



# DTN GRAINS®

## Sam Creed

Fairfax, Missouri

Sam Creed farms 2,000 acres of corn and soybeans in the northwest corner of Missouri with the help of two full-time employees, and a part-timer he utilizes during harvest. Creed's farm is a Century Farm, having been in his family for more than 100 years. He also operates a small trucking business, which primarily hauls grain.

### The challenge

Creed's biggest challenge is increased input and equipment prices. "Fertilizer costs just went up tremendously," says Creed. "I don't foresee it getting any better so when we sell, we have to take what we can get. In addition, when paying \$250,000-\$300,000 for a combine, you have to make money to pay for it." For Creed, farming is a good life, but it's not always an easy way to make a living.

### The solution

Creed subscribes to DTN Grains Professional, a reliable, real-time solution that provides Creed access to the production information, analysis and commentary, market information, and pinpointed weather that he needs to manage his operation. DTN Professional helps him make better bottom-line decisions with accurate market information vital to buying/selling choices and profitability.

Creed uses DTN Grains' cash bid database, with access to more than 4,000 local cash bids, when he's ready to sell. He checks the markets in St. Joe and

Bartlett to see where he can get the best prices for his grain.

He also uses DTN/*The Progressive Farmer's* StormTracker™ to help plan his day. "I'm sold on it," says Creed. "It's better than the NWS or television weather. If DTN/*The Progressive Farmer* says it's going to rain, you're going to get rain."

### The results

Creed starts his day with DTN Grains Professional, checking the weather so he knows how much time he has to get field work completed when storms are pending. He also reads Darin Newsom's commentary and checks the markets for the overnight trades. Since Creed's day starts early in the morning, he also checks DTN Grains Professional the night before so he knows what he has to get done the next day and can plan accordingly.

He normally sells a trailer load of grain at a time, but this past summer Creed checked the market commentary on DTN Grains Professional and decided he'd better sell some grain. "I found an opportunity to deliver corn to an ethanol plant in Atchison, Kansas, for \$4.25 a bushel," says Creed. "I sold 25,000 bushels — how many times can you make a deal like that!"

### The client's view

"In this day and age, to make a living from farming, you have to watch the markets so you can make quick decisions to take advantage of market moves. Farmers can produce as long as Mother Nature cooperates, but you have to get the best prices out of your grain. DTN Grains Professional keeps me informed so I can be successful in farming."

Sam Creed, Fairfax, Missouri