

PRIMELAND PERSPECTIVE



The Lewiston wooden crib elevator is one of several wooden elevators that will be torn down over the next few years in efforts to increase efficiencies and comply with governmental regulations.



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PATRONAGE RATES

COMMODITIES

WHEAT	6.54 CENTS PER BU.
BARLEY	3.92 DOLLARS PER TON
OATS	11.37 CENTS PER BU.
CANOLA	39.34 CENTS PER CWT.

PRODUCTS AND SERVICES

REFINED FUELS	7.6 %
TRANSPORT REFINED FUELS	6.7 %
OIL	5.9 %
GREASE	13.4 %
PROPANE	3.8 %
SEED	6.0 %
CROP PROTECTION PRODUCTS	3.5 %
CROP NUTRIENTS	2.7 %
MERCHANDISE	3.2 %
FEED	0.5 %
SERVICES	1.4 %

Patronage is based on business done in fiscal 2012 (Sept. 2011 – August 2012)

COMMITTED TO YOU

As we look to the future, Primeland Cooperatives is committed to helping you, our patrons, succeed. Our team is proud of the high value we deliver back to you in the marketplace each and every day. And, we're excited about the fact that once again, our patronage is strong!

In 2013 we allocated more than \$4 million in patronage - \$4,054,703. Everyone who qualifies should have received their payment and notices. If you have any questions, don't hesitate to call. With this year's Patronage we have crossed over \$20 million in Patronage over the last five years alone.

CHANGING FOR YOU

Now, I ask you to take a minute and reflect on your operation. Have you made changes in the last few years that allow you to harvest more acres faster? I'm sure the answer is "yes."

With the advancements in technology and the speed and scale at which you, our farmers harvest today, Primeland is continually making changes to our equipment and facilities that allow us to respond not only to changes on

the farm, but to increased governmental regulatory pressure.

Part of moving forward for our farmers means Primeland will be reinvesting in the cooperative's grain elevator system. Over the next few years you will see us tearing down the old wooden crib elevator facilities, which can no longer be upgraded and no longer meet governmental safety requirements. We're currently in the process of tearing down the elevator in Lewiston, and recently tore down an elevator in Grangeville. In selected locations you will see us replacing the facilities.

In the process of tearing down these old facilities, we are focused on being responsible stewards by minimizing the amount of wood that goes to landfills. We have partnered with a construction firm who is working with a salvage company to recycle as much of the wood as possible.

If you have any questions for us on this process, please give me a call, 800-456-8551. ●



KEN BLAKEMAN

WELCOME NEW BOARD MEMBERS!

By **KEN BLAKEMAN, GENERAL MANAGER**



Primeland's Board of Directors recently welcomed two new members, Tuck Hauger and Daryl Sander. These two men filled positions left open by retiring members.

I'm excited to welcome Tuck and Daryl to the board. Primeland Cooperatives is fortunate to have a team of board members who exhibit leadership qualities and dedication. Our directors truly care and want to be involved.

Let me tell you a little bit about these new members.

Tuck Hauger raises wheat and canola. He farms about 75 miles southeast of Lewiston with his dad, Paul.

Tuck says he is proud of his family's farming heritage and believes in the cooperative spirit – which is the reason he wanted to join the Primeland Cooperatives' board of directors.

"The need remains for the cooperative spirit in our industry and region," he says. "As a board member I want to continue to provide local farmers with a voice in the



DARYL SANDER

cooperative and keep them informed."

Daryl Sander is a dryland farmer. He raises wheat and, depending on the year, barley, lentils, peas, canola, and mustard. For years he was in a farming partnership with Bob Thiessen. They farmed in the Tammany area, the 21 Ranch, and Webb Ridge area. Bob recently retired, and Daryl now farms with Phil Kaufman.



TUCK HAUGER

Daryl loves the outdoors, so he says farming is a good fit for him. He joined the board because he wanted to learn about what goes on "behind the scenes" at Primeland, and he wants to help the cooperative remain profitable.

"Like the other directors, I'm on the board to help steer the cooperative down a road that is profitable for the cooperative and its patrons," he says.

YOUR TEAM

Tuck and Daryl join a team of farmers and ranchers who are dedicated to you and your cooperative. Our board of directors includes Steve Berglund, Dave Browne, Tim Eichner, Nick Frei, Tuck Hauger, Lee Hawley, Ron Holman, Doug Huffman, Andy Koepl, Wallace Meyer, Jerry Reid, Daryl Sander, Darrel Uhlorn, and Nick Henning. ●

YOUR PROBLEM SOLVER

Betty Meehan joined the Primeland Cooperatives' team 10 years ago. Many patrons might only know her by her friendly voice and savvy ability to find solutions. As the Accounts Receivable Clerk, solving problems and answering patrons' questions after statements and invoices go out is what Betty does most of her day.

"We send out about 3,000 statements each month – so I do get a lot of questions! My days are always interesting and can be really

entertaining," she says. "I enjoy working with our patrons and getting to know them. I'm here to serve them."

In addition to working with patrons on accounts receivable, Betty also ensures that patronage forms are filled out correctly and works with several local banks.

Problem solving is what she does each and every day, so she reminds patrons to give her a call any time they have questions. "Just dial extension 150 and if



I'm not available, leave a message, and I'll get right back to you." ●

CHS HARVEST FOR HUNGER: \$37,601 RAISED, 189,539 MEALS SERVED

Harvest for Hunger is a program that allows farmers to donate bushels of grain or canned food and dollars to help fight hunger regionally. It is a matching funds program, where CHS contributes a dollar-for-dollar match, up to \$100 for each full-time employee working at Primeland Cooperatives. This means Primeland Cooperatives could receive an additional \$14,100 to donate to regional food banks if enough patrons participate in the fundraiser.

Each dollar donated provides five meals to those in need, while each pound of food donated is equivalent to one meal. For every 1,000 meals, per full-time employee, CHS contributes an additional \$150 to local charities.

In 2012, through donations and matching funds, we were able to raise \$34,527, which funded 172,638 meals for those in need.

This year, through your canned food donations, bushels

and dollars donated, we raised a total of \$37,601, which equals 189,539 meals. We want to thank each and every patron, and employee for participating in this program.

HOW HARVEST FOR HUNGER WORKS

The money raised during the Harvest for Hunger fundraiser goes to regional food pantries. Because we serve so many communities, utilizing these food pantries is the best way to achieve a broad reach to those in need. Food pantries have a network system in place that handles the distribution to help us reach our local communities.

We strongly believe in the work of these pantries along with the beneficial programs they support including: the Backpack Program for school-aged children, Mobile Pantries, Food Box Programs, Senior Programs, and more. If you have questions about Harvest for Hunger, contact Holly Rourick at the Lewiston office at 800-456-8551. ●

WE'VE COME A LONG WAY!

By **MIKE KENNEDY, CAMAS PRAIRIE REGIONAL MANAGER**

Primeland's Grangeville location today looks nothing like it did 12 years ago when we first came to town.

Over the years we've invested more than \$1 million in updating facilities, building new facilities, and increasing our efficiencies by focusing our energies on the divisions which we excel in to best serve our patrons.

We recently tore down the last building and completed the last update, so now that the flurry of construction is behind us, it's a good time to reflect on the progress we've made.

Currently, things look pretty good around here. Along with updating all buildings – the entire location was reorganized and received a facelift. Today, each division is housed within their own facilities which feature state-of-the art technology and meet all safety standards.

Today, Grangeville not only provides the products and services our patrons need, but our employee team works in a safe and professional atmosphere. Primeland has a bright future ahead of us, and we're grateful to be a part of your community today and serve you into the future. ●



CERTIFIED CROP ADVISOR OF THE YEAR

Moscow/Kendrick agronomist, Matt Renfrow was named Certified Crop Advisor of the Year by the Far West Agri-Business Association. He was nominated by his peers and was selected for the award based on an application and letters of recommendation sent in by the growers he serves. Congratulations Matt!



Division of CHS Inc.

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CONSIDER ADDING CANOLA TO WHEAT ROTATION

By Ed Huber, Agronomy Sales

The number of acres planted to canola this spring is increasing on the Palouse as growers respond to increased demand and markets.

Today, canola markets hover around 25 cents a pound and with new processing plants coming online in the region the demand for this oilseed is steady. I encourage growers who are looking for a new option to add to your wheat rotation – consider following this year's winter wheat with canola.

Growers in our area are seeing yields of about 1,500 to 3,000 pounds per acre. And, wheat acres following canola seem to

respond well with strong vigor and healthy color. This new crop will help break up weed or pest cycles you may be fighting. Crop insurance is also available for canola.

Primeland Cooperatives carries a variety of seed options – Roundup® Ready, Liberty® Link and, in case you have herbicide residual in your fields, we also carry a Clearfield® variety that is tolerant to herbicides used on lentils and wheat. Contact your local Primeland Cooperatives agronomist and we'll help you determine which seed variety is best for your growing conditions. Feel free to contact me with any questions, 509-981-9222. •



BEING A GOOD NEIGHBOR

By Jim Miller, Moscow & Kendrick Area Manager

Primeland Cooperatives recently donated a building and land to the Kendrick Senior Center. This donation came about when we purchased Columbia Grains facilities in Kendrick. One of the buildings was next door to the Senior Center.

We recognize the valuable role the Senior Center plays in the Kendrick community through providing

meals and a place for the community to gather. So, when we heard that the Senior Center needed additional space to grow and for storage, we thought donating this building was one way we could support the Kendrick community. This donation, along with a recent donation of land in Craigmont for a new fire department building, shows our continued commitment to the communities we operate in. •

