



MAIN OFFICE
North Tripp
605-935-6791

**GRAIN
AGRONOMY
FEED
SALES & SERVICE**
800-257-6791

Parkston
605-928-7954

Scotland
605-583-2231

Another Harvest on the Horizon

With the small grain harvest around the corner, we have included the harvest policies that will help you, the producer, make your decisions with the marketing of the small grain. If you have any concerns or questions, feel free to call and we will see what solutions can be figured out. All the locations will be dumping winter wheat so we hope this will help in the harvesting process and the cutting of the wheat in the field. As we all know, the more efficient that we are at Dakota Plains in the dumping of the commodity, the more we all get accomplished in the harvest season.

Dakota Plains is also offering a free Delayed Pricing program on corn until Sept 10, 2007. This again would allow producers to haul corn in and price the commodity without being charged storage. This works for all of us as you as the producer can have the freedom to haul and price when appropriate and Dakota Plains can ship and sell. Give us a call if you have any questions or need more explanation.

I thought I would explain the recent move of myself from the G.M. position back to the grain/agronomy

merchandising position at Dakota Plains. The decision was a mutual agreement by myself and members of the board on how Dakota Plains would be best served when looking at the two positions.

Dakota Plains, in my capacity with the grain and agronomy, has developed many business relationships and product growth in the ag industry that has given us a solid position in southeastern South Dakota.

With the understanding of "don't fix it if it isn't broke" attitude/opinion, and the success of the company in recent years, the conclusion seemed quite obvious. The board has valued my and the management team's efforts and wants that success to continue at Dakota Plains. So, I thank the board for their support and confidence in me. I also want to thank the staff for their efforts and cooperation in making Dakota Plains a respected business in the ag industry. And finally, I want to thank the

producers in our trade area that have supported me and Dakota Plains and have allowed us to work together in their farming operation. As always, I encourage you to stop in for a visit, my door is always open! Be sure to take the time to meet our new G.M., Dick Munn!



JON PROEHL
Grain/Agronomy
Merchandiser



DICK MUNN
General Manager

New General Manager

Dick Munn became the General Manager of Dakota Plains Ag Center, LLC on May 1, 2007. Prior to coming to Dakota Plains, he spent 30 years in the Cooperative system, 20 of those years in Management. Dick is the third generation in his family to be involved in the Cooperative system with most of those years in the state of Nebraska. His hobbies include bicycling and visiting his three children and three grandchildren in Kansas and Nebraska. Please stop by and give him a good ol' South Dakota welcome!

MARK YOUR CALENDARS! COMING SOON: CUSTOMER APPRECIATION DAYS

Scotland: July 27, 2007 Golf outing in afternoon with meal to follow in evening
Tripp: August 8, 2007 Evening entertainment & meal
Parkston: August 10, 2007 Golf outing in afternoon with meal to follow in evening

Anyone wishing to attend the Tripp barbecue on August 8th may also golf at Parkston or Scotland on either of the scheduled dates. We encourage you to attend whichever outing best suits your schedule, no matter the location!

Remember, the golf outing is "just for fun" and is for all golfers, those who just think they are golfers, and those who don't know how to golf but want to just plain have fun!!

More information to follow – watch your mailboxes, newspapers, and our website!

FREE DELAYED PRICING ON WHEAT UNTIL JULY 1ST & CORN UNTIL SEPTEMBER 10TH

- If not sold by the dates listed new crop service charges will then be charged on any remaining bushels not priced
- This program is offered at all DPAC Locations
- Pricing will be taken at point of delivery and pricing will be done when the Chicago Board of Trade opens
- **THIS DOES NOT APPLY TO NEW CROP CONTRACTS**

Maximize Yield, Save Time & Money

The addition of our wheat drilling service last year was one of the many changes brought about by our Intensive Wheat Management Program. To maximize winter wheat yields and good winter survival, winter wheat needs to be planted in mid to late September. We understand that our customer is very busy at this time with corn and soybean harvest, and that is why we will again offer custom air seeding of winter wheat this fall.

We have had many compliments with the Case IH SDX40 drill. This machine comes with the technology to deliver fertilizer along with the seed wheat. This system has a 7.5 inch row spacing and an on-board computer tracking the seeding rate. This computer will also monitor each row for plugging or reduced flow. The tractor pulling the drill is equipped with auto-steer, which helps cut down on skips and over-laps. We contribute a lot of last year's success to the larger disk openers and less angle on the disk compared to equipment used by competitors.



MIKE BODEWITZ
Field Marketer

As a thank you for submitting your commitment of acres prior to **July 20th**, those of you that intend to have us drill your wheat will receive discounts to reduce your costs. With these early commitment numbers in our hands, the Dakota Plains staff can ensure we have the equipment, products and manpower in place to complete the planting of your wheat on a timely basis. Please call us today to book your acres, or for an appointment if you have questions about our Custom Air Drilling or Intensive Wheat Program.

One-Stop-Shop for your Seed Cleaning and Treating

For your convenience, we will have bulk wheat seed on hand such as Certified Wesley, Certified Jagelene and a couple other varieties not yet determined. Darrell will be a new winter wheat variety that we will definitely be looking into as an additional option. For those wanting to plant their own seed and have it treated, we will again have a portable seed cleaner coming a couple of different times in August. So, we will be able to clean and treat seed with our commercial seed treater in one stop. We feel this will be a great time saver and convenient solution for our customers.

As for the treatment, we recommend Dividend Extreme as our fungicide seed treatment of choice, to help prevent smut, root rots and other seed borne diseases. Dividend Extreme gives us early fungicidal activity while T-22 gives us the long-term protection we are looking for. We also have been using Jumpstart to help with phosphate uptake on low phos-high pH fields.

The customers that participated last year with these services were very pleased. Call in for details as we get closer. Also, be sure to thoroughly clean the treated seed out of your wagons and trucks before using them to deliver your corn and bean crop to the elevator this Fall. This is very important to us as just one kernel of treated seed could contaminate a whole bin or train.

Once again, Dakota Plains will offer a scouting program for the 2008 crop year. Take the worry out of your wheat program! Contact us today and let us know what we can do for you!



Working Hard to Help You Succeed!

Operations

Well, we made it through another fertilizer season. The crew was extremely busy with the short window the weather had given us. One thing about S.D. is to never cuss the rain (don't know when it will shut off). The guys have been busy with all three sprayers and by the end of the week the big push should be over. We took the tarp off the Lemar Bunker System a couple weeks ago and have been in the process of moving the corn into the elevator. We should have the corn in by the end of June. We have (1) bean train and (2) corn trains to load before wheat harvest. The guys are busy with maintenance on all the elevators getting ready for the upcoming wheat harvest. We will be dumping **Winter Wheat** at all our locations: **North Tripp, Scotland, Tripp, and Parkston**. The space will be limited at Tripp

and Parkston. The majority of the Winter Wheat will be loaded out on shuttle trains during harvest at our North Tripp facility. We will be taking **Spring Wheat** at **Parkston** only this year.



KEVIN MURTHA
Operations Manager

Grain Storage

Just a note on checking your grain bins: we have noticed some damage and bugs coming in the last few weeks. We have Phostoxin pellets on hand for treating infested grain and Malathion for preventing infestation of grain going into storage.

Safety

As always, let's keep safety in mind as we enter into the Harvest season. So please work safely and we hope you have a wonderful Harvest Season. Your business is greatly appreciated.

Foo-Foo-Juice...Or not?



The Ag industry, for as long as I can remember, has sporadically been exposed to products that are supposed to save you time and money by increasing yields or decreasing costs. Back in the 70's, I remember a product that was made from some sort of kelp or seaweed. I don't remember what it was supposed to do, but you can be sure that it would make your life easier for a fraction of the cost involved with your present system. Apparently, it didn't work because you never hear of it anymore.



ROY SMITH
Field Marketer

I can remember another product from that same time frame that neutralized the water and enabled (supposedly) you to cut your herbicide rate by at least 50%. Salesmen also claimed you could get rid of water in your field by throwing some of this product in the puddles and water would move into the soil in just hours. It's a shame I can't remember the name of the product, we could have used some around here this spring.

For the consumer (and the retailer for that

matter) it is sometimes difficult to determine which products have value for your operation and which ones belong in the category of "foo-foo-juice". How do you decide? Here are some thoughts.

First, most products will do what they claim they do. But, they don't always do it in all soil types, all weather conditions, all crops, etc. Just because it worked in Illinois doesn't mean it will produce the same results in south central South Dakota. Just because it worked in Acid soils doesn't mean it will do the same thing in Alkaline soils. It may not produce equal results under both wet and dry weather conditions.

Second, go slow. Try it on a small scale and try it for multiple years. I'm also a firm believer that you can't compare field A with field B. To be accurate, you need to do strips in individual fields and then compare yields from those strips in the same field.

Third, talk to yourself. Ask yourself if it will make a positive difference in your profit picture on a regular basis. For instance, if a product gives you an improved root system, you have to ask yourself how often is the root system the limiting factor in determining my yields and does it occur often enough for me to

use every year? At the end of 5 years, will you be money ahead or behind?

Fourth, determine if there is a cheaper way to accomplish the same results, especially in regard to nutrients. Often we hear about foliar products that produce yield increases due to some secret formula or something. Ask yourself if you could get the same results by increasing the amount of fertilizer you apply in the normal way. Many times when it comes to nutrition, the farmers who benefit the most from magic potions were the ones who put on the least by normal methods.

I have also heard sales pitches that talk about products that make what is in the soil "more available". And they probably do. But keep in mind that if you take it out, eventually you will have to replace it and the most economical method might be to pay as you go.

One final point concerning nutrition: there are no synthetic nutrients. No matter how you decide to apply it, it still has to be a molecule of Nitrogen or phosphorus or potassium and it has to be in a particular form or it won't be used by the plant. So then the question becomes what is the most economical way to get those units into the plant?

And now, the argument starts!!!!

2007 WINTER WHEAT HARVEST PROGRAM

OPTIONS:

- 1.) Sell
- 2.) Contract
- 3.) Deferred payment
- 4.) Delayed pricing – Free until August 10, 2007
Starting – August 11th 3 ¢ / Bu / Month / Prorated

Grade Factor Guidelines

Protein – 12 Pro Base
Scales at time of Delivery to Apply

Test Weight: 60# base
Moisture: 13.5%

- 5.) All bushels will have an automatic 1% deduct from the bushels for dockage
- 6.) Discount schedules subject to change

SPRING WHEAT HARVEST PROGRAM

OPTIONS:

- 1.) Sell
- 2.) Contract
- 3.) Deferred payment
- 4.) Delayed pricing – Free until August 10, 2007
Starting-August 11 – 3 ¢ / Bu / Month / Prorated

Grade Factor Guidelines

Protein – 14% pro base
Scales at time of Delivery to Apply

Test Weight: 58# base
Moisture: 13.5%

- 5.) All bushels will have an automatic 1% deduct from the bushels for dockage
- 6.) Discount schedules subject to change

OATS HARVEST PROGRAM

OPTIONS:

- 1.) Sell
- 2.) Contract

Grade Factor Guidelines

Test Weight: 38# base
Moisture: 13%
Thins: 15% or less

Eddie Smithey Scholarship

Dakota Plains is proud to have recently selected Travis Murtha as our 2007 recipient of the Eddie Smithey scholarship. Travis will be attending Mitchell Tech this fall where he will be majoring in Ag Technology. We all wish him the best as he moves forward to new challenges in his education.

NOTE: Please note that the Eddie Smithey scholarship is awarded annually to applicants who plan to attend an accredited school and major in an agricultural field of study. Applications and information can be obtained by visiting with your high school counselor.

Also, if you have a college

student who is interested in an internship with Dakota Plains and is majoring in some field of agriculture, please have them contact us for details. Thanks!



L to R: Marcia Smithey, Travis Murtha, Lori Zirpel

Employee Spotlight



Michelle grew up on a farm in the Parkston-Delmont area. Her parents are Jim and Pam Thuringer. She graduated from Parkston High School in 2003 and completed her secondary education before coming back full-time to Dakota Plains where she has worked the past 6 summers.

She likes spending time with her family, her fiancé Ryan Konrad (getting married this summer), friends, her dogs Shelby and Danny and her numerous horses on her parents' farm. She also likes hunting, fishing, being outdoors, helping on the farm, and meeting and talking with new people.

We are excited to have her as a vital part of the accounting staff!



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A few Ideas for a Smooth Season

With a promotion to Financial Manager of Dakota Plains, I am looking forward to “counting the beans”. I am very excited and grateful to have the opportunity to serve our company and customers in this capacity and look forward to the new opportunities and challenges this position affords. I have been with Dakota Plains since its inception and worked for the Farmers Elevator Company in Tripp prior to that. If you have any suggestions or comments, my door is always open and I invite you to stop by. Here are a few things for you to consider.

First, before the harvest rush is upon us again, decide what you are going to do with your grain before hauling. When delivery time arrives, be sure to inform us of your intentions of each load: cash, delayed pricing, defer payment, or contract. We also need to know about splits with landlords or other producers. A time and energy saving tip is to make a sign with this information and put it in your window. This is an alternative to using the phone and can save you from having



DENISE VAN ZEE
Financial Manager

to get in and out of your vehicle. As always, please review your grain tickets before leaving the premises for any corrections that need to be made. Errors are best corrected sooner rather than later.

Second is a savings reminder. We offer a 2% discount on feed products paid within 10 days and a 3% discount for ag products paid by the 10th of the next month.

Third, Dakota Plains has offered charge accounts as a convenience to our customers

who would rather pay for their purchases once a month rather than every time they accept delivery of products. On occasion, we feel the need to review our credit policy with our patrons. The major aspects of our credit policy follow:

- Your statement balance is due and payable in full on the 10th day of each month.
- Delinquent account balances will be assessed a finance charge at 18% APR.
- Unlike credit cards, there is no “minimum monthly” payment option. The entire statement balance is due on the 10th.

Delinquent accounts are being scrutinized closely. All accounts with balances over 60 days delinquent will be subject to credit suspension. Accounts over 120 days old may be turned over to collection agencies or a Small Claims suit may be filed.

Ben Franklin once said “a penny saved is a penny earned”. I think what Ben meant was that saving money is hard work and it happens one penny at a time. For simplicity’s sake, say you charge \$50 per acre of fertilizer for 40 acres for at total of \$2000. Now, when your bill comes due on the 10th of the next month, you have the choice to either:

- a) Pay your bill and receive a 3% cash discount (offered for ag products) for a \$60 savings, or
- b) Not pay your bill and accept all that entails, including a finance charge that equates to an additional \$30 expense per month

So, by not paying your bill on time, not only did you give away the cash discount of \$60, but it also cost you an extra \$30. Your per-acre cost went from \$48.50 with the cash discount savings to \$50.75 with the assessed finance charges. With today’s farming economy running so close to break-even, who can afford that kind of credit strategy?