

What's Ahead for the Grain Markets?

By Mitch Polzin - Grain Originator / Assistant Merchandiser

With spring work right around the corner, don't be burdened by bushels still left in your bins. Free Price Later opened up at our AgFirst locations for corn and beans. We also offer several other marketing plans and contracts to help effectively market and sell your grain in a cash or futures-based setting.

The USDA is showing a smaller carryout for the 2018 season. On the export sector, we are seeing some urgency to move more bushels. With the world stocks in beans and corn reaching historically long positions, there is added pressure for a price bump in the commodities sector.

More attention is also being focused on the decreasing U.S. dollar and the growing U.S. economy. The dollar has dropped 3% since the start of the new year. This will effectively make the U.S. commodities more price friendly for export buyers. With all these scenarios looking toward an upward direction, the market seems rather bullish for the future months.

Feel free to give us a call or stop at any of our grain locations with questions or concerns you may have regarding the markets. We look forward to serving you through another spring season. We hope everyone has a safe, successful planting season. //

Have questions or concerns regarding the markets? Feel free to give AgFirst a call at 605-692-6216 or stop in at any of our grain locations.

MEET MITCH

Mitch is the newest face at AgFirst and hails from Glencoe, Minn. The 22-year-old recently graduated from NDSU, majoring in ag economics with a minor in business administration. He started working for AgFirst in November.

If he's not at work, you can find him dabbling in furniture building and fixing vehicles. During the summer, he enjoys being outside at the lake. He also likes hunting and fishing.

Mitch is most looking forward to meeting AgFirst producers and building up a client base.



PO Box 127
Brookings, SD 57006

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2018 Annual Meeting

All AgFirst members are invited to attend our annual meeting.

WHEN? March 22, supper at 6 p.m., meeting and door prizes to follow

WHERE? Agronomy Center in Aurora

Contract Your Spring Fuel Needs Today



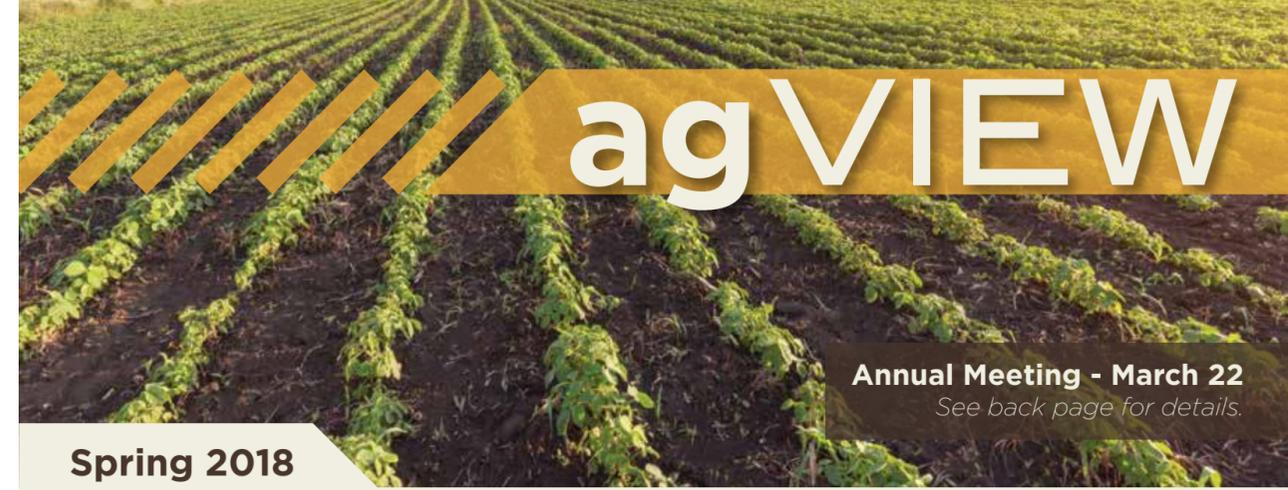
By Will Davis - Certified Energy Specialist

Spring is right around the corner, and fuel prices are looking like they may increase. I would like to remind everyone AgFirst offers spring contracts for those who'd like to plan ahead and order fuel. Keep in mind the fuel has to be in your tank by July 1. If not, it will be priced at the current price on the day it's delivered. **Please call me at 605-690-8443 or Brad at 605-627-9401 for more information about AgFirst's spring fuel contract.** We also have bulk oil programs worth asking about for spring. Please feel free to contact me any time about either option.

Booking days

It's that time of year again. I'd like to remind everyone that booking days will be the second week in March. You'll receive a card in the mail with the time and date. This year, I'll be talking more about the warranty program AgFirst provides producers. I'll discuss topics such as the Total Protection Plan Warranty. This warranty covers 10 years or 10,000 hours on new equipment for only \$299. The used equipment plan covers 8 years or 8,000 hours for only \$399. If you'd like to talk with me about the plans, just give me a call to set up a time to meet. As always, thank you for your business! //

Call Will at 605-690-8443 to discuss your spring fuel needs today!



agVIEW

Annual Meeting - March 22
See back page for details.

Spring 2018



Thank You for the Memories

By Terry Knudson - General Manager



After 43 years working in the cooperative system, I announced this past August my plan to retire March 31.

I'm proud to say I served 17 years as the general manager of AgFirst. Looking back, there have been many changes since I first arrived. Many of the old AgFirst facilities are gone. They've been replaced with faster equipment, larger bins and bigger dryers. We've also added storage for fertilizer, chemicals and bulk seed, and have upgraded our equipment and trucks.

All of these changes were made possible by support and loyalty

from YOU—the owners of AgFirst. Without your backing, these changes wouldn't have happened. Another important part of our success is the dedication of the AgFirst employees and the pride they exhibit in the operation of the facilities.

Life is full of challenges and opportunities. I thank all of the customers and employees of AgFirst for your loyalty and dedication to confronting and overcoming the challenges we've seen through the years.

I am leaving AgFirst with many memories and friendships. Thank you to the directors, employees and customers for making that possible. //

LOCATIONS

Aurora Agronomy
605.693.5548

Aurora Elevator
605.693.3304

Brookings Office
605.692.6216

Brookings Feed Store
605.692.6194

Clear Lake Elevator
605.874.2430

Propane Shop
605.692.6216

Toronto Elevator
605.794.2231

Volga Service Station
605.627.9401

agfirstfarmers.com



Read about our bin addition at Aurora on page 2.

New Additions at AgFirst

At the close of summer 2017, another 750,000-bushel bin graced the skyline at our Aurora location. The bin was constructed next to the two 750,000-bushel bins we added in 2014.

This wasn't the only AgFirst location that saw an update this summer. We also assembled a 380,000-bushel bin at our Toronto location. The addition of these two bins made harvest more efficient for our customers. They were able to dump faster and return to the field quicker. The expansions also eliminated the need to pile as much grain as in previous years, saving money and minimizing risk.

Moving forward, we have plans to continue expanding at these locations to continue to improve for you—our owners. //

New Precision Products



By Eric Liljegren - Precision Planting Specialist

As you begin preparing for another planting season, I would like to tell you about a few new precision products that may help boost the efficiency and performance of your planter.

- **mSet** – The new mSet gives you the capability of high-speed planting and multi-hybrid planting at the same time. No one else in the industry offers this.
- **20/20 SeedSense** – There are all new displays for the 20/20 SeedSense. More screen space allows for better mapping. It's also proving to be more user friendly than previous versions.
- **SmartFirmer** – Want to be able to know what's going on in the seed furrow as you're planting? The new SmartFirmer allows you to do just that. It reads soil moisture, organic matter, in-furrow residue, furrow uniformity and ground temperature on the fly as you're planting. What better way to make agronomic decisions for your farm than by knowing what is happening in the furrow real-time?
- **vApplyHD™ and FurrowJet** – The full commercial release for both of these products was recently announced. They will allow you to get the most out of your liquid starter application by applying what you want exactly where you want it.

If you would like to know more about these products or any of AgFirst's other precision offerings, please give me a call at 605-693-5548. I would love to meet with you and discuss how we can benefit your operation. //

Spring Agronomy Checklist



By Alan Liljegren - Agronomy Manager

I did a checklist similar to this last year, and I believe it's vital to be prepared for the upcoming growing season. This checklist will help you do that. And as always, your agronomy team at AgFirst is ready to assist.

FERTILIZER

We can create fertilizer recommendation guides. In fact, if you've already grid sampled, I recommend coming in and getting your fertilizer recommendations done sooner rather than later. We can take your harvest data and soil samples and give you great advice for maximizing your return on every acre.

SOIL SAMPLING

If you haven't soil sampled yet and would like to this spring, give us a call. We'll help you set up a plan.

SEED

We recommend booking your seed today to ensure the best choices available at the highest discounts. We also have a lot of new varieties this year, so let us help you choose the correct variety for your fields.

SEEDING MAPS

Variable-rate seeding gives you the potential to lower seed inputs and maximize yields. AgFirst can help you build seed maps that include multiple zones and hybrids.

WEED CONTROL

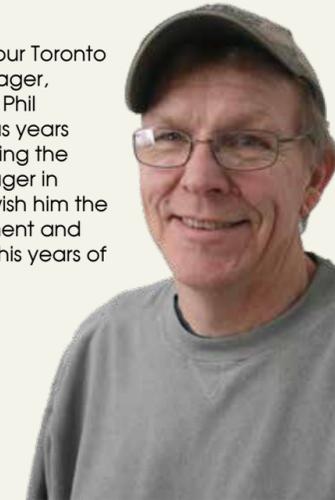
Before you go into this crop year, make sure you have a plan for the fight against weeds. Talk to your agronomist about a strategy that includes spring burndown and spring pre-emergents.

CLIMATE FIELDVIEW™

If you don't already have Climate FieldView, I highly recommend getting it prior to planting season. FieldView captures and stores all your data. It is capable of creating accurate, high-resolution field maps. Use high-quality imagery to find out what is really happening in your fields. We can help you get FieldView set up or answer any questions you may have about its benefits. Give us a call today. //

CONGRATULATIONS AND THANKS, PHIL!

Phil Svennes, our Toronto location manager, retired in July. Phil worked 30-plus years for us, becoming the Toronto manager in 1988. We all wish him the best in retirement and thank him for his years of service.



WINTER MEETINGS

We are here to help you stay educated. One of the ways we do this is by hosting educational winter meetings. Please let us know if there are any topics you would like presented. These meetings are held for your benefit, so we hope to see you there!

At the Feed Store

By Kevin Gross - Feed Department Manager

As we are still in these cold months, it's nice to begin thinking about spring and the warmer temperatures to come. I also enjoy spring because the new calves and lambs are fun to watch as they run around. In preparation for summer, we urge you to come in and talk to us about a mineral program. We will be having a mineral promotion again this year.

I can't believe the number of sheep and goat producers in the area. Our sheep and goat business continues to grow. If you're looking for a feed provider, we carry the right products and would be happy to serve you and your needs.

Potential swine opportunity

We are still working with a couple of swine integrators to get more hogs in the area. We have two new hog barns in operation. Those should be completed within the next month. If you are interested in learning more about what they have to offer, give us a call at 692-6194. We can set up appointments.

Jessica and Tony are new faces at the feed store. They have been a big help. Stop in and say hi. Thank you for your business. We appreciate it! //



Let us help you get the best performance from your sheep or goats.

CHECK YOUR METERS

With planting season right around the corner, now is the time to get your meters checked. This is the cheapest, most valuable maintenance you can do on your planter. During March, we are offering a special for checking meters at AgFirst. Vacuum meters will be \$20/meter and finger meters will be \$25/meter.

