

Letter from Randy ~



UNITED AG SERVICES, LLC.

Planting Edition

Just a quick little note on things that are happening at United Ag Services. Since January 1st we have installed and are updating our new AgTrax computer software program. You may have noticed some changes, and we have a few more to go. As we continue to work with the system we are seeing some additional value that will be available to both you and us. In the mean time if you have any questions on the software, please give Jackie and call for assistance.

With the closure of Haugen Feed Mill on the 6th of March, some new feed customers are checking out our feed manufacturing capabilities. We have easily incorporated their feed needs into our Cumberland and Almena schedules. The additional tons will make our facilities even more efficient than what they currently are. Roy's bulk truck is in need of a major engine and chassis overall. The truck has almost 1/2 million miles on it and in need of some other expensive future repairs. We soon will be making a decision on what truck to replace his with. The repair bill is cost prohibited because of the age and wear on the truck. The 1st year lease will be less expensive than the engine overall, and the truck is more efficient and will carry a larger payload.

Corn, soybeans and wheat all have ranged approximately \$1.00 per bushel up or down since harvest. We have been waiting for a recovery in preparation of the planting intention report due out at the end of March. Four of the past five days have been positive days for corn and soybeans, while wheat has been

slightly negative. Over a 30-year history the peaks of the markets have been before the planting intention report and during pollination. It is time to put some bids in above your cost of production and to start marketing some of next years crop when it profitable. Please work with Jerry Bates, any of your agronomists or myself in knowing your cost of productions and developing a marketing plan.

Lastly, crop nutrients haven't moved much since fall. Nitrogen and phosphates have decreased by half and if they are not at the bottom are close, especially if crop prices strengthen. Potash supply is still tight and that price hasn't moved much. I, like most industry people believe that the price of potash will be lower after the planting season is over. Thus, we continue to advise our customers to wait, if you can on the potash applications until after 1st crop. We also are advising many farmers who have high levels of both potash and phosphorus to cut their rates of potash in their starter or the rate of starter applied. If you haven't made your plans for the spring application season please don't delay much longer. We can help with the best recommendations for the least amount of costs, assure that we have the product here when you need it and get any financing issues behind both of us.

Most importantly, Thank you for your continued support of United Ag Services.

~Randy

Welcome Jerry Pierce!



On Friday March 6th the Haugen Feed Mill closed their doors to focus on some family health issues. We are happy to have Jerry Pierce join our team immediately and look forward to Jeremy Pierce and John Wilt joining us closer to spring planting season. Jerry and Diane have been owners of Haugen Feed Mill since 1985, the mill has been owned by Diane's family since 1952. Please help us welcome Jerry and the boys to the United Ag Services team.

*Diane, Jerry,
Jason, Jeremy & Christine*

Items of interest:

- *Spray Clinic - March 31st*
- *Calf College -April 15th*
- *Seed Days - April 7 & 8th*
- *Credit Updates from Debbie*
- *Chick Update -Cumberland Feed*



We are Workin' for You!

Now you can see your account & grain information on our website. If you are interested in learning how...please contact Jackie at the office to assist you with setting up this new feature! 715-357-6048 www.unitedagservices.com

Fertilizer Outlook...

Many of the prices have moderated from the highs of late fall, but not changed much from December. Some prices are up and some are down.

The most important thing we see is that a plan of your purchases is needed. If you haven't already done this, please schedule a time to talk to one of us and determine your needs and purchase plans. Doing this is so important for us to determine the amount of inventory to carry. If our growers don't let us know what products they intend to use, we are unable to purchase at the best pricing available, our vendors don't order from the suppliers, the suppliers don't order enough from the manufacturers, therefore the product may not be at the terminal. Which totally deters from our mission...to provide our customers with the best possible product at the best possible pricing.

Example: Urea from the middle east takes 40 days to cross the

ocean to New Orleans. Then they load it onto a barge to come up the Mississippi to the Twin Cities takes about 26 days. When will we be planting? How much do you need? So with that said....please don't hesitate in planning.

As you decide your cropping plans, please keep us advised—We are Workin' for YOU!

Give us a call and let us keep up with our motto of "We're Workin' for You!" **715-357-3315**

~by Brian Bertelsen, Agronomy Manager



ORDER YOUR SMALL GRAIN SEEDS NOW!

CLEANING ALSO AVAILABLE!!

Schedules are being set up for Early April
First Come—First Serve

Calf College

Wed., April 15th

10:30 am—1:30 pm

Invitations to follow!

SEED PICK UP DAYS at a NEW LOCATION

Our spring seed pick up days will be at a new location this year. We are happy to announce that we have expanded our seed warehousing by renting a warehouse in Almena at 651 Garfield Street from Impact Seven. This is where we are hosting our seed pick up days. This is just two blocks north of Hwy 8.

This warehouse allows a much more efficient flow to loading your seed.

United Ag will provide a light lunch of brats, beans



April 7th & 8th

10 am—4 pm

and chips at the warehouse on those days.

Seed Pick up days are Tuesday, April 7th & Wednesday April 8th from 10 am—4 pm.

To provide the most efficient packaging and loading of your seed, please call and let us know you when you are planning on picking up your seed during these days. We will do our best to have everything ready for you.

Seed deliveries after these dates will be delivered at regular delivery rates. So don't delay.. Save \$\$. Mark your calendars today!



Debbie's Credit Corner

Hello from the Credit Desk

It is important that we thank all of you for your communication and focus in keeping your accounts current! Also, thank you to all who have taken the time to make arrangements for your spring crop input needs. Many of you have prepaid, lined up a source of financing or have submitted a letter of credit. This will help tremendously in allowing us to deliver your products without any delays to making financing arrangements.

"Together we will get through this trying time!"

Now that filing taxes are behind for most of us, it is time to focus strongly on finishing up your financing needs with United Ag

Services, LLC for all products including feed. We are asking you, our valued customer, and our feed and agronomy teams to focus the month of March on making these arrangements if you haven't already done so. This will keep all of us from awkward situations when you call and need products delivered. We will be stricter in enforcing our current credit policy. Open lines of credit will be monitored more closely. There will not be any products going out without approved prior arrangements.

There are many resources available to qualified customers and we can help arrange any or all of the following:

1. Prepay
2. Cash
3. Good check

4. Credit Cards (MasterCard & VISA)
5. Preferred Regular Farm Plan
6. Special Terms Farm Plan
7. Agri Span (formerly Partners in Production)
8. Ag Finance Solutions
9. Letter of credit
10. Prearranged lender line of credit
11. Others



Some of these take only a 24-hour approval while others may take days and also board approval, which will delay your delivery. Please do not wait until the last minute to make arrangements.

Together we will get through this trying time by working closely in keeping all means of communication open.

Thank you,
Debbie
Debbie L. Thill, Credit Manager

U.A.S. now has a Seed Treater, providing us the ability to treat beans and small grains to enhance seed performance!
"WE ARE WORKIN' FOR YOU!"

"Chicks at the Cumberland Feed Store!"

United Ag's Cumberland Feed store is your place to "pick up chicks".

Order your baby chicks now and pick your delivery dates. Chicks hatch on Mondays and are delivered to our store for you to pick them up on Tuesdays.

Check your calendars....and give us a call to place your chick order. Chicks are



available to order now thru July.

What kind of chicks do we have? Arcana (green & pink eggs), Black Australorps, Cornish Rock Broilers, Production Reds, Guinea Hens, Pheasants, Turkeys, ducks, and more.

Call us today....**715-822-2240**

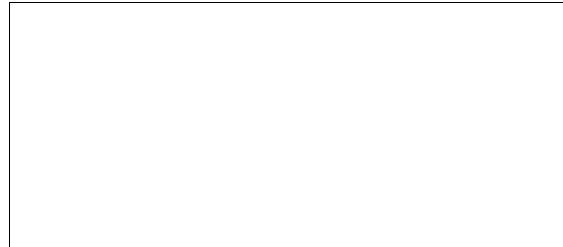


UNITED AG SERVICES,

231 Soo Ave / PO Box 68
Almena, WI 54805

Phone: (715)357-6048
Agronomy: (715) 357-3038
Fax:(715) 357-3157
Toll Free: 1-866-FARM-UAS

We're on the Web!
www.unitedagservices.com



Spray Clinic is Scheduled

United Ag is again sponsoring a Spray clinic for our patrons who spray their own crops. The free clinic is scheduled for **Tuesday, March 31st beginning at noon.** It will be held in the meeting room at Rolling Oaks Supper Club in Barron.

Our featured trainer will be Todd Cardwell from Winfield Solutions. Todd has performed many spray clinics and will be covering topics such as:

- Spray Drift



- Calibration
- Adjuvents
- Nozzle Selection
- And much more

Don't miss this **free** training seminar.

We will begin with lunch at noon and training to follow.

Please RSVP by Friday, March 27th, 2009.

If you have any questions, please contact Bruce Ostenson at 715-357-3315.

Noon on March 31st, 2009 at Rolling Oaks in Barron