

PRIMELAND PERSPECTIVE



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STRONG PROFITS = STRONG PATRONAGE RATES



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KEN BLAKEMAN

Expect strong patronage this year! Nine months into our fiscal year, I can confidently say Primeland Cooperatives is on track for another record year of profits. As a cooperative member, when we're profitable, you're profitable. It's truly a win-win.

The last few years have been profitable ones for Primeland. We've had to invest heavily in necessary facility upgrades to meet safety, compliance and OSHA regulatory standards. In addition, we also invested in equipment and facility upgrades to increase the speed and efficiency at which we are able to serve you, our members.

These upgrades are essential to the continued growth and profitability of your cooperative, but they do eat into our overall profits.

Many of the compliance projects are now complete, and this year we're back on track to perform well financially.

CHANGES AHEAD

As we move forward, you can rely on us to continue to make changes in order to best serve you and meet continually changing safety regulations. We will reposition assets, make updates and exit some of our older facilities.

The changes you make in your own farming operations impact the way we do business. As you grow and become more efficient, we must do the same to continue to meet your needs.

When it comes to change, Primeland Cooperatives takes a proactive approach. To best serve you, we need to be anticipating change and be ready when it arrives. We work closely with you to understand your needs. And we work closely with our employees and board of directors to develop strategic plans to best meet those needs.

Sure, we have no control over some change. And just like the change we anticipate, unanticipated change like the recent fire that destroyed two competitors' elevator and bins in Craigmont, Idaho, does impact our local marketplace.

We look forward to serving you today and into the future! •

SCHOOL GARDEN HELPS KIDS CONNECT TO WHERE FOOD COMES FROM

Growing up on a farm in eastern Oregon, Tom Chamberlin always knew where his food came from. It wasn't until his college days that he realized not every kid grows up with the same knowledge. In fact, some kids think food originates at the grocery store.

So, when he saw an opportunity to join others in helping the local elementary school, Troy Elementary, move the children's garden from downtown to the schoolyard, the Kendrick Crop Consultant jumped right in.

"It's good for kids to realize that their food comes from more than aisle 40 in the grocery store," says Tom, who has four young children, three of whom are students at Troy Elementary. "This is a community-wide effort. We all need to work together to raise and educate tomorrow's leaders."

Through Tom's guidance, Primeland Cooperatives donated the fencing materials necessary to build a fence around the school

garden to keep deer and other animals out.

"Many of the farmers we serve and other members of the community volunteered their time and donated supplies or dollars to the garden. This is just another way that we can give back to our community. If they need help, the teachers know they can count on us," Tom says. •



THE RIGHT PEOPLE SERVING YOU

By TOM HERRES, ROCKFORD LOCATION MANAGER

Primeland's success is due in large part, I believe, to the people who make up this cooperative. By having the right employees in the right positions throughout the company, our growers can be confident that the individuals serving them have not only the talent and experience necessary to do the job right, but the passion to go above and beyond.

As we evolve as a company, employee roles often change. Mark Lonam is a perfect example of that.

Mark began his career just over 28 years ago with Cenex as an agronomist in the grass industry. Along with his duties as an agronomist, he has always been happy to help with any other

tasks that needed to be completed.

With the emphasis on safety and compliance that we are now experiencing, it has become a necessity to find an individual who could lead our locations in this area. With his attention to detail and absolute follow-through, Mark is the ideal candidate.

He very diligently works through tasks to make sure that they are 100% complete and accurate. As Mark is excelling in his new role as safety leader for the Rockford Group, his expertise and experience is still called upon to help serve our customers better. Please join me in congratulating Mark in his new role. •



Mark Lonam recently took a new position within the Rockford Group as safety leader.

ELEVATOR CHANGES

Viola: Installed a higher-speed leg for steel bins and a new pit for unloading. We also sold the crib elevator to George F. Brockes & Son.

Joel: Improved the East elevator for quicker loadouts and easier receiving, and we've sold the West elevator to Hinrichs Trading.

Estes: Improved the approach ramp to the elevator so trucks can more easily navigate.

If you have any questions, please contact your local Grain Division representative.

PARTNERING FOR SUCCESS

By JIM MILLER, MOSCOW & KENDRICK AREA MANAGER



In today's ever-changing field of agriculture, not much stays the same from one year to the next. We understand that making decisions on input selection and other management practices can be a bit overwhelming. However, these decisions impact your yields and ultimately your bottom line.

Primeland's employee team wants our members to know they can count on us to provide them with valuable insight, timely information and recommendations based on research-based data and field experience. Think of us as your farm's management consultant.

CUSTOMIZED APPROACH

Because there is no one-size-fits-all approach, when it comes to inputs and best practices, Primeland Cooperatives has revamped our seed and grower meetings as well as Test and Answer Plot® tours to provide customized information on what inputs and practices will work in your field and growing conditions.

TEST AND ANSWER PLOT TOURS

As we all know, multiple factors impact yields each harvest—some we can control, others we can't. It's important to get the ones we can control right. Our team is here to help you develop a strategic plan for your fields using data from local test plots as a guide.

Primeland Cooperatives has teamed up with the University of Idaho, Washington State University and WinField Solutions to host Test and Answer Plot tours. Primeland also planted our own test plot on the southern Palouse.

Primeland's agronomy team works closely with the plot hosts to design these plots to address the specific issues and challenges our growers face. This feedback was used

in deciding which management practices, products and inputs should be tested in order to provide you with the best information moving forward.

DATES TO REMEMBER!

June 25 crop tours will be held in multiple locations from 8 a.m. to 2 p.m. For exact locations, visit www.primelandcooperatives.com.

June 27 AnswerPlot tour will be held on Highway 195 between Pullman and Colfax, Wash., from 8 a.m. to 2 p.m.

If for any reason you're unable to attend these tours, please contact your local agronomy team, and we'll schedule a time to provide you with a tour.

SEED MEETINGS

This fall we'll be hosting a seed meeting in Moscow at the Best Western University Inn. During this meeting, industry experts and our own staff will discuss what's new in seed genetics, traits and technology.

We'll go through the pros and cons of varieties and packages as well as the latest trial data, and we'll help you decide what will yield best in your field.

GROWER MEETINGS

Throughout the year, Primeland's agronomy team attends trainings, recertification classes and does research so our skills, knowledge of the latest treatments, inputs and technology are the most up-to-date.

Each winter we provide our growers with the same opportunity through our grower meetings. We know your time is valuable. Know that you can count on us to provide you with useful information from industry experts in a concise format. A mailer will be sent out to growers to notify you of grower meeting dates, times and locations. •

**Consider us your farm,
ranch and field consultant.**





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CHANGING WITH THE TIMES

BY HAROLD LOOMIS, RETAIL DIVISION MANAGER

Primeland's Country Stores are constantly evolving. We're hosting events like Ladies Night, Weiner Dog Races, Dutch Oven Cookoffs and Outdoor Weekends. We've begun selling plants and trees at some locations, and we're always willing to deliver a product when a customer wants something that isn't found in their local store's inventory.

Our team is focused on succeeding, even though it's no secret that retail is full of challenges—not the least of which is the fact that customers will drive 50 miles to save 10 cents at a big-box store.

To meet this and other challenges, our team remains flexible, changes inventory to better meet our customers' needs and continues to provide the best customer service around. We live by the motto, "here to serve you."

Remember, if one location doesn't carry an item and another Primeland location does, we'll drive it over. That goes for any Country Store product, and we'll drive it to any Primeland location.

ST. JOHN WELCOMES A NEW MANAGER

Primeland recently hired Torry Shepherd to manage the St. John Country Store location. Torry brings with him extensive retail experience, a degree in Animal Science and several years working in animal nutrition.

Prior to joining the Primeland team, Torry worked as an animal nutritionist for CHS.

"With the products available today, there is so much I can do as an animal nutritionist to help cattle producers more efficiently feed their livestock and increase their bottom line," Torry says.

As the new store manager, Torry looks forward to growing the animal nutrition business and offering more events to the community.

The St. John Country Store recently donated hotdogs and let the community youth sports organization host a fundraiser in the parking lot. The Eagles Youth Sports organization was able to raise \$700 to help cover the cost of uniforms and other expenses involved in youth sports.

If you have ideas or questions about Primeland's Country Store operations or inventory, please contact me at 208-743-8551 ext. 143. •

17-MONTH CROP INPUT FINANCING AVAILABLE

BY DAVE ARTHUR, PRIMELAND CREDIT MANAGER

Like the other products and services you have come to count on Primeland for, now you can count on Primeland for high-quality, competitively priced options to finance all the products and services you purchase from us.

Use Primeland's input financing to finance fuel, chemical, seed, fertilizer, custom services, equipment repairs—the list goes on—and increase your financial flexibility by freeing up your operating line of credit for traditional operating expenses.

BENEFITS YOU CAN COUNT ON!

Primeland's Crop Input Financing provides 17-month coverage (from fall planting to harvest and loan maturity). It also provides:

- Competitive interest rates
- Convenient application process
- Flexible repayment terms

To learn more, contact me at 208-298-1010 or darthur@primelandcoop.com. •