



DTN GRAINS®

LNC Farms

Plainfield, Iowa

LNC Farms is located in Plainfield, which is in northeast Iowa, approximately 150 miles from St. Paul, Minnesota. Nathan Chester, who operates the farm, leases 600 acres and grows 400 acres of corn and 200 acres of beans. He sells to Cargill and a local elevator. He also is checking into a local ethanol plant to which he may sell his corn.

With an eye toward full-time farming in the future, Chester currently works a day job as a computer programmer/web developer for an insurance company in town, and farms on evenings and weekends. He also uses some of his vacation time in the spring and the fall, during planting and harvesting, to focus on farming. In business as LNC Farms for six years, he comes from a long line of farmers who have worked the land "as long as they have been in America." Although Nathan and his father do not farm together, they do work closely. "We're not farming together, but we farm near each other and help each other out," he said.

The challenge

Chester needs the latest market information so that he can get the best price for his crops. He also needs the latest wind and rain information to choose the best time to spray his crops.

The solution

For the past three years, Chester has used DTN Grains Online for the latest weather and markets information.

The results

Chester uses DTN Grains Online on a daily basis and it's one of the first things he turns on in the morning. "I watch the markets relatively closely and I read all the commentary that comes through," he said.

While he's at his day job, he also checks it two to three times a day to see how the markets are doing. "I like to read the opening comments and the mid-day and closing comments," he said.

On Thursdays, he likes to watch the export numbers and on Mondays, he likes to follow the USDA planting progress reports. Chester likes to look at the charts for corn and beans mainly for resistance lines and gaps. "Using that information, I can see where the market support and resistance are so that I know if it breaks out of a certain range that I can adjust my trading."

One of the commentators Chester likes to follow is market analyst Gary Wilhelmi, DTN's man-on-the-floor. Working from the Chicago Mercantile Exchange



or the Chicago Board of Trade, Wilhelmi offers an analysis of the session's grain and livestock trading.

Chester watches the weather on DTN Grains Online mainly for the wind forecasts when they're spraying. He'll use that information to determine if they're going to spray on a particular day and if so, to find the best time window to get the spraying done.

Chester takes advantage of the flexibility to access DTN Grains Online from various locations. "I can get it at work, I can get it at home, or I can go to Dad's and show him something if I need to," he said. He and his father discuss the markets probably every other day, according to Chester.

Chester believes that his investment in DTN Grains Online pays off for him. "I would say that DTN Grains Online probably gives me an advantage," said Chester. Although he acknowledges there are other ways to access information, he prefers DTN Grains Online.

"I think this is the best way for me, online where I can look at it myself," he said.

"DTN Grains Online allows me to understand the markets better," he said. "Where I live, I may be getting rain and I think the market should go up, but that might not make any difference as far as what's happening in Brazil or in Illinois or Ohio," he said.

The client's view

"I think the market information is what I like best about DTN Grains Online. I can see and read why the market is moving in a particular direction and not just that it's moving in a particular direction."

Nathan Chester, operator, LNC Farms