked to report their estimates of cash corn prices over the next five years. Consistent with the general consensus that land values would modestly increase over the next five years, respondents, on average, also believe that current corn price levels are likely to persist, with an estimated average corn price of \$5.41 per bushel in five years. They saw little chances of prices going lower than \$4 or greater than \$7 per bushel.

Distribution of Respondents' Expectations of the Average Cash Corn Prices Over the Next 5 Years (\$/bushel)

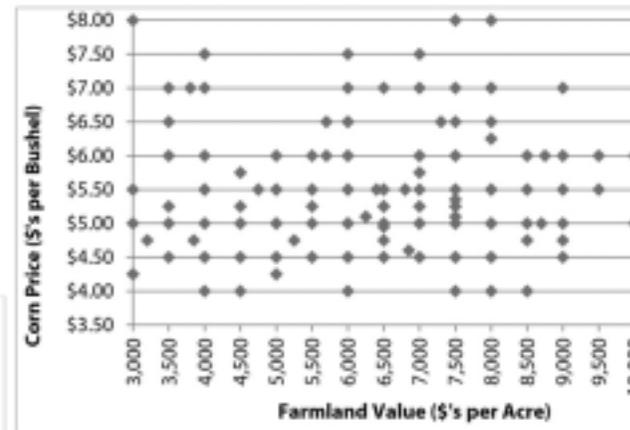
Cash Corn Prices	Average Response	Median Response
There is a 1 in 10 chance that the average corn price will be less than:	\$3.93	\$4.00
The average corn price will most likely be:	\$5.41	\$5.25
There is a 1 in 10 chance that the average corn price will be greater than:	\$7.19	\$7.00

Perhaps the most surprising finding of the survey is shown in the next graph, illustrating the lack of correlation between current farmland values and expected cash corn prices. The expectation is that those who place high values on farmland would also tend to expect corn prices to be high. However, observation (and statistical analysis) reveals essentially no relationship between the two values. Respondents were all over the board in their estimates, and the correlation between these two variables was close to zero.

*Content from Purdue University. Advertisement paid for by Exsted Realty.

Relationship Between Most Likely Corn Price Forecast and Estimate of Farmland Value.*

*Figure shows respondents with land value estimates between \$3,000 and \$10,000 per acre.



CASH OR CREDIT?

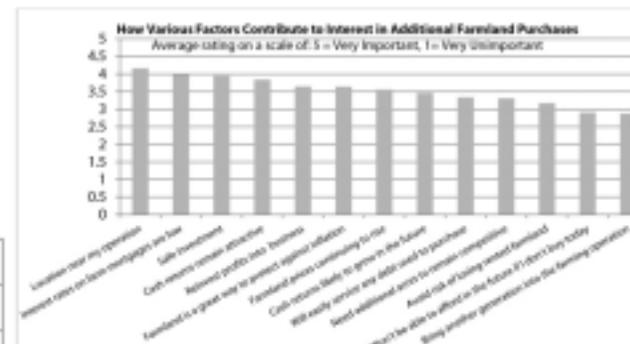
To understand how respondents would fund the purchase of additional acres, the survey asked how they would finance the purchase of 80 acres. Most respondents felt that it was relatively easy to obtain credit for farmland purchases, and 92 percent indicated that they would use credit. This is contrary to the often-reported anecdote that farmland purchases are often made with 100 percent equity. Many indicated that low interest rates on farmland mortgages were an important factor in their interest in purchasing farmland, but others indicated that purchasing farmland with debt would be risky.

RENTAL RATES

An important factor to consider when looking into the value of farmland is the cash rental rate of that land. In addition to being asked the value of the 80 acres of land with corn yields of 165 bushels, respondents were asked to evaluate the cash rental value. The average cash rental value was reported at \$233 per acre. Respondents were willing to purchase land at approximately 27 times its cash rental value. A multiple of 27 is high in the context of the last 40 years, but consistent with current conditions in much of the Corn Belt. Further, respondents expect that multiples will stay at these levels as they forecasted cash rental rates and land values to increase in roughly the same proportion over the next five years.

INFLUENCING FACTORS

There are a host of reasons why someone would purchase land. The survey asked respondents to evaluate 13 different factors that influence their interest in purchasing farmland. Of all the factors considered, the location of farmland for sale near their existing operation had the highest average importance rating. Nearly half of all those who wanted to make additional purchases indicated that this was an extremely important factor. Other factors that received high ratings included low interest rates on farm mortgages, the attractiveness of cash returns to farming and the safety of farmland investments. Factors viewed as much less important were the need to bring additional family members into the farming operation, needing the additional acreage to remain competitive and avoiding the risk of losing rented acreage.



CONCLUSION

Where farmland values ultimately go will be dependent upon the market and how economic conditions unfold. The wide ranges in perceived value and relatively limited amounts of farmland available for purchase suggest that market transactions will be driven by those with more optimistic views of the value of farmland. In general, the purchasing capacity of the people willing to pay the most will be a key determinant of how high land values ultimately go.

It is clear that there are a number of people with very positive attitudes about the future of farmland values. It is also clear that many have some concerns about the possibility for price increases to moderate. Overall, one might best characterize the majority of respondents as cautiously optimistic about future farmland values.

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Neyers' named U of M's Farm Family of the Year for Sibley County

The University of Minnesota Extension Service has announced that the 2012 Sibley County Farm Family of the Year is the Melvin and Genny Neyers family, Gibbon.

Melvin and Genny met in country school in rural Sibley County and were eventually married in 1960. They began farming 140 acres with Melvin's dad, which they continued until 1978 when Melvin's dad was no longer able to continue with the farming. They finished hogs and beef cattle and raised between 300-900 broiler chickens each year. They also grew corn, soybeans, alfalfa, and wheat.

In 1988, their son, Alan, joined their farming operation. Since then, they have increased the number of acres they own and rent to around 900 acres.

The Neyers family is also part of the Sib-Bro-Nic farrowing co-op, along with their daughter Maria and husband, Bill Kapolczynski.

Sib-Bro-Nic was founded approximately 35 years ago and is one of very few farrowing co-ops in the area that has continued with its original owners. Bill and Maria are also the managers of the farrowing co-op, which farrows out 1200 sows. The Neyers' share in the co-op means their family finishes out between 6,000-7,000 hogs annually.

The Neyers are also active in their community. Both Melvin and Genny were Sib-

ley County 4-Hers, and they served as adult leaders for the Gibbon Gophers 4-H club for many years. Their seven children were all active in Sibley County 4-H. They are members of St. Willibrord's Catholic Church in Gibbon, where Melvin has served as trustee for several years, and where Genny is director of religious education. In addition, Melvin was a member of the board which founded Heartland Corn Products Ethanol Plant in Winthrop.

Melvin and Genny are one of 76 families

from participating counties around Minnesota who have been given the distinction of 2012 Farm Family of the Year. In addition to being recognized at the Sibley County Fair, they were also recognized at a ceremony on Thursday, Aug. 9, at Farmfest near Redwood Falls. To see all 76 Farm Families of the Year recognized in Minnesota for 2012 visit <http://mnfarmfamilies.cfans.umn.edu/>.

"Farm families and agriculture are a major driver of Minnesota's economy and

the vitality of Minnesota's rural communities," said Bev Durgan, dean of University of Minnesota Extension. "The University of Minnesota is proud to recognize these outstanding families for their contributions to agriculture and their communities." Families were selected by their local county Extension committees for having demonstrated a commitment to enhancing and supporting agriculture.

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Radish for cover crop?

**By Dick Hagen
Contributing Reporter
Renville County Register**

The intrigue of FarmFest is the remarkable diversity of products and ideas. Such as Ryan Pierce who was pitching growing radish, specifically 'Tillage Radish,' as a fall seeded cover crop which can markedly improve soil fertility, reduce fall tillage and produce higher yields in both corn and soybeans.

Working for Producer's Choice Seed Company, Jordan, Pierce said their primary objective at FarmFest was to push the idea of late summer/early fall seeding of Tillage Radish.

"We want a 30-day growing cycle minimum so getting it seeded at least 30 days ahead of first frost is important," said Pierce.

Breaking up the hardpan is the first bonus of Tillage Radish. With the extreme moisture this spring followed by this hot, dry growing season, Pierce contends soil compaction is huge in most fields. But the additional bonus is better fertility.

He explained, "The deep taproot of the radish brings soil nutrients back to the subsurface. The radish uses the P, K, and nitrogen that leached into the ground in previous years back up to where it's readily available for newly planted crops come spring.

"You're going to be having 25 to 40

units of additional N brought back up for your crop. An Iowa farmer stopped at our FarmFest booth to share his experience last year when he planted radish as a fall cover crop. His corn last year ran 160 to 175 bushels. Where he did not have the radishes planted, he estimates only 60 to 70 bushel corn this year because of the drought and heat; but he confidently predicts 120 bushels on the 'radish' ground. Yes, that's extreme but he theorizes that the corn root followed down the tap root depth of the radishes. We refer to that as the 'tunnel system,'" said Pierce.

All that additional yield isn't due to micro nutrients being refracted back up into the soil. His corn plants in the radish field also likely had access to moisture because the deep tap roots of the radish last fall provided the same delivery system for the corn roots.

A handout used this language: Tillage Radish helps bring the good critters while keeping bad guys at bay, all without the use of pesticides! Earthworms love it; nematodes hate it. How? The deep Tillage Radish taproot fractures and loosens your soil, creating micro pores. The results are water and oxygen effectively infiltrating



Submitted photo

Ryan Pierce, working for Producer's Choice Seed Company in Jordan, talked about the benefits to a fall cover crop of Tillage Radish at FarmFest.

Radish
Turn to page 35

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Radish Continued from page 33

the soil which works to increase organic matter and microbial activity. Tillage Radish is both a magnet to highly beneficial earthworms and a virtual shield to suppress pesky nematodes.

Pierce describes it as a Bio-Drilling Taproot. The tuber narrows at the compaction point in the soil, sending out the taproot, boring down into the subsoil up to 30 inches deep.

Tillage Radish seed for 2013 is being harvested now in August by different growers for Cover Crop Solutions, corporate name of a family of cover crop seeds which also includes annual ryegrass, winter triticale, phacelia and nitrogen-producing cover crop legumes such as winter pears, crimson clover, lupin and hairy vetch.

Seed cost for Tillage Radish is \$3.30 a pound. It can be applied with precision planting equipment, a normal drill, even aerial seeding which often is the best route for August seeding in standing fields of corn and/or soybeans. Pierce said a ballpark average is \$20 to \$30 per acre. Aerial seeding is becoming quite common with southern farmers but he sees Minnesota growers giving it a try also.

He suggested, "Perhaps a better way to get used to radish as a cover crop is to grow small grains in the headlands of your corn and soybean fields; then after harvesting the small grain drill in a seed-

ing of radish. Technically we're not selling the radish; we're selling a tillage process."

He cautions about seeding into soybeans too early. Get too much radish growth and you're clipping radish tops as you're cutting your soybeans. So timing is a bit of a challenge. He suggests September 1 as latest for seeding radish in south central Minnesota; northern Iowa.

For more information go: www.ProducersChoiceSeed.com. Or call Pierce at 701-400-3385.



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Schiefelbein on the new millennium

By Dick Hagen
Contributing Reporter
Renville County Register

There's a new group of Americans out there and talking to them pretty much depends on your electronic skills with iPad, Twitter, facebook, cell phone and perhaps an occasional e-mail message.

Don Schiefelbein, president, Minnesota State Cattlemen's Association, spoke at the FarmFest Forum on future changes for the livestock industry. He refers to this new consumer group as 'the new millennium' and categorizes them in the 20 to 35-year-old age group.

"They access information instantly and they disburse information instantly. They tend to be very reactive so you don't know where they are sitting on issues. A case in point that relates to the cattle industry is the lean finely textured beef issue.

"As soon as this new millennium got a hold of it, what happened? The thing went viral on us. It was instantly contagious across America. It caught us terrifically off guard. We had no immediate defense. And suddenly 'pink slime' cost the U.S. beef industry millions of dollars.

"So the question today for the beef industry is how good a 'front line' do we have. I'm talking about those people who are squarely in front of a consumer. If an issue comes up how readily, how quickly can our 'front line' people rise to the occasion?"

Are some of these CEOs in major food chain stores willing to say what's good for the beef industry is good for Safeway?

Absolutely not, said Schiefelbein, indicating these CEOs and other important spokespersons in the food chain are now usually the first to fall to questions and assaults from this new millennium out there.

"And when they fall, what impression does it put on the product? When Safeway started pulling finely textured beef off the

meat counter, we know what happened. And we're still recovering. Through beef check-off funds and other programs what we need to do in the beef industry is inundate with facts. This new millennium seems to feed off electronic sound bites. We need to bombard the electronic media with factoids about the safety and nutritional value of finely textured beef."

Schiefelbein asked the questions, "Does fact fighting fact typically work? Who usually wins when facts take on more facts?"

He suggested emotion usually becomes the winner.

"And when emotions surface, our future image boils down to how are we going to ramp up to the speed of the Millennium?"

"We've got to strengthen that front line. We've got to make our front line absolutely, positively defensible so that when an issue arises before these new millenniums, Safeway comes to bat and says 'No way,

we're not pulling that product. It's USDA graded. It's nutritionally superior and it tastes good."

When the question about chickens in cages gets raised we have to say 'yes they are and do you know why that is the smartest way of producing your eggs?'

Summing up, Schiefelbein said, "I think what we really need to do when these 'speed of information' events occur is immediately share our positive reaction. A story in today's world blows up real quick because of instantaneous media explosion. But it's almost like a weather maker. We see if there are any takers and if there aren't any takers, it blows over and they rapidly are on the next media story.

"And that's why the need for a stronger front line in the livestock industry. They need to be able to defend the industry instantly until the story blows over. Then we can go about the business of relaying the facts, explaining why it made sense, etc."



Submitted photo

Don Schiefelbein, president Minnesota State Cattlemen's Association said ag needs to respond much faster to criticism.

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Technology to the rescue?

**By Dick Hagen
Contributing Reporter**

Livestock producers are fully aware of the 'big pain' building in their cost accounting ledger. Feed prices, especially corn, keep escalating. On August 2 Chicago Board of Trade had September 12 futures for corn hovering around \$8; September soybeans at \$16.35. Chicago Mercantile meat futures were trading at \$76.85 for October 12 hogs; cattle at \$140.12.

The dilemma? Processors can't ramp up prices enough to offset increasing production costs of producers without significant resistance from consumers. In essence increasing meat prices at the retail counter inevitably generates shrinking sales. Rationing is setting in at all levels of the food chain, including pork producers.

Unfortunately no one has the 'inside intelligence' to predict how long the belt tightening will last, nor how severe the pain will become. So how do you survive the current squeeze, especially when it continues with such hour-by-hour volatility? Well, after you have answered the question: "How many of my barns will continue to have pigs in them?", you need to reduce mortalities and improve feed efficiency.

EPI Air to the rescue? Murphy-Brown, LLC thinks so. Their results were solid. They tested EPI technology on 44,000 nursery pigs. Check these rather remarkable results:

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- Average weights increased by 9.3 percent.
- Mortalities were reduced by 26.1 percent.

Workers in these Murphy-Brown facilities also appreciate the 'cleaner air' environment. Here's why: The EPI barns had a 55 percent reduction in ammonia versus the control barns; a 58.6 percent reduction in hydrogen sulfide.

Comments John Baumgartner, BEI President, "My question to pork producers is simply this: Is an investment that returns your money within 18 months a good investment? Murphy-Brown estimated their payback at half of that. And that was before the drought. In today's 'crunch time' economy, with increased feed costs, those return-on-investment (ROI) calculations are even faster."

Proof of the cost-effectiveness of EPI technology is Murphy-Brown going 'system wide' throughout their entire Western Division with EPI units. We're talking 655,000 nursery spaces plus 864,000 wean-to-finish spaces.

Said Dr. Steve Pollmann,



President, Murphy-Brown Western Division, "This is a significant step change in environmental systems. We're excited. The science is sound. The take away is that EPI in our test runs provided documented evidence of the potential benefit of this technology."

Sums up Baumgartner, "We think EPI technology is on the threshold of becoming 'must have' technology. Especially during these difficult times, improved performance is the key to sustainability and a quick ROI has always made business sense. For more information go to www.epi-air.com or call 800-823-4234.

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Century Farm: A lot has changed

By **Lori Cople**
Staff Writer

DuWayne and Marna Paehlke can keep plenty busy on the farm DuWayne's great-grandfather bought in 1912, which achieved Century Farm status this year.

There are buildings to maintain, a wind-break to grow, deer to feed and the installation and maintenance of tile on the quarter-section farm located along Nature Avenue south of Brownton.

The Paehlkes are not active farmers — they rent the land to neighbors for crop production, but DuWayne Paehlke can remember when the farm was a bustling enterprise.

His great-grandfather, Albert Schuett (later an "e" was added to the end of the family's last name, making it Schuette) bought the land from Bernhard and Augusta Rettig for a total sum of \$8,500 on June 26, 1912, and shortly after began building a home for his wife, Martha, and himself.

Albert Schuett lived to be 99 years old, and DuWayne Paehlke remembers him well.

"He was always very, very good to me,"

said Paehlke. "He would take me fishing."

In fact, Paehlke said, his oldest daughter, Janae, also can remember him. Her great-great-grandfather would hold her on his lap and comb her hair, Paehlke said.

In 1921, Albert Schuett deeded the farm over to his son, Edward, and eventually Albert and Martha moved into Brownton.

Edward Schuett and his wife had one child, a daughter, LaVerna, DuWayne Paehlke's mother.

DuWayne Paehlke grew up on the farm with his parents, LaVerna and Rudy Paehlke, and his two brothers, Glenn and Ron.

Besides growing crops, the family raised sheep, hogs, chickens, turkeys and ducks, and milked 15 to 25 cows and usually had two to four horses on the place.

Back then, Paehlke said, tiling of farmland was rare, and the poorer, low-lying ground was used as pasture and farmers "farmed the hilltops." During wet years, the pastures filled with water and created ponds.

The area was flush with wildlife, and families could supplement what they grew themselves with what they could hunt.

Paehlke said he can remember his

mother talking about how her father would go out to shoot prairie chickens for a meal.

"He'd be back with a couple birds in about 10 minutes," said Paehlke. "The prairie chickens were plentiful. Now you don't see them any more."

The family never bought more land beyond the original quarter section, but did rent land from neighbors. At one time, they farmed what is now known as Schaefer's Prairie after the original owner left it to the Nature Conservancy, which restored it to original Minnesota prairie.

Besides the farm, Rudy Paehlke also owned two trucks and did trucking, and also did custom fieldwork.

But Rudy Paehlke had asthma, DuWayne said, and his doctor told him he needed to give up either the trucking or the farming. Rudy Paehlke gave up the trucks.

The Paehlkes both used and sold what they produced. A grocery store in the Twin Cities was willing to buy as many fresh turkeys as the farm could provide.

"I can remember my dad lining the bed of the truck with a sheet and laying the turkeys in there one by one in rows, with their heads tucked under their wings," said DuWayne Paehlke.

On Friday evenings, the truck was loaded with crates of fresh eggs and taken to New Auburn, where they were sold and traded.

"We'd go to New Auburn with chickens and come home with our groceries," said Paehlke.

But things change as time passes. In 1975, the family got out of the dairy business, selling off the cows and auctioning off the associated equipment. Eventually, the other animals went, too.

Rudy Paehlke died in 1988, and LaVerna Paehlke indicated that she did not want to continue to live alone on the farm.

DuWayne and Marna Paehlke lived in Brownton (DuWayne worked at 3M and Marna worked at the Brownton Bulletin and later for McLeod Publishing), and



Photo by Lori Cople

DuWayne and Marna Paehlke live on the farm purchased by DuWayne's great-grandfather in 1912. The farm achieved Century Farm status this year. The Century Farm program is sponsored by the Minnesota Farm Bureau and the Minnesota State Fair.



Photo courtesy of DuWayne Paehlke

The aerial photograph above shows the Schuette/Paehlke farm in the 1950s, with the original house and farm buildings. The

Century Farm is located on Nature Avenue southeast of Brownton.

worked out a purchase in which LaVerna moved into their home, and they moved back to the farm.

As part of the process, the Paehlkes had the properties appraised, and learned that farmland was worth about \$890 an acre then.

Which is not true today, with assessed values hovering around \$4,500 an acre.

Paehlke said he has been approached a couple of times by buyers who are interested in both the home place and the former Frauendienst farm, which Paehlke bought after moving back to the farm.

But though the prices were good — and tempting — Paehlke just did not quite have the heart to sell.

Although he is not actively farming, Paehlke still puts a lot of effort in keeping up the place — the house was completely remodeled and older buildings have been razed and replaced as needed. Plus he "buys enough corn to feed deer that Marna doesn't think we can afford to go to the grocery store any more."

His son, son-in-law and grandson come to the farm each year to bow-hunt deer.

And while he does not expect any of his own three children — or his grandchildren — to ever live on the farm, "I think they want to keep it in the family," said Paehlke.



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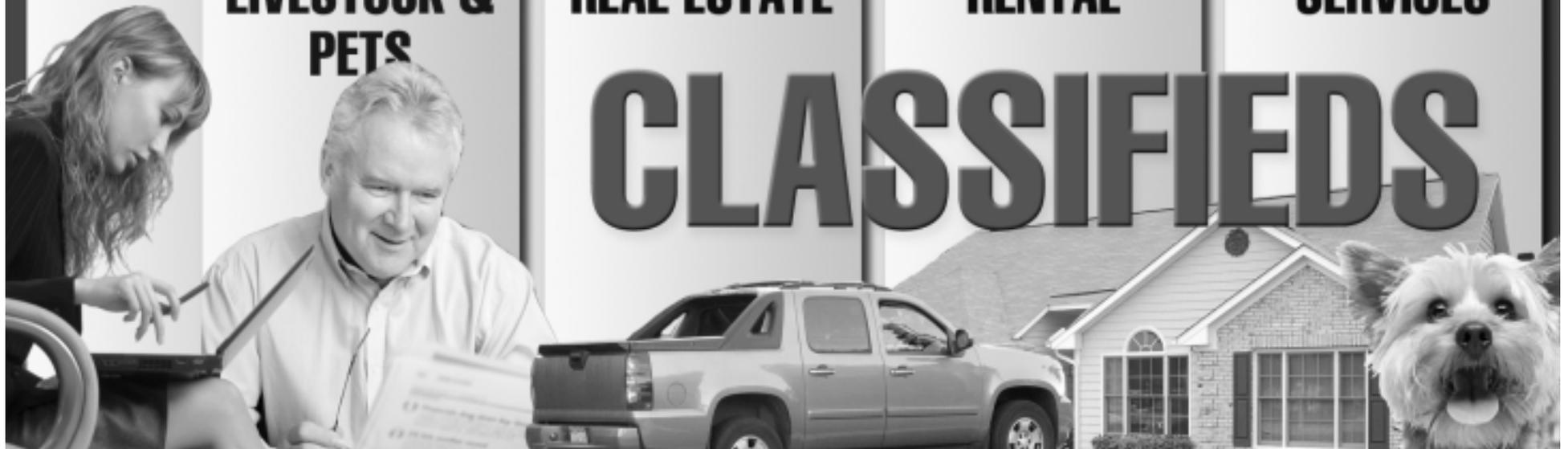
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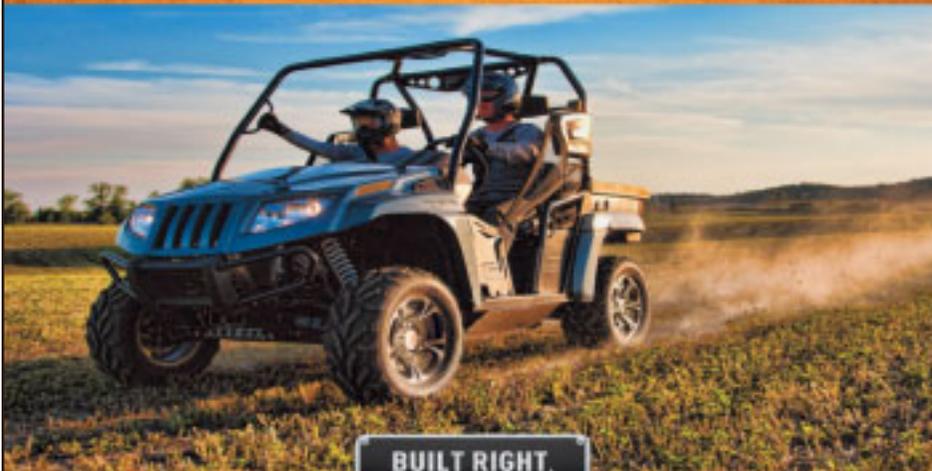
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Extra N at lay by time?

By Dick Hagen
Contributing Reporter
Renville County Register

Yes, it looks weird...sort of like plastic pans with a couple of nozzles that 'float' on the ground between your corn rows. Mounted on a Hagie power unit with 16-row boom, it got lots of attention at FarmFest. It's called the YDROP fertilizer attachment made by Ag Alternatives, Garner, Iowa. It's so new the 'patent pending' process is still underway.

Andy Muff, Marketing Technician for Ag Alternatives, explained, "YDROP is a fertilizer attachment for self-propelled and pull-type sprayers for applying nitrogen, or even pesticides when corn is knee high and up to tasseling. We can put on 10 to 50 gallons of product per acre and apply in either 20-inch or 30-inch rows."

The Y design spreads the fertilizer out at the base of the corn plants, directly below the 'dew drop' line of the growing crop.

"Getting your fertilizer within two to three inches of the corn plant is key to the value of those extra pounds of fertilizer, especially nitrogen (N), just when the plant is getting into its most active growth stage," said Muff.

He describes dew drop as a natural night time occurrence with the corn leaves funneling this moisture onto the ground surface. With the YDROP mechanism placing the fertilizer in that same area, the dew helps move this nitrogen

into the root zone of each corn plant.

Extra N just when the plant needs it most is the theory behind this system. It can also fit into a variable application rate where N levels need to be bumped up in certain areas of a field. A flexible metal tube feeds the fertilizer or insecticide down to the 'Y' shaped pan.

Cost figures on the YDROP system mounted on a 60-foot bar on the Hagie STS 12 at their FarmFest location was about \$16,000. No customer complaints and over one million acres of usage so far across seven states said Muff.

Mike Greenough, Lake Crystal area producer, used the YDROP system on nearly 3,000 acres this year.

"I'll know at harvest what the results will be. But I can definitely see my corn getting the extra N treatment is looking healthier and handled the heat and drought stress better," said Greenough.

He applied 15 gallons of 28 percent N at V8, V10 stage of plant growth. That figures to about 45 pounds of actual N. His planting time application was 45 pounds short of recommended N. His rig was a 60-foot boom doing 24, 30-inch rows.

His fields are computer mapped so as he combines he will get 'on board' yields. Also he left several check strips so he will have side-by-side data as well.

"The placement of this extra N is what made sense to me. The system worked

Extra N Turn to page 43

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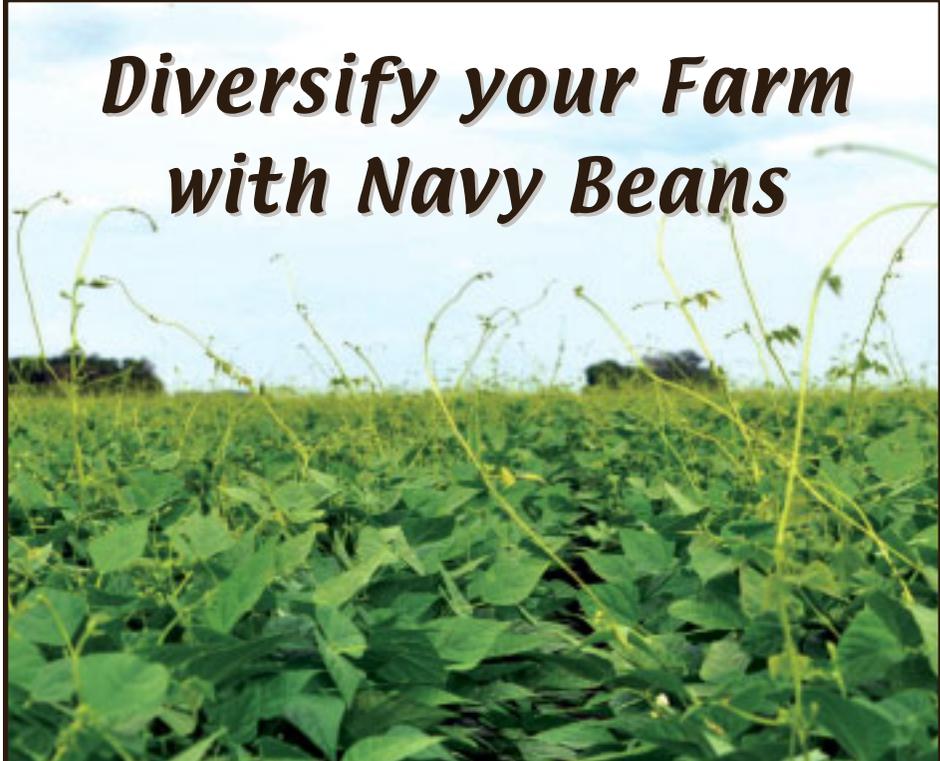
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Extra N Continued from page 41

just as Muff had described so we'll be using it again next year. We didn't have any issues," summed up Greenough.

His fertilizer costs on rotated ground were about \$170 this year; about \$200 on the corn-on-corn ground. That 28 percent N ran about \$2 per gallon or about \$30 per acre for this 'lay by' application. The YDROP system cost about \$14,000 and came with special bolt-on brackets to precisely fit his Hagie sprayer.

Dave Matthews, Blue Earth area farmer, also is giving the YDROP system

a good trial. He used 28 percent N on about 1,000 acres of corn, some at variable rates with their AgLeader 'on board' system that adjusts on the go.

Matthews has two year's experience with the Green Seeker system which also incorporates nitrogen apps based on photo readings of the leaf surface as the sprayer moves through the field. And he's very satisfied with that system. But he feels the Optrx system of AgLeader has an advantage because it uses two light sources verifying N content, plus it works

at night.

"We've got mapping on the combine so we'll have lots of harvest data. And we left check strips for side-by-side comparisons."

He, too, feels this system kept his corn healthier this season. He thinks starter N at planting and extra N during early growth stage of the corn will materially reduce, perhaps totally eliminate, nitrates into the drainage system of his fields.

Both growers see this split application strategy as a tool to increase fertilizer efficiency while minimizing any residual issues.



Submitted photo

Andy Muff, marketing technician for Ag Alternatives, Garner, Iowa, displays the new YDROP fertilizer attachment, which allows for application when corn is knee high all the way up to tasseling.

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Utility vehicles are intended for off-road use only. *The engine horsepower and torque information are provided by the engine manufacturer to be used for comparison purposes only. Actual operating horsepower and torque will be less. Refer to the engine manufacturer's web site for additional information. Before operating or riding, always refer to the safety and operating information on the vehicle and in the operator's manual.



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