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THE SCOOP

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AgLand
INCORPORATED

Helping you to grow and
stabilize your future.

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Agland Through the Year...

The 1st quarter 2011 is behind us, and snow pack and water supplies for this spring's planting season is ok, but we are praying for those April showers to begin. The winter months have been busy with fulfilling propane and feed needs for our members. In the month of March, Agland's Agronomy staff has been busy with meeting members' spring field work and getting nutrient needs in place as we move into this second quarter. The trucking and used auto market has been keeping our mechanics and tire shops busy as the last couple of months have picked up!

The feeding livestock industry continues to work toward a better economic picture. It has been challenging through this economic down turn for all involved in the industry. Feed costs, have been challenging, but contracting has been a good tool to help with getting ahead of those increases. Mother Nature will have to provide the right conditions this growing season. World inventories are tight as we look across the globe and a weak U.S. dollar has prices at some all time highs. Today over 35% to 40% of the U.S. corn production is going into renewable fuels. Mother Nature is

going to be watched closely as the wild card for this coming season. Many risk factors are involved in the cropping and feed production, livestock production and renewable energy industries. Managing the margin and use of the tools available will be the key to success going forward.



MITCH ANDERSON
General Manager & CEO

The fuel business continues to contract with the slowed economy but we continue to expand our geographic and demographics in the supply chain of those products. There are new additives out in our Ruby Red Diesel fuels that Cenex provides us with to help with the ultra low sulfur fuel products that the industry has had to shift to in order to meet federal emission standards. These additives will help with carbon build

up on injector tubes and tips, but looks as if filters will need to be replaced from time to time. The new inline higher fuel pressure systems in the 2008, 2009, 2010 engines has changed the chemistry with the higher pressure in these newer engines fuel systems with ultra low sulfur fuels and the heat that accrues in those injection systems. This additive will help with that problem. See page 5 for more information.

As we move into the 2nd quarter of 2011 and Agland's 4th quarter of our fiscal year we have had returns from our regional cooperative partners that have helped our performance. Locally performance has improved over the numbers from a year ago as the economy has improved in the Agriculture markets. Thank you for your continued business. We are excited about Agriculture moving forward and all the opportunities ahead.

Enjoy a safe and successful planting season! ❖

What is a Positive Spin on Agriculture?...

Most of us with any kind of involvement in the business of agriculture are very much aware of many of the positive aspects of agriculture and the many benefits this industry adds to local communities and rural towns. It's like preaching to the choir, the people in ag know the benefits, it's our city cousins that really need to get the message. At one time everyone was involved in agriculture in one form or another, then as we became more urban in our life style and not as many people were needed to provide produce, milk and meat to the local grocery stores the labor force moved to the city. Now we have a generation of people that have no ties to the farm through a grandfather or even great grandfather they used to spend the summer with or liked to visit during harvest to watch the equipment and the process of bringing in the crop. Many people now get their information about agriculture from teachers at the local school, the professor at the college or from environmental articles on the internet. Much of this information is not presenting agriculture in a fair light as random instances of animal abuse, chemical misuse or some other not so common occurrence gets reported and over analyzed.

Many times all the positive spins revolve about the economic impacts of agriculture, but there are other positives agriculture provides to the city or urban dweller. Open space provides a lot of paths for hikers and bikers not to mention fresh air and a feeling of peace, safety and solitude. Conservation reserve programs provide areas for wildlife habitat and cleaner air by protecting erodible land from wind and water erosion. Agri-Tourism provides many corn mazes that entertain school children and adults with an open air type of entertainment and education on the cropping systems involved as well as other sources of fun such as pumpkin cannons and petting zoos.



WAYNE GUSTAFSON
Agronomy Division
Director, CCA

Community gardens are also established so the city dweller that lives in an apartment or has a small yard can experience the trials and tribulations, on a small scale, that an agriculture producer goes thru to furnish vegetables from seed to harvest. The only thing that is not experienced is the huge monetary loss a producer can lose by farming several hundred acres and deal with droughts, frosts and hail storms that wipe out an entire years worth of work in a matter of minutes.

In many of the rural areas it is the farmer, dairyman or cattle feeder that starts the housing development for a growing economy, or builds the grocery store to replace the small grocer that just left due to the competition from the big box store in the closest large city. They are the ones that provide the local business with a demand for parts, new cars, pickups trucks, and tractors, especially when times are good. Should that Ag producer have a good year he is more than willing to share it with the local community.

The American farmer was an environmentalist before that term became what it is today. Farming use to take place in open areas and farmed till it was used up and would not grow anything, then be moved to a new area and the process started all over again. Now farming takes place in an area and is carried on here for many generations.

The production capability of the American farmer is truly unbelievable, and with the technology that is currently in place he is well positioned to take on the task of feeding the world. Agriculture could not be as productive as it is today without this technology that is deemed so harmful to the environment. If we were farming as we were say during the 1930's environmental damage would be significantly higher,

...continued on page 8

The Feed Division Making a Difference to the Livestock Producer...



MICK DANIEL
Feed Division
Director

The livestock producer faces the huge challenge of feeding the world population with safe, nutritious food. They do this in an environmentally friendly manner. Agland's Feed Division's current logo consists of Quality, Integrity and Service which are the items we focus on to help the current livestock producer meet their challenges. To enhance our commitment to Quality, Integrity and Service we recently announced our certification of being a Safe Feed/Safe Food facility



by the American Feed Industry Association. By becoming a certified Safe Feed/Safe Food facility, that means the facility demonstrates and ensures continuous improvements in delivering safe, wholesome livestock feed for the growth and care of animals. This is a one-of-a-kind, voluntary program that has resulted in the certification of about 330 feed-related facilities. Certified facilities

go above and beyond federal requirements to ensure the highest standards in manufacturing and processing are followed each and every day.

The Safe Feed/Safe Food program is:

- Trusted by FDA
- Recognized by Livestock Producers
- Demonstrates Accountability and Commitment to Food Safety
- Reduces Risks and Costs
- Protects Companies, Employees and Customers
- Sharpens Awareness of Regulations
- Verified by Independent Auditing



Agland Feed, LLC manufactures dairy, beef, lamb, swine, poultry and specialty feeds and also employs 33 employees dedicated to manufacturing and delivering safe feed to our livestock customers. We are honored to receive this certification to further the quality of the product that we deliver to our customers. Customer service is also important to us and here are a few statements from some of our satisfied customers:

Russ Moss was asked if he felt that Agland strived to meet the nutrition needs of his business. He stated *"Yes, we had a rancher from Montana who had cattle at our place and the rancher's nutritionist wanted certain ingredients put into the supplement. Agland special ordered the ingredients from all over and made the supplement accordingly."*

Gary Hendrickon was asked if he felt that Agland provides his business with a quality feed. He stated *"Yes, the consistency of the staff has provided our dairy the quality feed it needs to meet the expectations of dairy cattle and the feed is delivered in a timely manner."*

Walt Nelson was asked if he felt if Agland was an entity to his business. He stated *"Yes, the availability of the feed and the delivery of the feed delivered on time helps my business to run smoothly."* ❖

New Feed Trailer...

In January, Agland Feed, LLC acquired a new Ledwell paddle trailer. It was a much needed addition to our feed delivery service. The new paddle trailer will take a portion of the volume off our other two paddle trailers which in the last 10 years have hauled nearly 100,000 tons of feed each. The new paddle trailer has wireless radio remote controlled function and an air operated folding top hand rail to increase operator safety and comfort. ❖



Diesel Exhaust Fluid...

The 2010 diesel engines and exhaust systems had significant changes made to them to help reduce levels of NOx (oxides of nitrogen emitted from the engine) that are harmful to our health and environment. This was an EPA mandated regulation. A lot of people decided to purchase new diesels before the 2010 engines were manufactured. Recently there has been an increase of vehicles being purchased with the new diesel engine and exhaust systems.

Most of the new diesels are using the Selective Catalytic Reduction (SCR) system requiring a product called Diesel Exhaust Fluid (DEF). SCR is the after treatment technology that treats the exhaust gas downstream of the engine. Small quantities of DEF are injected into the exhaust upstream of a catalyst where it vaporizes and decomposes to form

ammonia and carbon dioxide. The ammonia is the desired product which in conjunction to the SCR catalyst, converts the NOx to harmless nitrogen and water.

There is a separate tank for the DEF on the vehicle. If you run out of DEF your vehicle will have enough of a reduction in power encouraging you to refill the DEF tank.

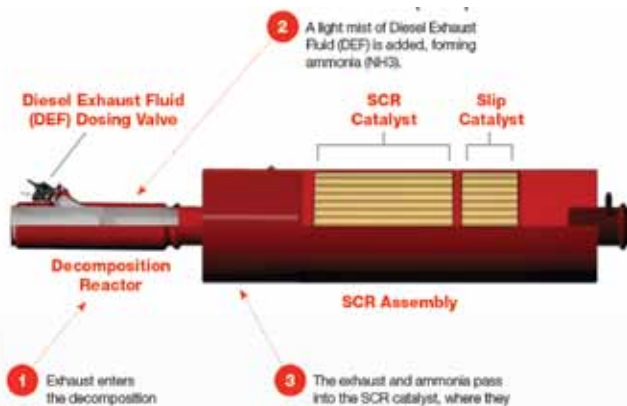
DEF has certain temperatures that it should be stored in. It has a limited shelf life, and should never be stored in direct sunlight. The product can be stored or transported in a stainless steel or plastic container.

For more information on the qualities and characteristics on DEF please go to http://www.fleetguard.com/pdfs/product_lit/americas_brochures/MB10033.pdf. This is a very informative website.

Agland does sell DEF at the Lucerne bulk plant, the Eaton convenience store, the Gateway convenience store in Greeley, and the 16th Street convenience store in Greeley. Please stop in at any of these locations for your DEF needs. ❖



DAN BEAUVAIS
Petroleum & Retail
Division Director



Cenex Total Protection Plan Warranty...

YOU CAN'T AFFORD NOT TO BE COVERED

You have to buy your fuels and lubricants from somebody, so why not buy them at Agland, with a brand that offers you the best warranty in agriculture?

In this business there's no such thing as an "inexpensive" repair - and no downtime. New and used equipment Total Protection Plan Warranties offer four primary benefits:

- It gives you unsurpassed coverage that goes beyond - but won't interfere with - your original manufacturer's warranty.
 - It has no deductible and no "burden of proof", so you don't have to prove your engine problems were caused by an oil or fuel defect.
 - No prorating of benefits. The Total



Protection Plan Program covers 100% of the covered costs through the entire term of the warranty.



- It includes regular oil sampling, a simple yet important step that can help prevent major problems and alert you before expensive damage occurs.

When you use Ruby Fieldmaster with specifically branded Cenex lubricants, coverage can be extended up to 10 years or 10,000 hours of engine life. Individual warranties vary depending on age of the equipment, and Cenex products used.

You get great coverage for a minimal fee. New equipment enrollment fees are \$299 (each) and used equipment is \$399 (each). Upon approval the warranty holder receives \$200 in coupons from Cenex to use on Cenex lubes or fuel purchases at Agland, lowering the real total cost of the warranty.

To get more information about the Total Protection Program, call or visit Agland's Petroleum Division at 970-454-4000. ❖

Spring is Here...

Spring is here! And with it always comes the promise of new and better things to come. We here in the Retail Division of Agland have had a long winter and are looking forward to a prosperous spring and summer season.

As we all know, the state of the economy and the ever increasing fuel prices make it hard on the consumers and businesses alike. Here at Agland, our Petroleum Division works diligently to keep our fuel prices competitive while providing each of the C-Stores with some of the highest quality fuel in the industry. Have no doubts that when you purchase fuel at any of our locations you are getting the best there is to offer. We have premium Roadmaster diesel as well as some of the finest unleaded fuel around. At two of our locations, Gateway and 16th Street, we provide you with E-85 as well. We also provide propane filling at all three locations. A service that has been provided by Agland C-Stores for our customers for a long time. All our Agland employees are certified in this area to give you the best service available as well as a price that has stayed steady over the years.

The quality of our products are rivaled only by the quality of service that you receive at our stores. Us here in the retail division believe in providing all customers the friendliest of service as well as well as the cleanest and award winning facilities around. Now we are trying to go that extra step. We know

in these tough times that people are shopping around for the best deals and that the reason that Agland has been in business for over 100 years is the patronage of our loyal and cherished customers. So one day each week each



DAN BEAUVAIS
Petroleum & Retail
Division Director

store will choose a little something to reward our loyal customers for their continued patronage, whether it be a free cup of coffee, free soda, free cookie or a drawing for a gift card. The surprises are only limited to the imagination of our staff. We want to say thank you for choosing us. Go into your favorite location and see what they are doing to say thank you!

In these troubled times we want you also to know if for any reason you are unable to pump your own fuel, let your Agland staff know and we will be happy to assist you. Eaton's customers have had Tony available for years to assist them but we are happy to help

you at any of our stores. Just ask!

At the Farm Store, come and see our spring sale items and get ready for Mother's Day and Father's Day. Come in and try the new Wrangler styles as you get ready to celebrate the 4th of July. Have a look at the Tony Lama 100 year specialty boots. If we don't have your size in any item, we will be happy to try and order it for you at any time. Come update your western collection.

Look for these upcoming events at our locations, Senior Day, Full Service Fridays, Spring Petting Zoo at the 16th Street location along with a spring clearance sale. All to say thank you.

Trish and Roger will be the leading the charge in Eaton, Shawn and Ruth at 35th (Gateway) and Diane and Tina at 16th Street. They along with their employees are looking forward to a great spring and summer serving you! We want to continue to lead the way in this industry and we know that providing outstanding customer service is one of the most important things we can do. Come in and see us. Here at Agland we want you to become part of our ever growing family. Thanks for choosing us and letting us be a part of your daily lives. ❖



TBA Taking Care of Your Vehicle...

In today's economy people are struggling to make ends meet and are cutting back on what they see as NOT an immediate necessity. Preventive vehicle maintenance can save you a lot of money. By keeping your vehicle tuned up and your tires properly inflated you will save on fuel cost. For example, by replacing a faulty oxygen sensor you can improve your mileage up to 40%. Keeping your tires at the proper pressure can save you up to 3.3%. Properly inflated tires will last you longer and are much safer. Proper pressure information can be located on a sticker in the driver's side door jamb or in your owner's manual. Maintaining your vehicle can also prevent major costly repairs.

Gas emission tests are now required in Weld County and performed by the state. The facility performing the



emission test is located at 2844 West 30th St. under the name of Envirotest. They do not perform anything other than the test. Our Greeley location has the state required equipment to diagnose the reason for failure and perform the appropriate repairs. You



KEITH BAXTER
TBA/Bandag
Division Director

must then return to Envirotest. They will not charge for your retest if you return within 10 days of original testing.

Greeley Tire Center now has a paint booth and body repair shop. If you are in need of this type of service please stop by or contact Chad McMillin our service manager, for an appointment at 454-4012. He can also schedule you an appointment for any mechanical services you may need. For any tire service please contact Ross Hicks or Keith Baxter for the Greeley location at 454-4068 or Brian Weed for the Eaton

location at 454-4030. For any after hour tire service please call 350-1293.

In January we started receiving notification of tire price increases from all of our tire manufacturers. These increases range from 8 percent to as much as 15 percent. This is very hard on everyone, especially truckers that are also dealing with sky rocketing fuel prices. This is where our Bandag Retread tire may be a better alternative for you. Bandag retreads are the most reliable cost effective replacement tire in the market today. We have already seen a substantial increase in production at our plant. Although all raw rubber prices have increased, we still produce a quality retread at an affordable price. Randy Land is the Bandag Retread plant manager and would be happy to provide a tour of the plant to anyone interested in seeing the recapping process.

I would like to say thank you to all of our customers for their continued support. If you ever have any questions you would like to address with me, concerning the TBA division, please contact me at the office, 454-4023 or on my cell 590-3078. You, as our customer, deserve to be satisfied with our work performance and product, so please do not hesitate to call. ❖

Fun Farm Facts

- Average age of the U.S. farmer is 52 years.
- Average U.S. farm is 461 acres with assets of \$409,000 and debt of about \$67,000.
- One farmer/rancher provides food/fiber for 128 people/94 in the U.S. and 34 abroad.
- Ag Exports Top 5 Markets are Japan, Euro Communities, Canada/Mexico, and South Korea
- In the Beef industry, there are roughly 800,000 cattle producers in the United States.¹

1: USDA/Ag. Research Service



What is a Positive Spin on Agriculture?...

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food would cost the average American more than the roughly 10% of his income today and more likely like 40% as it does in Japan. To keep up with population growth more food will have to be produced in the next 50 years as in the past 10,000 years combined.

Here are some interesting facts that explain the productivity of the American producer:

- If US farmers used crop production practices from 1931 to produce the 2008 crop, it would require 490 million acres, an area approximately 30% larger than Alaska
- The US produces 40% of the world's corn on 20% of the total area harvested in the world
- Farmers produce 70% more corn per pound of fertilizer than in the 1970's.
- Total corn fertilizer has reduced 10% since 1980.
- Less than 15% of the US corn acres are irrigated.
- The yield per acre has grown from 24 bushels per acre in 1931 to an average 154 bushels now.
- Talk about carbon foot print. According to USDA, one acre of corn removes about 8 tons of carbon dioxide in a growing season. At 180 bushels per acre that produces enough oxygen to supply a year's needs for 131 people.
- American farmers support 24 million jobs.
- American farmers export more than \$100 billion in agriculture goods to foreign countries.
- Today the average US farmer feeds 155 people, in 1960 just 26.
- Today's farmer grows twice as much food as his parents did using less land, energy, and water meanwhile doing it with fewer emissions.

Next time you see a farmer thank him for all he does to keep food costs low, supplies abundant and consumer safe. ❖



Fun Farm Facts

- In the Dairy industry, 65,000 dairy farms in the U.S. and most are smaller farms, fewer than 200 cows.³
- Most milk travels roughly 100 miles from the farm to local grocery stores.³
- In the Pork industry, approximately 60,500 pork producers nationwide raising nearly 100 million pigs per year.⁴
- The Pork industry generates approximately 340,000 jobs annually and more than 1.6 billion dollars in tax revenue each year.⁴

3: Dairy Management Inc. - Fact Sheet

4: American Soybean Association



Oil Spill Prevention, Control, Countermeasure (SPCC) Program: Information for Farmers...

This fact sheet will assist you, as a farmer, in understanding your obligations under the SPCC Program.

What is SPCC?

The goal of the SPCC program is to prevent oil spills into waters of the United States and adjoining shorelines. Oil spills can cause injuries to people and damage to the environment. A key element of this program calls for farmers and other facilities to have an oil spill prevention plan, called and *SPCC Plan*. These Plans can help farmers prevent oil spills which can damage water resources needed for farming operations.

What is considered a farm under SPCC?

Under SPCC, a farm is: “a facility on a tract of land devoted to the production of crops or raising of animals, including fish, which produced and sold, or normally would have produced and sold, \$1,000 or more of agricultural products during a year.”

Is my farm covered by SPCC?

SPCC applies to a farm which:

- Stores, transfers, uses, or consumes **oil or oil products**, such as diesel fuel, gasoline, lube oil, hydraulic oil, adjuvant oil, crop oil, vegetable oil, or animal fat; and
- Stores more than **1,320 US gallons** in aboveground containers or more than **42,000 US gallons** in completely buried containers; and
- Could **reasonably be expected to discharge oil to waters** of the US or adjoining shorelines, such as interstate waters, intrastate lakes, rivers, and streams.

If your farm meets all of these criteria, then your farm is covered by SPCC.

TIPS:

- Count only containers of oil that have a storage capacity of 55 US gallons and above.
- Adjacent or non-adjacent parcels, either leased or owned, may be considered separate facilities for SPCC purposes. Containers on separate parcels (that the farmer identifies as separate facilities based on how they are operated) do not need to be added together in determining whether the 1,320-gallon applicability threshold is met.

If my farm is covered by SPCC, what should I do?

The SPCC program requires you to prepare and implement an SPCC Plan. If you **already have a Plan**, maintain it. If

you do not have a Plan, you should prepare and implement one. Many farmers will need to have their Plan certified by a Professional Engineer (“PE”). However, you may be eligible to self-certify your amended Plan if:

- Your farm has a total oil storage capacity between 1,320 and 10,000 gallons in aboveground containers, and the farm has a good spill history (as described in the SPCC rule), you may prepare and self-certify your own Plan. (However, if you decide to use certain alternate measures allowed by the federal SPCC Rule, you will need a PE.)
- Your farm has storage capacity of more than 10,000 gallons, or has had an oil spill you may need to prepare an SPCC Plan **certified by a PE**.

TIP: If you are eligible to self-certify your Plan, and no aboveground container at your farm is greater than 5,000 gallons in capacity, then you may use the Plan template that is available to download from EPA’s Web site at: <http://www.epa.gov/oem/content/spcc/tier1temp.htm>

When should I prepare and implement a Plan?

Farms in operation on or before August 16, 2002, must maintain or amend their existing Plan by November 10, 2011. Any farm that started operation after August 16, 2002, but before November 10, 2011, must prepare and use a Plan on or before November 10, 2011.

Note: If your farm was in operation before August 16, 2002, and you do not already have a Plan, you must prepare a Plan now. Do not wait until November 10, 2011.

What information will I need to prepare an SPCC Plan for my farm?

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(SPCC) Program: Information for Farmers...

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- A list of the oil containers at the farm by parcel (including the contents and location of each container);
- A brief description of the procedures that you will use to prevent oil spills. For example, steps you use to transfer fuel from a storage tank to your farm vehicles that reduce the possibility of a fuel spill;
- A brief description of the measures you installed to prevent oil from reaching water (see next section)
- A brief description of the measures you will use to contain and cleanup an oil spill to water; and
- A list of emergency contacts and first responders.
- Provide effective, general secondary containment to address the most likely discharge where you transfer oil to and from containers and for mobile refuelers, such as fuel nurse tanks mounted on trucks or trailers. For example, you may use sorbent materials, drip pans or curbing for these areas; and
- Periodically inspect and test pipes and containers. You should visually inspect aboveground pipes and inspect aboveground containers following industry standards. You must “leak test” buried pipes when they are installed and repaired. EPA recommends you keep a written record of your inspections.

What spill prevention measures should I implement and include in my SPCC Plan?

- Use containers suitable for the oil stored. For example, use a container designed for flammable liquids to store gasoline;
- Identify contractors or other local personnel who can help you clean up an oil spill;
- Provide overflow prevention for your oil storage containers. You could use a high-level alarm, or audible vent, or establish a procedure to fill containers;
- Provide effective, sized secondary containment for bulk storage containers, such as a dike or a remote impoundment. The containment must be able to hold the full capacity of the container plus possible rainfall. The dike may be constructed of earth or concrete. A double-walled tank may also suffice;

How and when do I maintain my SPCC Plan?

Amend and update your SPCC Plan when changes are made to the farm, for example, if you add new storage containers (e.g. tanks) that are 55 gallons or larger, or if you purchase or lease parcels with containers what are 55 gallons or larger. You must review your Plan every five years to make sure it includes any changes in oil storage at your farm.

What should I do if I have an oil spill?

- Activate your SPCC Plan procedures to prevent the oil spill from reaching a creek or river.
- Implement spill cleanup and mitigation procedures outlined in your Plan.
- Notify the National Response Center (NCR) at 800-424-8802 if you have an oil discharge to waters or adjoining shorelines.
- If the amount of oil spilled to water is more than 42 gallons on two different occasions within a 12-month period or more than 1,000 gallons to water in a single spill event, then notify your EPA Regional office in writing.

For More Information:

Read the SPCC rule and additional resources:

<http://www.epa.gov/emergencies/spcc>.

Call or send an e-mail to the EPA Ag Compliance

Assistance Center: 1-888-663-2155 or

<http://www.epa.gov/agriculture/agctr.html>

Call the Superfund, TRI, EPCRA, RMP, and Oil Information Center:

(800)424-9346 or (703) 412-9810

TDD (800) 553-7672 or (703) 412-3323

<http://www.epa.gov/superfund/resources/infocenter> ❖



Verizon Wireless Offer for Agland Members

Be The Master Of Your Own Economy

Available only to Agland Members!

Save up to 15% off your Verizon Wireless Monthly Access charge.

Signal is strength. And Verizon empowers you with a powerful signal. Then you take it and make it your own. And now you can get strong savings on Calling Plans and all of our latest, future-forward phones and accessories.

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\$100 Bill credit on price plans \$34.99 per month or higher*

*New 2-yr line term on \$34.99 or higher price plan required. Offer ends July 17, 2011.

Bill credit applied within 3 bill cycles from date of activation

Waived activation fees on new lines of service.

Offers Only Available Through Jason Williams - Not Valid In Stores

Please contact your Verizon Wireless business speciality for additional information on products, pricing and services.

Save On Your Home Phone Service

Bring your home phone and number to Verizon Wireless or activate a new line of service - the choice is yours. With a new two-year activation, you'll get the Home Phone Connect device *free*.

Keep Your Existing Home Phone

- Home Phone Connect is compatible with your existing cordless or corded handsets.
- Continue to use your favorite Verizon Wireless voice calling features like Caller Id, Call Waiting and 3-Way Calling.

Simple Activation

- Port your home number to Verizon Wireless or establish a new line of service.
- Plug your existing phone into the Home Phone Connect device, dial *228, and select option 1 to program Home Phone Connect.
- Begin making and receiving calls.

For more information contact:

Jason Williams

Business Accounts - Northern CO

Jason.Williams7@VerizonWireless.com

Mobile Phone: (970) 218-2827



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Your Price \$0.00
New 2yr. term
required per
phone \$289.99 full
retail price.



Grain Prices and Food Prices...

When we have higher grain prices, some people tend to blame the farmer for their higher cost of food. These same people take a "so what" attitude when grain prices are low. this is just human nature!

The U.S. consumer should thank the American farmer because food is a bargain in the United States compared to other countries in the world. There are few places in the world where you can get the quality and quantity of food for the dollar spent on food in the United States.

% of Disposable Income Spent on Food

- Indonesia.....49.9
- India.....39.4
- Russia.....36.7
- China28.3

- Mexico21.7
- South Africa17.5
- France13.6
- Japan13.4
- Germany.....10.9
- United States.....9.9

Better equipment, mechanization, hybrid seed, fertilizer and crop protection have all contributed to increased production in the U.S., which has lowered the cost of food for all Americans.

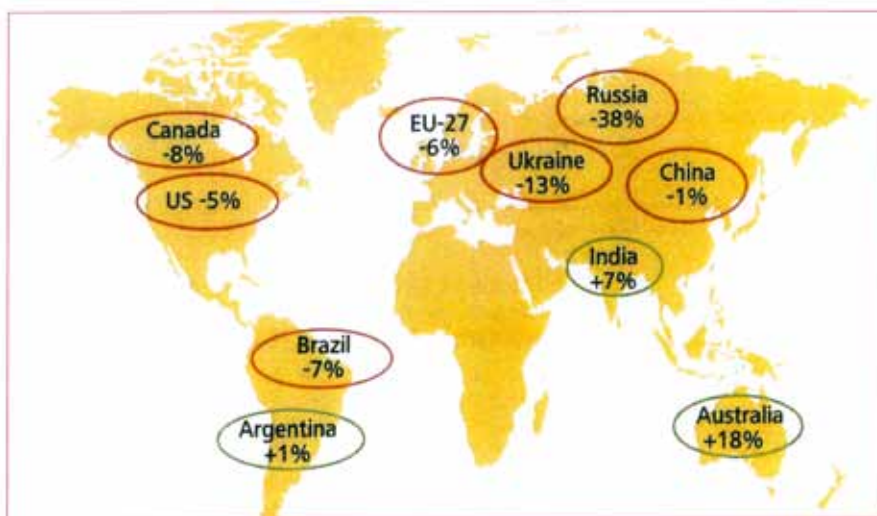
We live in the greatest nation on earth. All of us need to work together to keep the U.S.A. the greatest nation on earth. ❖

U.S. Agricultural Trade...

YEAR	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Exports	50.8	52.7	53.1	56.2	62.4	62.5	68.6	82.2	115.3	96.4	107.5
Imports	38.9	39.0	41.9	45.7	52.7	57.7	64.0	70.1	79.3	73.4	77.0
Trade Balance	11.9	13.7	11.2	10.5	9.7	4.8	4.6	12.1	36.0	23.0	30.0

The American Farmer can be proud of the fact; we exported 107.5 billion of farm commodities and imported only 77.0 of farm commodities leaving our nation an agricultural trade surplus of 30.0 billion dollars.❖

World Grain Production Expected to Decline 4%



USDA claims a 4% decline in world grain production with the 2010 crop 4% below the 2009 crop. Corn supplies are really tight. The USDA now predicts that we will be down to only a 20 day supply of corn before we start to harvest new crop corn this fall. This would be the lowest carry-over in 15 years. As you can see on the map, many countries had severe production decreases last year. This comes at a time when the world population is growing and will top 7 billion people by this fall. The world only had a 3 billion population in 1960 and a 6 billion population in

1999. The demand for food is increasing both from the world population increase and the global desire for a better diet. As income levels continue to go up in China, India and other developing countries, their diets change with less demand for rice, beans, noodles, etc. to more meat, fruit and vegetables creating more overall food demand.❖