

LIFELINE

IDEAS AND INFORMATION HELPING FARMERS PRODUCE AND MARKET PROFITABLY



Heartland Spotlight:

KEN ROOT
Veteran Ag Reporter

**Issues lining up to
impact corn prices**

Viptera Trait

**Financial Results
for 2010-11**

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The logo for Heartland Co-op features a stylized graphic of a field with rows of crops receding into the distance, rendered in shades of green and brown. Below the graphic, the words "HEARTLAND CO-OP" are written in a bold, dark red, sans-serif font.

HEARTLAND CO-OP

OCTOBER 2011

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LIFELINE

IDEAS AND INFORMATION HELPING FARMERS PRODUCE AND MARKET PROFITABLY

Financial Results for 2010-11



LARRY PETERSEN
 CEO/General Manager

At Heartland's recent annual meeting the financial results of the 2010-11 fiscal year were announced. It was reported that Heartland experienced earnings of more than \$19 million which was the 17th consecutive year of positive earnings. As shown below, this slightly exceeded last year's total earnings level. The cash flows

\$.03/gallon on petroleum products, 1.34% on feed sales, and 2.28% on agronomy products and services. The total amount of patronage allocations declared this year amounted to \$5.7 million with 50% of that paid in cash. With this cash amount along with equity revolvment and estate payments, an all time high of approximately \$4.14 million was paid to the members this past year. More than \$32 million has been paid to members since the inception of the merged Heartland Co-op in 1993.

At this year's annual meeting, director elections were held in Districts A, C, E, F and H. Elected were Vernon Flinn - District A, Warren Schildroth - District C, Brad

HEARTLAND CO-OP FINANCIAL SUMMARY

	2009	2010	2011
Total Sales	\$941,508,406	\$666,968,213	\$935,539,378
Local Earnings	15,740,140	16,328,945	16,082,660
Total Earnings	21,292,763	19,295,707	19,473,007
Working Capital	38,754,337	65,932,339	65,847,010
Long Term Debt	29,917,007	46,620,190	50,938,531
Expenses	81,286,294	72,067,572	77,942,799
Grain Sales, Bushels	121,039,464	101,040,813	107,711,008
Petroleum Sales, Gallons	23,324,050	22,550,014	19,961,078
Feed, Agronomy, & Merch.	130,332,468	111,377,471	131,942,130

Olson - District E, Art Churchill - District F and Mike Helland - District H. With the further downsizing of the Board this year from 13 to 11, two incumbent directors Doyle Drake and Donn Anderson will

derived from bottom line results are crucial for the purchase of capital assets, making debt payments, revolving equities, and paying current earned patronage.

Impacted by the higher prices of commodities this year's sales were above those of last year and consistent with those of two years ago. It should also be noted that this past year's results were influenced by the acquisition of the Roorda facilities at the beginning of the fiscal year and the Grainco facility at Dexter on December 30.

The remarks at the annual meeting emphasized the financial strength that Heartland has developed over the past few years. In todays economic depressed times coupled with high commodity prices this position has never been more important.

At the annual meeting it was announced that the Heartland Board has decided upon allocation rates of \$.0296/bushel on grain,

not be returning to the Board. Heartland appreciates the years of dedicated service provided by these two individuals. On a related note, special thanks go to the 15 members who served on the 5 nominating committees.

As we reviewed this year's financial results at the annual meeting, I am reminded that any success achieved by Heartland is only possible through the support of our customer base. We want to thank you our members and customers for the support you have shown with your purchases of inputs and sales of grain.



Diversified Ag Services, LLC



RICK PETERSON
Manager of
Diversified Ag

EARLY ON IN MY GRAIN MERCHANDISING CAREER I LEARNED A VERY IMPORTANT GRAIN MARKETING RULE – “markets cannot be predicted.” The market will dupe you if you try to predict prices! Ask yourself every day, “how can this market move against my position(s)” and ensure you can take the risk or do something about it. Diversified Ag Services is the risk management subsidiary of Heartland Co-op. My job as a grain marketing consultant is to help my clients understand their market risk and educate them about the tools to use to control those risks.

Tools that clients use all the time are options and hedged-to-arrive contracts. We use options to set floor prices. This is the lowest price a client will get for his production even when the market goes down, but allows the client to participate in future rallies in the market. Many farmers have tried using options in the past but the market moved very little and therefore would not cover their premium. Options are still not cheap, but with the volatility in the market today they are good tools to use. Hedged-to arrive (HTA) contracts allow the clients with farm storage to roll those hedges to deferred months when there is enough carry to cover interest and earn them something for their investment in their bins. They also allow us to set the basis when it is to their advantage to do so. It is my job as a consultant to help my clients determine when it's time to roll their HTA's and to track historical basis so we can set it at an opportune time.

Another tool clients have is our association with Hurley & Associates. Hurley & Associates is a risk management service with locations nationwide and have many years of combined experience helping the family farm survive. Association with them gives me access to their senior consultants and the accumulated knowledge of their marketing consultants from other parts of the country. Hurley & Associates also allows convenient brokerage of futures and options trading.

The future of agriculture rests with those who are willing to make a commitment to risk management. The farmers in our trade territory have done a good job of managing the risk associated with producing a crop. However, very few of those farmers have the time to devote to managing their risk of marketing that production. This requires continuous observation of the market and expertise in the implementation of tools to execute a marketing plan. The volatility in the range of price during the crop year can be the determining factor in the success or failure of a farming operation. No matter how efficient a producer is at growing his crop, marketing his production will ultimately decide his future.

Diversified Ag Services works daily for the clients that are subscribers to the marketing service. For less than 3 cents a bushel, you too could have a grain consultant help market your production. From now until October 30th we have a special introductory offer. TO FIND OUT MORE ABOUT THIS OFFER CALL ME AT EITHER MY OFFICE LINE: 515-645-9857 OR CELL PHONE: 319-640-6975.

The future of agriculture rests with those who are willing to make a commitment to risk management.





TOM HAUSCHEL
Executive Vice
President Grain

ISSUES LINING UP TO IMPACT CORN PRICES

VIPTERA TRAIT Heartland fully supports genetics – we need continual improvements in genetics to keep pushing yields and profitability upward. But we have the responsibility to grow a product that’s shippable and marketable worldwide.

The impact of the 2011 commercial release of the Viptera trait is still unknown. All three Syngenta brands – NK, Golden Harvest and Garst – sold or gave away trial quantities of about 70 different hybrids containing Viptera before getting approval from the export market regulatory agency in China.

It’s estimated that there is approximately 250 million bushels of Viptera corn to harvest plus additional bushels that have been exposed to cross-pollination. If the US loses

export markets, even small corn destinations such as China, the price impact to corn can be substantial. When analyzing the current corn balance sheet, a 200 million bushels increase in the corn carryover stocks resulting from lost markets could result in an approximate market loss of \$1 per bushel – that’s a \$13 billion problem.

Historically, we have seen previous export issues impact our ability to ship corn by rail. Rejection or denial of a vessel by an export customer can affect all train shipments and cause back up in the system – Railroads will caution on the conservative side and deny future shipments containing any unapproved genetics even to domestic users. With that level of risk, it is imperative that all

segregation measures are followed – from fields to on-farm storage and to commercial grain elevators.

Not all Heartland facilities will accept unapproved varieties. To comply with channeling requirements, we ask producers to notify Heartland facility personnel before delivery so we can segregate this corn and ship it to designated facilities. Heartland's staff will work with you on an individual basis to create a marketing plan for your Viptera corn.

This is a strong reminder for us as an industry about practicing diligence in seed selection. The entire industry needs to be looking all the way through the marketing chain and be very inquisitive about the marketing implications of seed selection.

CORN PRICES IMPACT THE MARKETS

We've all enjoyed high corn prices for the better part of 16 months, but some of that upward movement is going to be given back. At some point, prices are as far up as they can go.

High prices are cutting back corn use – chickens, hogs, ethanol and exports all

responding to the price pressure of corn.

Feed prices continue to decimate livestock production – with cattle and poultry trending much lower – and livestock operations are choosing alternative feed ingredients. Domestically, demand for corn is falling.

Other factors: feed alternatives like wheat are trading at a substantial discount to corn, which will continue to pressure corn prices. Argentine corn has started trading below US corn. Canadian wheat production is up, and wheat has been displacing corn around the world, this is relieving the tightness of our corn supply.

Additional impacts include the EU delay on Greek bailouts, larger Russian, Ukrainian and Australian exports and the increasing value of the US dollar causing continued pressure on US exports.

We recommend establishing a corn marketing plan that protects against downside risk. We recommend that farmers continue to work on forward sales. The key will be to market when it's profitable for your farming operation.

This is a strong reminder for us as an industry about practicing diligence in seed selection.



American agriculture was built on the tradition of supplying food to our nation. We now supply food to the world. The goal remains the same, only with a much larger population needing food. In response, agriculture has developed a much larger capacity for production by adding capital inputs and dramatically reducing labor inputs.

Through the changes we've seen over time, the most remarkable constant about farming has been the culture — the kind of people who are involved in farming and agribusiness. It's probably our greatest strength.

People in this business will do anything for you, and they are extremely dedicated to their work. Years ago, if a farmer had 40 acres to farm, you could count on him to put in whatever effort was needed to produce and harvest his crop. Today, a farmer with 4,000 acres will do the same. And the people who serve farmers have always made it a point to match that effort. That dedication from both ends makes the industry work.

RIGHT NOW, THE FARM ECONOMY IS IN GREAT SHAPE for those who are not in the midst of a disaster. Drought and floods have been brutal in some areas. But the overall economic conditions we're seeing right now could well rival the 1970's in terms of 'good times' for agriculture.

However, even in these good times, the risks today are tremendous and they seem to always be moving targets. A good decision today can be a bad decision tomorrow. That's the ongoing challenge of farming — good, solid decision-making.

I think that farm operators who have long term survival as their goal are keeping costs down and debts low and using every risk management tool available to shift potential liabilities away from their operation. They use strategies such as buying crop insurance and utilizing custom applicators.

ANOTHER CHALLENGE is the continuing revolution of technology. Traditionally, farmers have accepted new technology too slowly. Today, we may have accepted some technologies too quickly, or at least without sufficient questioning or understanding of them.

One example is glyphosate. We are wearing out the value of that technology by overusing it, and farmers are seeing problems with resistance now. It's going to limit the useful life of that technology. If people had rotated weed control technologies, we could have used glyphosate for a much longer period of time.

On the flip side, we see positive impact coming from a mass technology convergence. Global Positioning Systems (GPS), remote sensing, data storage and processing are all coming down in cost and focusing better in their application. It's become a tremendous

management asset.

Using technologies like those, I know that farmers in the future will be better and better able to use inputs, understand insect and weed pressure and weather conditions, and will be able to react and manage crops very closely from planting to harvest.

ENVIRONMENTAL REGULATION is another thing farmers will always have to watch. Indeed, it may be one of the most ominous things on the horizon. Agriculture needs to be able to use pesticides and fertilizers, but they are potentially going to be restricted in production and application. Likewise, climate change policies will also figure into the future of farming. The reality is that politics and regulation will likely impact agriculture heavily.

And that's the point — no one knows for certain what's coming next. Farmers will have to look outside their own farming operation for information and solutions more and more.

But overall I think the future is bright. The world's standard of living is based on the availability of high quality food. Farmers solve many problems just by producing food. Increased food production is a necessity as we add billions more people to the planet. Governments must realize that keeping land available for production and farmers on the land will be the only way to have stability.

THE FUTURE OF AGRICULTURE – Rooted in the past

RECENTLY, we had an opportunity to talk to **Ken Root**, one of ag's most recognizable broadcast voices. We asked for his perspective on where agriculture has been and where he thinks it might be headed. Here is what he said:

Knowing that, any young person today who enters into a career in agribusiness, or those who are able to enter into farming, will fare as well as any of their peers in any other segment in our society. Honestly, I would love to be 21 again.

I've been in this business since 1972 starting as a teacher. Shortly after that, I moved into broadcasting, and have since then realized great personal satisfaction in providing information to farmers. I have been richly blessed and wouldn't trade any of it.



E

Heartland Spotlight:

KEN ROOT

Veteran Ag Reporter

KEN ROOT is a veteran ag reporter working in radio, television and print. He has worked in Oklahoma, Kansas, Missouri, Washington, D.C., and Iowa. Root was the original host of AgriTalk, a daily talk show that focused on agriculture and rural America. He has been recognized as the outstanding farm broadcaster of the year (2009) and winner of the New Holland Oscar in Agriculture (1983 and 2008). Root has traveled to thirty countries as an agricultural reporter, including a trip to Iraq with former U.S. Secretary of Agriculture, Mike Johanns, in 2006. ROOT IS THE HOST of the Agribusiness Report on WHOHD-TV Channel 13 in Des Moines, which airs twice daily at 5:45 am and 12:50 pm. He also is the voice of the Iowa Agribusiness Radio Network that has thirty affiliate stations in Iowa.

Heartland Co-op 0% SEED FINANCING



NEAL TAPKEN
Director, Credit & Collections

Last year in this newsletter I showed the following example of potential interest savings with our crop input financing program compared to a traditional bank operating loan.

More of you have recognized the savings by utilizing the ultra low interest rate financing we offer. There are probably several of you who understand the interest savings but are reluctant to change your current financing structure. More than 80% of the producers who utilize our loan program use the funds strictly for Heartland prepay purchases only. They continue to use their traditional operating line of credit for all other purchases. This type of structure allows them to continue a relationship with their local bank while also capturing low interest funds to secure their Heartland prepay purchases. As you can see from the cost comparison there is a significant interest savings available by utilizing our crop input financing option.

Third party standard rate input financing loan (18 month max maturity, 8.00%APR)

December prepay:	\$52,000	8.00%APR	\$4,968.89
March cash rent:	\$12,000	8.00%APR	\$973.33
June in-season purchase:	\$10,000	8.00%APR	\$555.56
Total interest expense:			\$6,497.78

Heartland Co-op crop input financing loan (18 month max maturity, triple rate loan)

December prepay:	\$52,000	3.50%APR	\$2,173.89
March cash rent:	\$12,000	6.50%APR	\$790.83
June in-season purchase:	\$10,000	5.50%APR	\$381.94
Total interest expense:			\$3,346.66

TOTAL SAVINGS OF \$3,151.12

In addition to our already low interest financing options, Heartland Co-op is offering 0% financing for your 2012 crop year seed purchase. Upon credit approval you will have the option to prepay your seed purchase with Heartland Co-op and finance at 0% until 6/1/2012. If you choose to continue financing your seed purchase after 6/1/2011 you will receive the ultra low rate of 5.50% (APR variable) until maturity of your loan. This is an exciting new option to add to our low interest financing package.

Once again this year we are working with The Cooperative Finance Association, Inc. (CFA) as our financing partner. The application and approval process is quick and easy. All loans under \$250,000 are only required to complete a simple two page application. The application review process is handled by CFA and you will typically have a response within 48 hours. Upon credit approval, you will qualify for a triple rate crop loan that can be used for all Heartland Co-op products and a few select third party expenses.

2012 INPUT FINANCING LOAN

Seed	0.00% APR**
Prepay products	3.50% APR*
In-Season products	5.50% APR*
Third party purchases	6.50% APR*

*Variable interest rate as of 9/13/2011

**Qualifies for reduced cash discount

- ⇒ Subject to CFA Input Advantage loan approval and \$125 loan fee advanced on the loan.
- ⇒ Third party purchases pending approval from CFA, must be crop related expenses.

Many of you will have questions regarding the CFA variable interest rate. CFA establishes the variable rate based on their cost of funds. Typically the variable rate will only fluctuate if the Wall Street Journal Prime Rate changes. As a Cooperative, CFA has a history of pricing its loans competitively within the agriculture lending

marketplace and sees no particular benefit in doing otherwise.

I encourage you to contact your Heartland Co-op salesman or myself to discuss the crop input financing we have available. Feel free to contact me at 515-974-4337 if you would like more information or a copy of the credit application.

It's Nothing But Up



RON GROSCKREUTZ
Director of Western
Grain Origination

The grain markets have been almost nothing but up for the past 16 months. The following chart is what December 2011 futures have done since June of 2010. It started at just \$4.04 in June 2010 and rocketed to a high of 7.77 August 31, 2011. Since the high, over the past 11 marketing day, we have knocked 85 cents off of it, taking December futures to \$6.92 at the close of the day on Sept. 16. We are hearing a few better yields than expected in Illinois and Iowa. Will this only be the early corn, less stressed from the hot and dry conditions than the later planted corn? Will

the corn on beans, or the spring applied nitrogen, or no till farming practices show better than expected results? The micro nutrients, fungicides and seed varieties perhaps helped keep the corn plant healthier, and thus able to sustain the harsh weather a bit better.

We don't yet know what the final yields will be, nor what impact these high prices have had on domestic and international demand. We have surely cut back usage in almost every portion of demand. Chickens are in the red, hogs are a break even at best, ethanol margins have been a bit thin and exports dipped lower. The high prices have done exactly what they are intended to do, they force the market to decide if it really needs the product, how much, how badly, and is there a substitute for that product. While production this year has been well below our best hopes, the market anticipates using 150 million less corn for ethanol, 250 million less corn for export, and 450 million less corn for domestic feed usage. That is 850 million less demand in the coming 12 months.

OBVIOUSLY NO ONE KNOWS WHERE THE MARKETS ARE HEADED from here. Sell profitable prices and hope your next sale is better yet.



But it appears as though \$7.99 corn this summer, and a run to \$7.77 a couple of weeks ago, has put a lid on corn for the moment.

Harvest is approaching and it is time to get ready for all of those things that only happen once a year. Safety and preparedness are essential thoughts as you approach your jobs each day. Be aware, and watch out for all of those moving tractors, wagons, trucks, and machinery. Be mindful of pinch points and things that can snag or catch clothing and skin. Most of our elevator personnel, and grain producers, are going to be working longer hours than normal. It is easy to become lax, or complacent, and that's when accidents are most likely to occur.

How many of us are really working safely? Have you, or someone you know been injured at work? Lost major work time, use of a body part, or worse yet, loss of a body part? There is no reason that we shouldn't all go home in the same condition that we start the day. Well perhaps a bit more tired...

Heartland Co-op Locations

ALLEMAN 515-685-3541 866-613-0094	JEWELL 515-827-5431 800-728-0017	PICKERING 641-478-3296 800-542-7887
BELLE PLAINE 319-444-2154 800-328-2667	KELLOGG 641-526-8236 800-845-1075	PRAIRIE CITY 515-994-2651 800-383-0723
BLAIRSTOWN 319-454-6411	LAUREL 641-476-3427	PRAIRIE CITY WEST 515-994-2631
BOONEVILLE 515-996-2295 800-244-8579	LINCOLN 641-473-2640 800-392-2667	RANDALL 515-328-2315 800-334-1182
CAMBRIDGE 515-383-4345	LUTHER 515-795-2386	REDFIELD 515-833-2953
CARLISLE 515-266-4215	LUZERNE 319-434-6211	REINBECK 319-788-6831 800-717-2667
CHELSEA 641-489-2724	MADRID 515-795-3047	RIPPEY 515-436-7411 800-442-7411
COLO 641-377-2253 800-397-9513	MALCOM 641-528-2535 800-273-4485	RUNNELLS 515-966-2349 800-245-6221
CONROY 319-662-4100 800-272-6422	MARENGO 319-642-5529	SLATER 515-685-3571 800-779-3571
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ENTERPRISE 515-964-2390	MONROE 641-259-2157 800-659-2157	WEST DES MOINES 515-225-1334 800-513-3938
GILMAN 641-498-7495	MONTEZUMA 641-623-5727	WINTERSET 515-462-4611 866-605-8168
GRUNDY CENTER 319-824-5466 800-319-7775	NAPIER 515-292-2323	
HARTWICK 319-525-2311	NEWBURG 641-498-2553	
HOLLAND 319-824-6638 800-375-6638	NEWTON 641-792-5169 800-800-5169	
INDIANOLA 515-961-2505 800-992-2505	PANORA 641-755-2114 800-422-0914	

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Heartland Co-op

PETROLEUM

NEWS



CHUCK BARNES
Certified Energy
Salesman

PRE-SEASON- FUEL TANK MAINTENANCE - CAN PREVENT EQUIPMENT REPAIRS AND DOWN TIME

Fuel tank maintenance is growing increasingly more important because of the investment that you have in your time and equipment. Contaminates can and do occasionally get into your fuel system. This problem can not only lead to lost time, but expensive equipment repair. In this article, we are going to give you some ideas and tips for good tank maintenance

on both your equipment and your storage tanks.

Water and dirt are two of the most common contaminants that will get into your fuel system from time to time, and are also a couple issues that are the easiest to combat against by just changing some seemingly unimportant activities. Water enters typically by condensation with-in the tank on the equipment or storage tank. One example of this condensation is: During this harvest season, you run your equipment all day and then when it is time to shut down for the night, you simply turn the key and walk away. Pretty normal practice most of you might say. There is condensation building within your tank due to the warmth of the day and the heat from the motor. Eventually this practice will become a major problem for you and your equipment. With the day-time temps and the heat from the motors, parking that piece of equipment with a nearly empty tank only leaves more room for condensation to form. It is advisable to never let your combine or tractor be shut down without a full tank of fuel in it. This will greatly reduce your risk of condensation forming in your equipment tanks and without the water; the bacteria (algae) cannot form. Heartland Co-op sells a premium fuel that has additives in it that will combat this issue and force the water to the bottom of your fuel tanks. Water is also one of the biggest contributors to the growth of algae. This is the black, slimy goo that will plug up the filters on your fuel tank, as well as filters on tractor or combine engines.

OTHER SUGGESTIONS that we have for your fuel system, deal with the tanks themselves. You should have a filter on your dispensing system, whether it is your tank in your yard, or on your pickup tank. There should be at least a 10 micron filter on that tank. These filters should be replaced at least annually. I would also suggest taking a permanent marker and mark the filter with the date you installed it. Mark it in a place that is highly visible anytime you fill up, so that you can keep tabs from time to time on the age of the filter. Another suggestion that we have is to periodically remove the drain on the bottom of the tank to drain out the bottom of the tank.

WINTER BLENDING YOUR FUEL

That cold time of the year known as winter, is quickly approaching. It is time to start thinking and talking about what you should be doing in order to ensure a smooth winter season with your equipment and vehicles. With the winter time, you will hear some new terms associated with your fuel. These terms are: CFI (cold flow improver), cloud point (the point at which the diesel starts to form wax structures that clog filters), CFPP (Cold Filter Plugging Point the point at which operability is threatened).

We here at Heartland Co-op are dedicated to helping you with your needs and are always available to give you some ideas on how to prepare your fuel systems for this time of year. Below are some basic ideas to get you started; If you need further assistance, feel free to contact one of Heartland's regional salesmen.

- Drain and remove all water and contaminants from your fuel tanks at least prior to winter time. This will help ensure that you will not have clogged filters due to freezing water, as water is viewed as one of the bigger issues when the temperatures get to be around freezing outside. (The filter is often the first to freeze when the weather is cold.)
- Replace your fuel filters on your equipment at the same time you change your tank filters before the winter season. If your machinery is equipped with a



water separator, it would be a good idea to check and empty this periodically also.

- If you have filters that are getting plugged due to gelling fuel, it is often too late to add any cold flow improvers when this happens. At this point, it's best to get the vehicle into a warm shop to get it running.

ONE OF THE MOST COMMON PROBLEMS that we encounter is that the fuel is not blended properly in your tanks. You should take note of how much fuel is in your tank before you add any blended fuel. The fuel that is already in the tank will reduce the blend of the fuel that you are putting in the tank. Taking

We here at Heartland Co-op are dedicated to helping you with your needs and are always available to give you some ideas



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into account for the fuel that is already in tank (bottoms included) when figuring out how to properly blend down tanks, will ensure that you have what you think you have. For example: If there is 1000 gallons of #2 in tank (including tank bottoms) then 1000 gallons of #1 would need to be blended to create a 50-50 blend in tank.

If you are using a fuel blended with biodiesel, you will also need to take into account what percentage of the biodiesel you have in your tank. Blends of higher than B5 will increase the cloud point of the fuel. In other words, your fuel will gel at a higher temp than straight #2 fuels.

If you plan on splash blending a CFI into your diesel,

did you do it when the fuel was at 20 degrees or warmer? The fuel needs to be at or above the cloud point in order for that additive to work effectively. Otherwise, it will only sit on top and not do what it is supposed to do. This additive will also lead to more filter plugging issues if not blended correctly. The reason I mention 20 degrees as a bench mark, is because it is easy to remember, and there is some "wobble" room when using this temperature.

A GOOD RULE OF THUMB for blending #1 to #2 fuel is that for every 10% of #1 that you add to a #2 fuel, should reduce the cloud point of the fuel in the tank around 2 degrees.

October Checklist

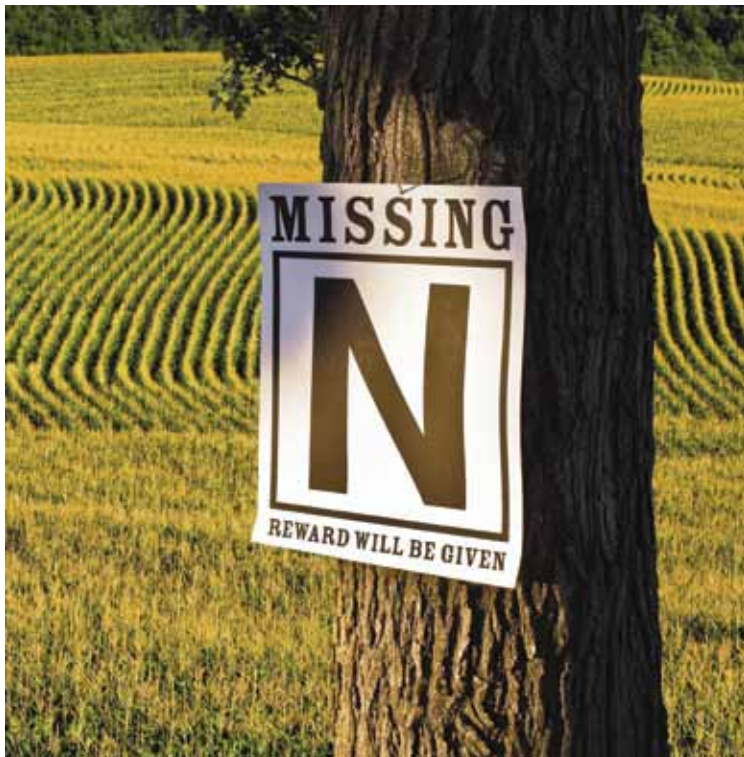
- Make Your Initial Seed Selections for 2012
- Inform Your Area Agronomist as Fields are Harvested for Fall Fertilizer Applications & Grid Sampling
- MESZ Micro Essentials Phosphorus With Sulfur & Zinc
- Hydra-Hume Liquid for Stock Decomposition, Hydra-Hume Dry Along with P&K Applications for Improved Availability
- Fall Herbicide Plans for the Control of Winter Annuals
- Use N-Serve This Fall & Take Advantage of Pre-Pay Promotion
- Use Instinct with Fall Liquid Manure Application to Stabilize Nitrogen
- Schedule Custom NH3 Needs
- VRN – Variable Rate Nitrogen
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