



April 2010 Newsletter

I want to thank all of our members and patrons for coming to our March 6th Annual Meeting and Open House. It was a pleasure to have you as our guest, and it was great to be handing out the \$350,000 of patronage checks and equity redemption checks to our members. The equity redemption was for deferred patronage issued for the 1998 fiscal year. Many members picked up their checks at the Open House and the other checks were mailed out on March 15th.

All members were provided with a "Statement of Ownership" that details your ownership in SEC. The statement was included with all dividend and equity redemption checks, and was sent separately for members that did not receive a check.

2009 was a record year financially for SEC. We have achieved positive local earnings for each year since 1985, and we thank each customer for the great support over that period. We are proud to share our annual reports with customers, and invite you to pick one up at our office at any time.

There was very little field work during the month of March, however we are very fortunate to have so many good customers who have allowed us to deliver most of the seed corn and much of the packaged chemicals.

We expect April to be incredibly hectic as soon as the weather cooperates. We are just as eager as you are to get going this spring, and are looking forward to the long days and the prospect of making some significant planting progress. We were able to run a little in a couple of places during March, but it was little more than a dress-rehearsal for what is to come.



SEC has four Terragators committed to fertilizer and lime spreading, and six Rogators and one Terragator committed to spraying.



We have added an additional tender truck for this spring, and now have six tandems and seven single axle tenders. We combo most of our tender trucks in order to better utilize our assets. The tender trucks have dry tenders on them in the fall and early spring, and we install the liquid tanks for spray season.



Dean Allen is this month's Spotlight Employee at SEC, and was recognized for twenty-five years of service at the SEC Annual Meeting. Dean joined SEC in 1985 as the driver of our feed truck. Dean was promoted to his current position of Operations Manager in 1998. Dean is a lifelong resident of the Shipman area.

Regan Wear's Notes: We have seen fertilizer prices stabilize and spreading rates return to more of a traditional use rate. One thing is for sure; fertilizer continues to pay a good return on investment for your corn and soybean crop. Whatever the crop prices, fertilizer will help you grow more bushels and achieve "Maximum Economic Return". Talk with your sales person to help evaluate the appropriate rate of fertilizer to maximize your returns on your fields.

By the time you receive this newsletter our Otterville NH₃ facility should be in operation. This will allow for more dock space for pumping and a pickup point for area farmers that would like to pull their own ammonia. With the amount of product to go on this spring we are pleased to have this facility running to better serve your needs.



Our seed products have performed well again in 2009 and Dwayne has done a great job of positioning our Mycogen and Croplan seed products for 2010. We have a large increase of sales of both of these products and still have good hybrids with great trait packages available. If you are still considering some swing acres that could stay in corn, Dwayne has the tools available to help you with products and services to meet the demands of continuous corn. Call our office or talk with any of our sales people for you crop needs.

We have added another new seed delivery tender in 2010 to help meet your in season needs for bulk seed bean delivery. I believe we have a premiere system with our new bulk and seed treatment facility. We will have people ready to deliver the right seed with the right treatment to provide the best solutions for your acres. Call any salesperson or Dwayne at the main office to set up delivery to your farm. If you can take any product in a wagon for pre-season delivery that would help us a lot also.



We will again be having the Answer Plot on the east side of the Shipman plant. As always we will have a showcase of the newest traits and agronomic systems in the Answer Plot. This is a 17-acre test plot that is full of great information to help you sort out how these products will work in our area. Feel free to talk with any salesperson or Dwayne about a walk thru during the growing season at the Answer Plot.

Treated with Quadris	
Untreated	

We are talking about plant health more as we try to discover ways to increase soybean and corn yields. With the new reduced price points on Fungicides, it

makes it much easier to producer a good return on investment, and keep your crop healthier for an easier harvest. We have a link on our website on the agronomy page that will take you to a video that has some good information on soybean plant health. Talk with any SEC salesperson on products and services to improve plant health for crops on your farm.



Ron Sheppard's Notes: Starting April 1st, we are offering a new version of Ruby Fieldmaster and Roadmaster XL Premium Diesel fuels. Cenex, and their additive supplier have been working closely with a large ag equipment manufacturer to develop this new additive package. The new product will have all the same benefits that we have been accustomed to plus a new benefit. That benefit will be lowering oxidation of the fuel. This is very important for newer engines with a common rail fuel system. We are the only local fuel supplier with a premium fuel that has an additive package this comprehensive. Please call us for more information.

Joe Kuykendall's Comments: If you've been using standard diesel for years, you may be skeptical about whether "premium" fuels are worth the added cost. Over time your engines fuel pump and injectors get dirty-a gradual hard-to notice process that reduces both engine performance and fuel economy. **Standard #2 diesel fuel contains only minimal additives to reduce wear and no additives to extend storage life, and prevent oxidation and corrosion.** Your investment in your equipment is one of the most important parts of your business. Doesn't it make sense to invest in a high quality premium diesel fuel? **During the Month of April Cenex will be re-introducing an enhanced version of their premium diesel fuels. This enhancement has been created to address the issues of 2007 and newer engines but will also have improved features and benefits in older equipment.**



What will change? With the increase in EPA regulations OEM's have been forced to design fuel delivery systems that operate under higher

pressures. These higher pressures generate a great deal of heat in the injector and can cause the fuel to “cook” and form carbon compounds that plug filters and form injector deposits. **A more aggressive detergent package with an injection stabilizer will be added to our premium diesel fuel packages.** This will help prevent filter plugging in 2007 and newer engines as well as pre-07 engines with high pressure common rail fuel systems.

Ruby Fieldmaster Premium Diesel Fuel cleans your fuel system and keeps it clean for maximum power and efficiency. Ruby Fieldmaster offers a complete, balanced additive package. **Ruby Fieldmaster is also backed by the Total Protection Plan Warranty, which covers agriculture equipment for up to 10yrs/10,000hrs. That’s even more proof that Cenex premium diesel fuels are worth the investment.** When compared to standard diesel, independent field test showed Ruby Fieldmaster

-Reduces Fuel Costs: Advanced detergents provide up to 5% better fuel economy

-Injection Stabilizer & Detergents: Reduces oxidation and the formation of acids and deposit formations in newer high pressure fuel systems. Prolongs filter life

-Protects Your Engine: 10-15% better lubricity than standard diesel.

-Maximize Power: Increased Pulling Power

-Promotes quicker, more fuel efficient starts: cetane improver

-Extends storage life: prevents gums, varnish, and corrosion. Important with biodiesel blends

If you have any questions on Ruby Fieldmaster or Cenex Lubricants, please give me a call @ (618) 535-1204. **Thank You for Your Business!**

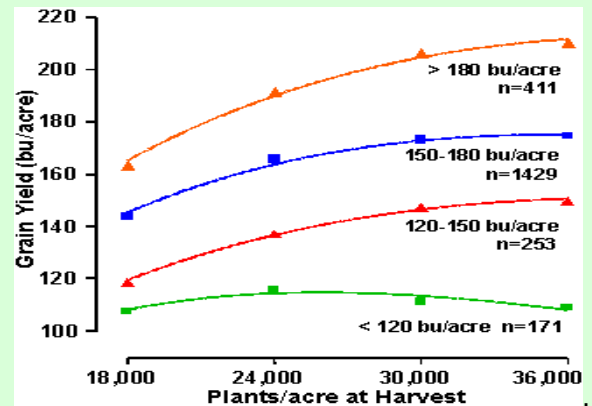


Matt Haarmann’s Notes:

Seed delivery has been going good and I appreciate every one that has let us deliver seed early. Our new bulk soybean bins are full and we can start delivering bulk soybeans anytime if you have an empty wagon to put them in. 2010 sales have been very good so far, and we still have an excellent supply of corn and soybeans for your in season needs.

Plant studies have proven higher yields with higher populations on your better soils with today’s Pioneer Hybrids. I like to see up to 35,000 planting rate on good, well-drained soils and up to 30,000 planting rate on lighter soils. Population recommendations vary by hybrid, soil type, and planting date. Contact John or myself if you have questions about your

seeding rates this spring. Below is a chart showing optimum populations for your highest yield potential.



Dennis Wieseman’s Notes: USDA Report placed corn acres at 88.798 million acres versus estimates of 89.2 and last year’s number of 86.482 million. The report was considered neutral for corn with acres under 89.0 million, but stocks on hand came in about 200 million higher. Obviously, the final figure will depend on the spring weather and forecasts are starting to suggest warmer and drier conditions. Any rally on corn prices over the next couple of weeks will be met with heavy producer selling of both old and new crop. Talk to us about offer placement for your corn sales.

USDA placed soybean acres at 78.098 million versus estimates of 78.5 and last year’s acres of 77.451 million. Like corn, soybean acres are slightly lower than trade estimates, but quarterly stocks were not lowered as much as expected. We still have to deal with the large bean crop in South America and the fact that they will dominate the export market all the way to this harvest season. Once planters start rolling, we may see that old crop beans lose their steam and drift to lower levels. Look to liquidate your old crop inventory between \$9.50 and \$9.90 and get started with some new crop soybean sales above \$9.25.

We are looking for a few acres of Schillinger non-GMO soybeans with a \$1.40 premium for the 2010 crop. Delivery time is January 2011 through March 2011 Buyer’s Call. Talk to Dwayne Milner about seed availability and to me about additional program details.

Derek Kahl’s Notes: 2009 CFA Input Finance Programs were due March 15, 2010, some producers have been granted an extension of the due date to allow for additional marketing time. If you have not paid off your 2009 CFA Loan or been granted an extension of your maturity date, the interest rate on your loan maybe increased as a result of the loan being past the maturity date. If you are in need of additional marketing time for your grain to be able to pay off your 2009 CFA loan, give

me a call today and we will apply for any extension of your maturity date to lower your interest rate. May 1, 2010 is the deadline to accept applications for CFA's Input Finance Program for the 2010 crop year. With competitive interest rates, as well as, flexible payback terms, now is your last chance to apply and begin saving money and enjoying the worry free implementation of your loan. For Details, contact me for an on farm visit.



The SBI Annual Meeting was held on March 20th. The investment in Center Ethanol Company (CEC) and One Earth Energy were reviewed during the meeting. SBI K-1 tax information along with a copy of the SBI Annual Reports will be mailed to all SBI members.

Brent Phelps Notes: Thank you to all the seed and chemical customers who let us get some of our deliveries out of the way before things turn hectic. SEC turned the Mack truck into a seed and chem delivery monster. The big flat bed and the Moffett forklift are as handy as a pocket on a shirt. The Moffett has off-road capabilities and can reach out and grab a pallet of seed 10 feet away. When we get to your farm there is no job this truck can't handle. We at SEC realize not every grower has a way to unload seed so this truck solves those problems. You may be thinking; what about the old fashion way of one bag at a time? We are trying to be as efficient as we can and eliminate the need for multiple trucks and trailers on the road. Seed and chemicals are expensive and we want them to be in perfect shape when you get them.

Spring is upon us now and we are ready for this perfect storm. If you still haven't got your seed or bulk chemicals delivered give us a call and we will bring the Moffett.

"LET'S GROW SOMETHING TOGETHER"

Dwayne Milner's Notes: We have started delivering soybeans already this year. Mainly to maximize our time so we can deliver soybeans in a timely manor when we start planting. If anyone knows for sure they want there soybeans treated we can schedule a day to get them on your farm before we start in the fields.

I am looking forward to this years planting season, I have missed my time in the field evaluating hybrids and comparing them to new genetics. If anybody that I have not made plans with would be interested in trying a side by side or having a plot on there

farm with Croplan and Mycogen corn or soybeans let me know and we will be sure to make plans on one. This is a great way for producers to get a look at some truly strong, divers and unique genetics on there own farm.

Remember that yield data is great when comparing hybrids, but when the data comes from a producer's own farm, soil and farming practices replicated out several times, the data is priceless.

Rich Metzger's Notes: Thanks to everyone who took there seed corn in March. Our focus will change in April by working on seed beans being treated and delivered. This will give us an opportunity to use our new seed treatment plant and new tendering equipment. Some of the treatments available are Warden RTA, this is a basic fungicide treatment and Cruiser Max a fungicide and insecticide treatment. We are also looking at a product called Optimize 400. This product is an inoculant plus a LCO promoter. The promoter is a natural bacterial promoter product that accelerates and enhances early season plant vigor. This product also initiates earlier nodule formation than standard inoculants.

I am looking forward to putting out seed plots and side by sides for Croplan and Mycogen seeds. If anyone is interested in doing any of these tests please let me know as soon as possible so I can set up a program for you and your farm. Thanks for your business and continued support. Have a safe spring.

Growing Your Future One Field At A Time!

Joe Wieseman's Notes: As we draw closer everyday to planting those first seeds of 2010 remember that it is never too late to step into the precision farming market or add to an existing precision farming system. Whether you want to add a simple assisted steering system to use for tillage and NH3 application, or looking for a complete steering and application control system, SEC has the products and knowledge you need to get set up and running this spring.



Please have a safe and efficient spring. Call me at 618 779-2741 if you have any questions about the

products or services we offer.