



## Conference Speaker — Mark Gold “Tools For Marketing Your Crops”



Mark Gold is a former 20-year member of the Chicago Board of Trade where he was a pit trader and floor broker. During his time on the floor Mark served as Chairman of the Soybean Pit Committee and on the Public Relations Committee. While born and raised in Chicago, Mark earned a Bachelors degree in Agricultural Economics from the University of Illinois, giving him unique insights from both the urban and rural perspective.

Mark has also been a floor trader at the Chicago Mercantile Exchange, International Monetary Market, Sydney Futures Exchange, and the New Orleans Commodity Exchange where he served as Vice Chairman of the Board of Directors.

As President and CEO of Top Third Ag Marketing LLC, Mark can be heard daily on Nebraska radio KRVN and Kansas radio KFRM. In addition, Mark is a regular guest analyst on U.S. Farm Report, Ag Day TV, and Market to Market. Mark’s twice daily audio grain marketing comments are featured on AgWeb.

Mark’s passion for Agriculture can best be observed at one of the 30-40 marketing seminars he presents across the U.S. every year for Ag bankers, grain elevators and other agriculturally oriented firms.

### **BREAKOUT SESSIONS**

- What’s New in the Greenhouse**
- Weather Patterns Influence Diseases**
- Leaf & Root Diseases**
- 2014 Farm Bill Changes**
- Adding Value To Our Crops**
- Combine Fires: Reducing The Threat**
- Keystone Pipeline Update**

Continuing Ed Credits Available

### **PRESENTATION TOPICS**

- Tiling – Is It For You?**
- Field to Fork –**
- Who Are We Growing For?**
- Tools For Marketing Your Crops**
- Transportation –**
- Rail, Roads & The Cost**

SD Wheat, Inc. • SD No Till Assn. • SD Crop Improvement  
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# Growing Our Future

December 2 & 3, 2014 • Pierre SD

# AG HORIZONS

Full Agenda on page 5

# Wheat Growers Break Ground for New Facility at Kennebec

As more than 100 guests looked on, Wheat Growers officially broke ground for a state-of-the-art shuttle loader grain handling, fertilizer and agronomy facility in Kennebec, South Dakota. The facility will be located along the soon-to-be rehabilitated line that is part of the state of

South Dakota's expansion of heavy-rail service from Chamberlain to Presho. Taking part in the groundbreaking program and ceremony were U.S. Senator John Thune, South Dakota Secretary of Agriculture Lucas Lentsch, S.D. Representative Jim Schaefer of Kennebec, Steve Halverson and Bill Ferguson of Rails to the Future, Wheat Growers Board President Hal Clemensen and Wheat Growers CEO Dale Locken.

Dale Locken praised the efforts of individuals and local, state and federal government officials who worked together on the Rails to the Future project.

"In February we brought the promise of building this facility to the South Dakota Legislature," Locken said. "The Wheat Growers Board of Directors made a commitment at that time to build a first-class grain shuttle loading facility, fertilizer plant and agronomy service center to service the needs of south central South Dakota farmers if the heavy rail line was built. This new facility will be the result of the collective efforts of so many people we want to thank today."

Hal Clemensen emphasized the local nature of the cooperative and the role it will play in the community.

"Wheat Growers is a local co-op, a farmer-owned co-op," Clemensen said. "The business done with our co-op stays in our co-op, as proven by this project. Our board of directors was unanimous in our support of this project from the time Rails to the Future proposed extending heavy-rail service from Chamberlain to Presho. And now, thanks to the hard work of many partners, the 40-mile Chamberlain to Presho railroad line will be rehabilitated, enabling Wheat Growers to proceed with our new Kennebec facility, delivering on our promise to this region and the state."

South Dakota Secretary of Agriculture Lucas Lentsch says the Wheat Growers facility and Rails to the Future speak about the promising future for agriculture.

"This kind of investment in western South Dakota speaks volumes about our future," Secretary Lentsch said. "About the technology it's unlocking, the landowner decisions, the investment that's going into the future, a willing partner like Wheat Growers, who is willing to step up and be an investor right alongside this community and our local leaders."

Senator John Thune noted the change in the type of crops being grown in central and western South Dakota today, and the importance of having rail service.

"We're raising grain out here now, and we have to move it," Senator Thune said. "And the most efficient way to move agricultural commodities is on the rail. It's good for the farmer, keeping more dollars in their pockets and it's so much better for our roads. Having this Wheat Growers facility in central South Dakota is going to be a tremendous asset to this area."

Dirt work and construction will continue through this fall with the goal of having the agronomy facility ready for business by the winter of 2015/2016 and the grain handling facility completed in time for harvest 2016.



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**Caren Assman, Executive Director**

**PO Box 667**

**Pierre, SD 57501**

**Office: (605) 224-4418**

**wheatinc@midco.net**



**Reid Christopherson, Executive Director**

**Office: (605) 773-4645**

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*Lucas Lentsch, Sec of Ag; Bill Ferguson, Rails to the Future; Steve Halverson, Rails to the Future; Dale Locken, CEO Wheat Growers; Senator John Thune, Bruce Lindholm, DOT; Hal Clemensen, Wheat Growers President and Rep. Jim Schaefer.*



# Drying Grain in the Field or...?

Ken Hellevang, Extension Ag Engineer at North Dakota State University, shares his expertise in grain drying and storage with many Extension personnel in the upper Midwest, and this column refers to his recent information. When corn reaches maturity, the moisture content of the kernel is generally between 30 and 35%. The time of year corn or other grain reaches maturity and the weather conditions can have a major impact on how quickly the grain will dry to a moisture content acceptable for storage or sale.

As Ken states, corn reaching maturity about October 1 will normally dry slowly in the field due to cool ambient temperatures. Standing corn in the field may dry about 1.5 to 3 percentage points per week during October and 1 to 1.5 per week or less during November, assuming normal North Dakota weather conditions. South Dakota conditions would be expected to allow the crop to dry somewhat more quickly. I helped hand harvest a corn fertility research plot in Lyman County on October 9. The corn was mature, and shelling out several ears revealed the moisture content as 21%. I'm sure there are fields in the area that wetter and some drier.

While the price of corn and grain sorghum doesn't generate enthusiasm among farmers to dry grain, field losses can make it a smart choice. Hellevang suggests that field drying is normally more economical until about mid-October, but if the crop remains wet after that, mechanical drying with added heat can be well justified. When considering leaving grain standing in the field to dry, make sure stalks and shanks are strong. Some extent of grain sorghum lodg-

ing is being reported, and the moisture during the growing season has caused a fairly high incidence of phomopsis in sunflower, which can result in lodging.

The propane cost to dry grain (per bushel per percentage point of moisture) can be estimated by multiplying the propane cost per gallon by 0.02. One propane distributor reports propane at \$1.60/gallon, which would translate to \$0.032/bushel per point of moisture or \$0.32 for 10 percentage points. By dividing the propane cost to dry grain by the grain price, you can calculate the percentage of grain loss that will equal the drying cost. Using \$1.60/gallon for propane, and \$2.50/bu for corn,  $\$0.32/\$2.50 = 0.128$  or 12.8%. Leaving grain in the field due to field loss may impact crop insurance/yield history.

Remember that poly bags are a good storage option, but they do not prevent mold growth or insect infestations. Grain should be dry when placed in a grain bag. Higher moisture corn in a bag should be considered as very short-term storage and only at near freezing temperatures.

Corn above 21 percent moisture should not be dried using natural-air and low-temperature drying to minimize corn spoilage during drying. Because the drying capacity is extremely poor at temperatures below 35 to 40 degrees, little drying is typically possible using a natural-air system after about November 1. Adding heat does not permit drying wetter corn and only slightly increases drying speed.

For more information, visit: <http://www.ag.ndsu.edu/graindrying>.

**NOTICE**

***SD Wheat Inc., Annual Meeting will be held on December 2nd at 9:00 am. The agenda will include: legislative policy review, elections and annual update. All members are encourage to attend.***

## 2014 HARD RED SPRING WHEAT QUALITY SURVEY — REGIONAL AVERAGE WEEKLY HARVEST UPDATE: October 9th, 2014

	Samples Tested	Samples Expected	Moisture %	Protein %	DryBasis Protein %	Dockage %	TKW gm	FN sec	Grade	Test Weight lb/bu	Test Weight kg/hl	FM %	Damage %	S&B %	Defects %	DHV %
This week	460	460	12.6	13.6	15.5	0.7	32.7	370	1 NS	60.8	80.0	0.0	0.4	0.7	1.1	60
Last week	433	451	12.9	13.4	15.2	0.7	32.6	368	1 NS	60.8	80.0	0.0	0.4	0.7	1.1	57
2013 Final Average	443	443	12.5	13.6	15.5	0.8	32.7	421	1 NS	62.3	81.9	0.0	0.2	0.8	1.0	73

**Comments:** Sample collection of the Hard Red Spring samples has concluded with the quality lab moving forward with flour and dough testing on the composites. Average protein content is 13.6% which compares equal to the final average of last year. Average test weight is 60.8 lb/bu (80.0 kg/hl) down from last year's final average of 62.3 lb/bu (81.9 kg/hl). Average falling number is over 350 seconds and average vitreous kernel content is 60% making the grade of the crop 1 NS.

# Winter Wheat Insurance and Marketing Considerations

Winter wheat insurance and marketing decisions are setting up differently for the 2015 crop. The deadline to purchase or change winter wheat coverage is September 30 in South Dakota. Most wheat is insured in the state, so the main choices this time of year revolve around the type and level of coverage to use. Producers have until October 15 to plant winter wheat with full insurance coverage. Winter wheat coverage is only available in certain counties in South Dakota, with several counties in the southeast added in recent years (figure 1).

Winter wheat insurance uses a projected price discovery period that spans from August 15 to September 14 and uses the Kansas City September 2015 futures price. The 2015 estimated projected price is \$6.41 per bushel, sharply lower than the insurance price from a year ago. The recent history of projected and harvest prices are shown in table 1. The projected price determines the base for both Yield Protection (YP) and Revenue Protection (RP) coverage. Over 90% of wheat acres in South Dakota from 2011 to 2014 were covered by RP.

The 2015 estimated volatility factor of 0.18 is lower than last year and below the five-year average of 0.26. The lower volatility and lower price level point to lower insurance premiums compared to last year. The low volatility levels at the present time likely make options strategies inexpensive. During 2014 most wheat was insured at the 70% level. With lower premium rates for 2015 producers may consider increasing the coverage percentage.

The use of RP means that most producers have adequate protection to allow some pre-harvest marketing of wheat. In the event of higher prices by harvest, RP coverage increases. As producers work on their marketing plans they should keep in mind that the insurance coverage is not unlimited, being capped at 200% of the base price. Covered sales, buying out-of-the-money call options, would be advised when marketing aggressively.

Producers should also consider the harvest time basis and how it lines up with insurance. Winter wheat insurance settles to the average during July of the Kansas City September contract. The basis, figured as the cash price received by farmers in South Dakota minus the average futures price in July, has averaged \$-0.69 per bushel during the past five years. Hedges will likely be most effectively placed using the September contract and factoring in a similar basis level.

The September WASDE lowered the current marketing year price projection range for wheat and increased the 2014/15 ending stocks position from August. There is not a recent price projection for 2015/16, when this year's winter wheat will be marketed. The commonly quoted USDA baseline was \$4.35 per bushel, which is a lower price than a model of recent prices and stocks suggests. Regardless, the South Dakota winter wheat marketing year average price has averaged 97 percent of the U.S. all wheat marketing year average price.

Winter wheat producers are also faced with related decisions from the 2014 Farm Bill. Producers can choose between Price Loss Coverage (PLC) and Agricultural Risk Coverage (ARC). Both have potential payouts tied to U.S. marketing year average prices. Producers that choose PLC

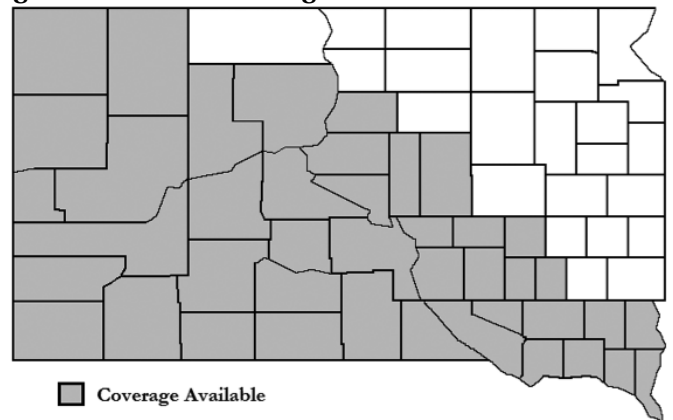
can also purchase a Supplemental Coverage Option (SCO) endorsement. The SCO is only available on winter wheat in certain counties (figure 2). The SCO would only apply to the deductible portion individual insurance coverage such as RP or YP. SCO indemnities are tied to county-level losses and should not be confused with the stand-alone Area Risk Protection Insurance (ARPI). Formerly known as Group Risk coverage, ARPI is also only available in certain counties (figure 2). County coverage has seldom been used in South Dakota.

**Table 1.**  
**South Dakota Winter Wheat Insurance and Marketing Factors**

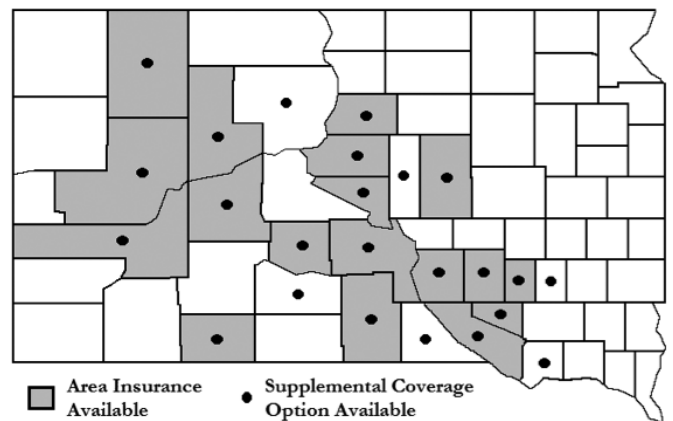
	Projected Price (\$/bushel)	Harvest Price (\$/bushel)	Change (\$/bushel)	Volatility Factor (%)	July Cash Price (\$/bushel)	Basis (\$/bushel)
2005	3.40	3.40	0.00	0.19	3.06	-0.34
2006	4.83	5.01	0.18	0.18	4.32	-0.69
2007	6.33	6.06	-0.27	0.20	5.05	-1.01
2008	5.88	8.43	2.55	0.24	8.03	-0.40
2009	8.77	5.57	-3.20	0.33	5.50	-0.07
2010	5.42	5.85	0.43	0.27	4.17	-1.68
2011	7.15	7.57	0.42	0.31	7.15	-0.42
2012	8.70	8.70	0.00	0.28	7.72	-0.98
2013	8.79	6.99	-1.80	0.25	6.95	-0.04
2014	7.11	6.43	-0.68	0.20	6.10	-0.33

Sources: USDA-RMA and USDA-NASS

**Figure 1. Winter wheat eligible counties in South Dakota**



**Figure 2. Winter wheat counties in South Dakota with Area Insurance and SCO available**



# TENTATIVE AG HORIZONS AGENDA

## Tuesday, December 2, 2014

8:30 – 9:00	Lake Oahe Lobby	Breakfast
9:00 – 9:50	Association Meetings	— Final Notices to be Distributed
	SD Pulse Growers	SD Trade Seed
	SD Wheat Inc.	SD Crop Improvement
	SD Oilseeds	SD No Till
9:50 – 10:00	Amphitheatre I	Welcome — Lucas Lentsch, Secretary of Agriculture
10:00 – 10:50	Amphitheatre I	From Field to Fork — Panel
		• Tim Luken — Oahe Grain Coop
		• Don Pikop — Baystate Milling
		• Steven Brown — SD Pulse Processors
11:00 – 11:50	Breakout Sessions	
	Lake Sharpe	Wheat Growing in the Greenhouse? — Panel
	Lake Francis Case	Management of New Diseases in Cool-season Pulses — Dr. Michael Wunsch, NDSU
	Lake Lewis & Clark	CQL-Adding Value to Our Crops — Padu Krishnan, Ph.D.
12:00 Noon	Rooms B & C	Luncheon — Kennebec Connection — Roger Kruger, SD Wheat Growers
1:00 – 1:50	Amphitheatre II	Is Tiling for YOU? — Panel
		• Dave Veldkamp — Agrem
		• Christopher Hay — SDSU
		• Owen Fagerhaug — USDA
2:00 – 2:50	Breakouts	
	Lake Sharpe	Incremental Change is Not Enough — Dwayne Beck
	Lake Francis Case	SDSU Oat Breeding Program — Melanie Chaffe
	Lake Lewis & Clark	Leaf Spot and Root Diseases — Shaukat Ali
2:50 – 3:00	Lake Oahe Lobby	Cookie Break — Sponsored by Farm Credit Services
3:00 – 3:50	Amphitheatre I	Rail, Roads and Costs — Panel
		• Bruce Lindholm — South Dakota's Five Year Rail Plan
		• Mike Vehle — Highway Funding Task Force
		• Jim Schmidt — Lincoln County Commissioner
		• Adrian Arnakis — John Thune's Counsel for Surface Transportation Board
4:00 – 4:50	Breakouts	
	Lake Sharpe	Combine Fires: Reducing the Threat — Dr. Dan Humburg
	Lake Francis Case	Wheat Breeding Updates — Carl Glover SDSU & Scab Initiative — Laird Larson
	Lake Lewis & Clark	Northern Crop Institute Update — Mark Weber, Director
5:00 – 9:00	Rooms B & C	Banquet Sponsored by SD Wheat Commission
		Entertainment — VJ Smith — "The Richest Man in Town" — Sponsored by BNSF

## Wednesday, December 3, 2014

8:00 – 9:00	Lake Oahe Lobby	Breakfast
9:00 – 10:00	Amphitheatre I	Mark Gold — Marketing Options for 2015
10:00 – 10:50	Breakouts	
	Lake Sharpe	Drone Technology in Ag Today
	Gallery G	CQL-Adding Value to Our Crops — Padu Krishnan, Ph.D.
	Lake Francis Case	Combine Fires: Reducing the Threat — Dr. Dan Humburg
	Lake Lewis & Clark	Keystone Pipeline Update
11:00 – 11:50	Breakouts	
	Lake Sharpe	Estate Planning — Stulken Peterson
	Gallery G	Wheat Stem Sawfly Management Using Resistant Wheat Varieties — Ada Szczepanec, Ph.D.
	Lake Francis Case	Introducing Carinata as a Wheat Rotation — Bill Gibbons
12:00 Noon	Luncheon Speaker	"Two Sided Coin Of The 2050 Grand Challenge" — SDSU Dean Dunn

\*Continuing Education Units (CEUs) for the Certified Crop Advisor Program are pending.



## It's all about the future!

It's all about the future! In the frenzy of our daily schedules it is much too easy to become focused only upon the task in front of us. The reality; however, is that most of us could certainly sit and back coast in the near-term, if only



there wasn't the future to be concerned about. It's all about the future!

When I reflect upon the missions of the South Dakota Wheat Commission and South Dakota Wheat, Inc. it's all about the future. We exist to build a better tomorrow. Through our combined efforts we endeavor through research, market development, consumer education and policy influence to positively shape the future of wheat production in our state, nation and world.

We strive to build a better tomorrow for the generations that will follow as both producers and consumers. Chances are very good that my granddaughter Gretchen will never directly work in the wheat industry. She does, however, represent a future generation of consumers, educators and policy makers. She will inherit the opportunities that we focus upon daily in the pursuit of our legacy.

I look forward to meeting each of you at the upcoming 2014 Ag Horizons Conference in Pierre on December 2nd and 3rd. Please visit with me about how I can support your vision of the future. Until then I wish you the very best for a safe and bountiful harvest!

## Allelopathy of Wheat Following Sorghum (Milo)

Economics can upset planned crop rotations and the reduction in corn and sorghum prices has seemed to increase winter wheat plantings. As the grain sorghum harvest has begun in earnest, several farmers have been following the combines planting winter wheat. Seeing this reminded me of a question some time ago from an area wheat producer about the allelopathic effects of grain sorghum residue on wheat.

Allelopathy is defined as a biological phenomenon by which an organism produces one or more biochemicals that influence the growth, survival, and reproduction of other organisms. These biochemicals are known as allelochemicals and can have beneficial (positive allelopathy) or detrimental (negative allelopathy) effects.

Grain sorghum residue has been demonstrated to have negative allelopathic effects on a number of weed species, primarily broadleaf weeds. Unfortunately, sorghum as the previous crop has also been found to reduce wheat yields. One study compared several varieties of winter wheat planted on fallow, following tilled sorghum residue, planted no-till into sorghum residue, and no-tilled into millet residue. Millet residue is known to not have allelopathic effects on wheat, so was included as a close comparison to sorghum to test potential allelopathy. If regularly grown in tight crop rotations with wheat, wheat following millet can lead to weed problems, particularly cheatgrass, as well as root and crown rot diseases.

Emergence promptness was not significantly impacted by residue treatment for most varieties, but grain yields were consistently lower for wheat no-tilled into sorghum residue. Emergence was somewhat delayed in the wheat following tilled sorghum residue, and attributed to the al-

lelopathic compounds in the residue incorporated into the soil being rapidly solubilized. The marked ability of wheat to compensate for differences in seedling development was believed to explain the lack of reduction on grain yield in wheat following the tilled sorghum residue.

For fields that are already planted to winter wheat after sorghum, tillage is obviously not an option, and likely wouldn't have been considered for producers who prefer no-till practices. For future reference, the advantages of tillage to reduce the allelopathy of sorghum residue on wheat must be weighed against the soil and water conserving benefits of not tilling. Even one tillage operation can negatively affect the soil health and structure benefits that have been generated under no-till, and take years of no-till to return to the pre-tillage level. Little difference among wheat varieties for resistance to allelopathy by sorghum limits that as a management tool. One practice that is reported to have seen some level of success when planting wheat after sorghum is a moderate increase in nitrogen fertilizer, which could still be accomplished.

Another other risk of planting wheat into sorghum residue is Fusarium head blight or scab. Planting wheat into sorghum residue is not as great a risk as planting wheat after corn, but if wet, humid conditions prevail when the wheat crop is flowering, significant infection can occur. Producers who are planting wheat after sorghum would be advised to closely monitor weather conditions when their crop is flowering and shortly after, and be prepared to apply a foliar fungicide in a timely manner. Properly timed fungicide applications have been shown to reduce the incidence of scab by 60-70%.

# Things to Consider when Planting Winter Wheat

Winter wheat occupies an important role in the South Dakota (SD) crop production system. The US Department of Ag predicted a total state production of about 1.2 million bushels for the 2013-14 growing season and we are now getting prepared to plant for next growing season. Winter wheat is grown when there is less farm activity providing a viable option for another cash crop in the cropping system. Things that we can consider during planting winter wheat this fall are as listed below:



## Planting Time

Planting time is highly correlated with the yield potential in winter wheat. From a five year SD study conducted from 1997 to 2001, John Rickertson, a former SDSU Extension Agronomy Field Specialist reported that ideal time for planting winter wheat in the northern part of the state is from September 1st to 15th whereas, in the southern part it can be planting anywhere from September 15th to 30th. Planting early may cause some disease incidence and planting late can lead to poor fall stand. In either case, we will see yield hit during harvest. Planting on plant stubble will help retain snow in the winter helping wheat for the winter survival.

## Variety Selection

Selecting proper variety for your farm is one of the most important management decisions. Choosing a high yielding variety is ever important, however pest resistance (disease, insect) and ability to tolerate adverse winter temperatures

in this region are also equally important. First step in making varietal selection decision is to look up for crop performance trial results. South Dakota State University Extension Service provides a detailed look on most recent trials. You can find these results on the Winter Wheat Variety Trials page on iGrow.

## Seeding Rate and Depth

The seeding rate can vary from 90,000 to 1.2 million viable seeds per acre. Planting higher range is good for the delayed planting but exceeding this range

may cause some lodging problem at the harvest. Planting depth for winter wheat is suggested to be one to 1.5 inches deep. Soil is usually short in moisture during fall so planting shallow will help emerge the seeds quicker upon any fall rain.

## Fall Stand

The crop stand in the fall is related to the time of seeding. Seeds that are planted during the recommended time range will have plants with 2-3 tillers before freezing. These plants will resume rapid growth in the spring and yield to its potential. Too early or late planting will have varied fall stand with significantly reduced yield. Weather permitting, you can take fall stand counts after emergence and match up with your seed rate. Also, repeating counts in the following spring will provide a good measure of winter kill.

- See more at: <http://igrow.org/agronomy/wheat/things-to-consider-when-planting-winter-wheat/#sthash.0eDo628w.kJohn6gp.dpuf>



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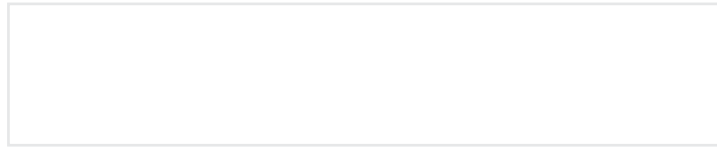
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# Growing Our Future

December 2 & 3, 2014 • Pierre SD

## AG HORIZONS

### Conference Registration — on site

Full Conference ..... \$95.00  
1/2 Day conference ..... \$50.00

**On line registration**                      [www.sdwheat.org](http://www.sdwheat.org)

Full Conference..... \$85.00  
1/2 Day Conference ..... \$45.00

### Hotel Registration

Ramkota City Center — 1-605-224-6877  
Pierre SD

### Room Cost

single \$89.99  
double \$99.99

### Entertainment — V.J. Smith — “The Richest Man in Town”



V.J. Smith is a professional speaker and published author. He graduated from South Dakota State University in 1978 and spent the decade of the 1980s working for the Allied Signal Aerospace Company in Kansas City. Smith returned to his alma mater in 1990, working for six years in the SDSU Athletic Department and in 1996 was appointed Executive Director of the SDSU Alumni Association. In January 2007, he left that position to pursue a career in professional

speaking. Smith travels the country and makes over 100 speaking appearances a year.

Smith is the author of the best-selling book, “The Richest Man Town.” The book details Smith’s relationship with a little old man who ran a cash register at a local Wal-Mart. “That guy changed my life,” Smith says.

Smith is a two time finalist in Toastmasters’ International’s “World’s Championship of Public Speaking.” He is also the author of the book, Jackrabbit Tales.

Smith is the President of Life’s Great Moments and resides in Brookings, SD.

### Pre-Registration Form

Prior to November 24, 2014     Full Registration \$85     1/2 Day \$50

Name \_\_\_\_\_

Additional Names \_\_\_\_\_

Address \_\_\_\_\_

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