



Farm News



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Farm Management Newsletter

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Keith Torgerson

November 2007

Marketing Meeting

Date: Tuesday, November 27th, 2007

Place: AMT Building (Where my office is)

Time: 9:30 coffee and the program will start at 10:00 am

For our annual Post Harvest Marketing Meeting, I have asked Van Ahn and Company, Inc. to present again this year. The firm is located in Alexandria MN with a branch in Fargo, ND. **Please feel free to bring a friend.**

In the volatile markets we face today a discipline marketing plan is essential to success! Van Ahn and Company is thankful for the opportunity to speak at your annual Post Harvest Meeting and our goal is to give you insight on how we believe marketing can help you achieve your goals. Van Ahn and Company has been assisting producers with their Grain and Livestock marketing needs since 1987 and serves producers in 7 states.

Marketing Director Jim Emter along with Marketing Specialists Taylor Stroh will be the featured speakers at the event and will address the following issues:

- Advice on inputs including analysis and recommendations on land, fuel, fertilizer etc.
- Price analysis on why we are trading where we are and what the outlook is for the future.
- Marketing opportunities and recommendations for the years ahead.
- Much More!

Please consider joining us for this informative event! We believe you will leave this meeting with a solid foundation to marketing your crop in the years ahead.

Marketing Club Meetings

November 13, 8:00 am Pats

November 14, 8:00 am City Center Café

The meeting is open to all FBM members. We discuss and stay updated with marketing by reviewing Pro Farmer, Brock, Money Farm, Agri Mark, and Progressive Ag.

Ethanol Industry Trends Changing:

Ethanol investments at this time may not be the 'magic bullet' many producers were expecting due to high corn pricing and natural gas costs according to recent reports. I would refer you to Iowa State University's Center for Agricultural and Rural Development (CARD) which can be found at <http://www.card.iastate.edu/research/bio/>. The graphs show a less rosy picture for the industry as prices fall and key inputs eat up more and more of the available revenue. CARD counts 128 plants with a capacity of 6.8 billion gallons operating at the present time. CARD also counts 77 new plants and 8 expansions under construction that will add another 6.7 billion gallons of capacity with most of that being online by the end of 2008. Please take time to read the information available on the ethanol industry available through Iowa State University. Will ethanol provide the advantage you are looking for regarding your corn production? The positive trend will most likely exist but not at the levels first suggested by energy experts.



