



DTN GRAINS®

Mike Loeffler

Elsie, Nebraska

Mike Loeffler and his father-in-law farm 3100 acres in southwest Nebraska. His primary crops are corn and wheat, with a small portion devoted to soybeans.

The challenge

The rising costs of inputs are Loeffler's biggest challenge. According to Loeffler, "Two years ago you could get diesel for \$1.80 — now you're lucky if you get it under \$3. Nitrogen costs have gone up 50 percent, electricity has gone up 18 percent and seed corn costs rise every year. So even though corn prices are up, the input costs are eating away at that increase."

In addition, Loeffler is in a part of the country that is not close to any delivery points, with the nearest elevator 30 miles away, and the closest ethanol plant 90 miles away.

The solution

Loeffler subscribes to DTN Grains Professional, a reliable, real-time solution that's constantly updated, organized, and easy-to-use so he has quick access to the production information, industry news, expert analysis and commentary, market information, and pinpointed weather data he needs to make daily business decisions.

"I use it every day to watch the futures and cash bids, as well as elevator locations," says Loeffler. "Through following the DTN Grains market information, I've

found the days of the week when the markets are at their peak and act accordingly."

The results

"The long-range forecasts are great for planning," adds Loeffler. "We are constantly planning ahead to get things done, and the weather information on DTN Grains Professional really makes that easier."

We determine when we can get in the field and then know when to get our equipment ready. If we see a storm coming our way, we know when to push and get things done before it hits."

Because his operation is so far from delivery points, Loeffler relies on DTN's Cash Bids and DTN Bid Analyzer® to compare prices between locations or corresponding futures prices to easily find the best grain prices. "Everyone needs the best advantage to stay ahead, and DTN Grains Professional really assists us in everything we do," says Loeffler.

"When we know what other locations are paying, we can determine the best place to truck our grain to get the most for it."

The client's view

"DTN Grains Professional is an integral part of my day. I rely on it from corn harvest to wheat harvest. It's a big part of my life and my operation, and we rely on it more every year. It's a great asset to have."

Mike Loeffler, Elsie, Nebraska