

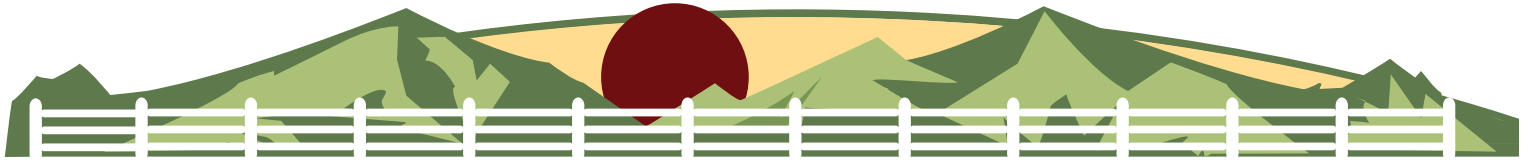
# FenceLines



WIN A  
**BROWNING®**  
**22**



Spring  2007



# President's Message



Dear Western AgCredit Stockholders and Friends,

It is our pleasure to provide you with a copy of FenceLines for your reading enjoyment. We hope you find the magazine entertaining and occasionally informative. Since this is your magazine, we hope you'll provide us with your suggestions for improving the publication.

The operating performance for Western AgCredit (WAC) has been very strong through the first quarter of 2007. We are either meeting or exceeding every significant area of measurement of our 2007 business plan. The favorable operating performance is a direct reflection of the customers we serve. It's easy to be a lender when your customers have a strong sense of ownership of the company and they take pride in seeing the company be successful.

Even though WAC has been successful for the past decade, the Board of Directors (Board) and staff are committed to further improving our operating performance and expanding the portfolio of services that we offer our membership. We'll always keep our commitment to production agriculture

and vow to not stray from roots of financing farmers and ranchers in the Intermountain West. In our quest to measure our customers' satisfaction with the service we offer and to solicit input on new services which customers would like us to provide, we intend to submit a series of questionnaires in future issues of FenceLines and ask the readership to complete the questionnaires and return them to our office. We'll analyze the responses and use the information to make recommendations to the Board for future changes and/or enhancements.

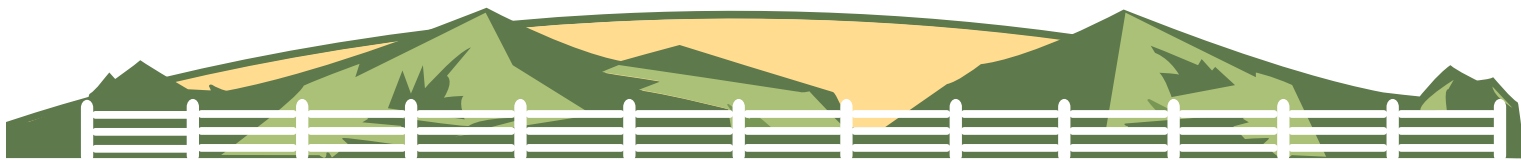
Our first questionnaire is included in this issue of FenceLines, and it deals with additional services or products that our customers would like to see us provide. We hope the readership will be candid with their responses. We hope to identify needed services that would benefit the operational efficiencies and/or quality of life of our customers that aren't currently being met in the marketplace. We don't want to incur the expense (time or monetary) of providing additional services if our customers don't perceive the need for the new service(s).

Subsequent customer surveys will deal with other topics, including customer satisfaction surveys, which evaluate the level of service that WAC provides. Each survey will provide space for individual comments or suggestions. If the need arises, we hope everyone will feel free to provide their unique observations, and provide suggestions in areas we may not have anticipated.

In closing, we would like to thank everyone for their business and support. We have a great organization that is committed to meeting the financial needs of our customers. We look forward to working with everyone in the future.

Together in Agriculture

Richard Weathered  
President



# Financing your equipment needs



We offer either fixed or variable interest rates that are very competitive. At this time, there is little difference between fixed rates and variable rates, which is rather unusual.

Loan terms range from 3-7 years. 6 and 7 year loan terms can be used for “big ticket items” that are less than 1 year old. For example: 100+ horsepower tractors, combines, big balers, self-propelled swathers, & self-propelled sprayers

## Irrigation Equipment Financing

Western AgCredit also has a program to finance irrigation equipment with flexible terms and competitive interest rates. We finance pivots & wheellines, including mainline, set-up, & pumps.

The interest rates & the terms are similar to those available for farm equipment. In addition, we offer 10 year terms on **new** pivots.

## Western AgCredit Equipment Financing

It’s that time of year to think about replacing/updating your equipment for the coming year.

We hope that everyone knows that all farm machinery is eligible to be financed by Western AgCredit. For example, tractors, swathers, balers, forage harvesters, discs, plows, drills, culti-

mulchers, tele-handlers, loaders, combines, etc.

We have loan programs designed to meet all of your equipment financing needs. We finance both **new** and **used** equipment. We offer payment schedules that match your cash flow - monthly, quarterly, or annually.



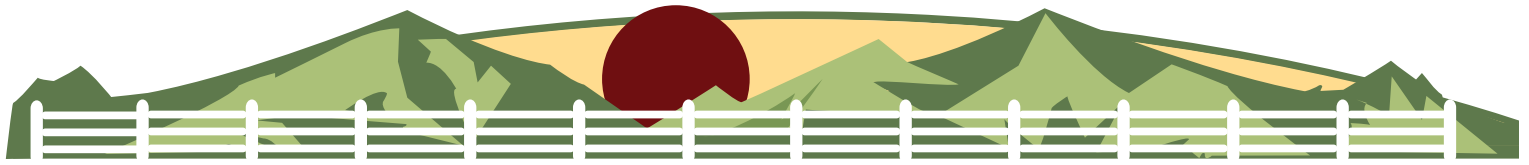
# New Additions

Western AgCredit is happy to welcome the newest member of our lending staff, Clint Ward to the Richfield Branch. Clint grew up in Richmond, Utah. His family ran 100 head of cattle and 500 acres of ground. He began working at a young age feeding Holstein cows and working on a nearby dairy.

Clint enjoys spending time on the farm. He says he is happy to, “ride horses, fix fence, or do anything that needs to be

done on the farm.” He attended Utah State University and received a dual major in Ag. Business and Ag Systems Technology. Clint is married to Leslie Maughan of Wellsville, Utah.

He says, “I am happy to be at Western AgCredit. I really like that agriculture gets to be a daily part of my life. I have the opportunity to work with good people and I enjoy going out to meet the borrowers.”



# the Evanston Branch

Just a short drive West of Salt Lake City, the Utah and Wyoming borders meet at a rustic town sitting beneath the entrance of the magnificent High Uintah Mountains. Famous for its cowboy culture and scenic outdoors, Evanston is a fitting home for farmers and ranchers. Dedicated to serving agriculture, the Evanston Branch of Western AgCredit has been a long-standing member of the Evanston community.

The Evanston Branch provides financial services to South-Western Wyoming and Rich and Daggett County, Utah. Many customers in the area are livestock producers that operate ranches that have been in the family for generations. Branch Manager Ryan Howell says, "I really respect the producers here in Evanston. They are good, hardworking people, that have been on their operations for multiple generations. They work together as a family to ensure the tradition is carried on to the next generation."

As a new Branch Manager, Ryan recognizes the asset that Tara Saprony is to the branch and its success. "She is the lifeblood of the branch" he says. "Anyone familiar with the Evanston Branch knows that she makes work both fun and productive."

Both Tara and Ryan recognize that the customers in the Evanston area exemplify hard work, dedication, and heritage. They face the challenges of animal husbandry, harsh weather conditions, and the agriculture industry. Ryan states, "I am grateful for the opportunity to work with such incredible people. I really enjoy being here in Evanston."

**Name:** Ryan Howell

**Years at WAC:** 5 years

**Position:** Branch Manager

**Hometown:** I currently live in Evanston, Wyoming, but I grew up in Christian Valley, British Columbia, 2 hours East of Kelowna in South Central Interior of B.C.

**Hobbies and Interests:** Spending time with my wife Devin and our 2.5 children. This is mostly done on the road as we travel to visit family in Canada, Oregon,

and Idaho. I enjoy livestock and still have a couple of horses around to ride and shoe. I usually have some sort of rebuilding project on the go, last year it was a seized tractor. A pack trip and hunting in the fall with a snowmobile ride or two in the winter round-out the time not spent with family.

**Favorite thing about working at WAC:**

The customers they are good salt of the earth people who make a living from the land. They remind me of how and where I grew up. The Staff of Western AgCredit is also a big plus as they are all dedicated to agriculture and are quality people.

**Ag Background:** I grew up on a humble cow/calf/yearling operation large enough to support our family and a hired man. We lived very remotely, about 25 miles from electricity and telephones, and 60 miles from a small town and school. Late winter to spring saw cows and heifers to be calved, land to be worked, fences to be maintained, and cattle to be moved to the forest. Over the years, my family cleared a substantial amount of timbered land for hay, which was the summer's occupation. Fall had cattle to be brought home, calves to be weaned and shipped, and preparation for 6-7 months of snow. In the off-times my brothers and I would work for neighboring ranchers and build fence for the forest service. My father is still on the ranch and I try to get up there during vacations to help him with the branding or some of the summer haying.

**Name:** Tara Saprony

**Years at WAC:** 9 years

**Position:** Credit Support Specialist

**Hometown:** Evanston, Wyoming

**Hobbies and Interests:** Living life to its fullest. My husband Tom and I love year-round outdoor activity. In the summer, we climb 14,000 ft. mountains. 10 down, 44 more to go of the Colorado fifty-four fourteeners! I love to hike, camp, fish, cross-country ski, snow-shoe, four-wheel, and snowmobile. -Whatever the opportunity to get out and enjoy this great county, I'm game to try. We recently purchased a small amount of acreage north of Evanston and are looking forward to building a cabin, planting some trees, and stargazing.

**Favorite thing about working at WAC:**

While this has become a common thread

from past FenceLines articles; the truth is, the best thing about WAC absolutely is the customers and staff. I consider all of you my friends and my inspiration to excel. Every single day I am thankful to come to work to have the pleasure of working for and with the finest people of this land. Ryan has a heart of gold, full of energy and always willing to help. Next time you are passing through Evanston, Ryan and I invite you to come visit us.

**Ag Background:** I am a city slicker who grew up in the Metro-Denver area and blew into town 16 years ago when my husband started working for the Sheriff's office. Before WAC, my Ag background was seeing the backend of a horse while on a hay ride. It is a sad story that my background consists of green pastures made of asphalt and stars made from street lights. Since having the opportunity to work and learn from those associated with WAC, I have gained much appreciation, insight, and knowledge about the Ag industry. With this knowledge comes great respect for those who work the land to support and raise their families, striving to overcome Mother Nature's obstacles, and every other economic turn working hard to maintain the legacy.



## NEW BARBECUE LOCATION!!

Evanston Branch

To better accommodate the increasing popularity of the summer Customer Appreciation Barbecue, the barbecue will be held at:

The Machine Shop  
1440 Main Street  
Evanston, Wyoming



we'll bring our  
**OFFICE**  
to **YOURS**

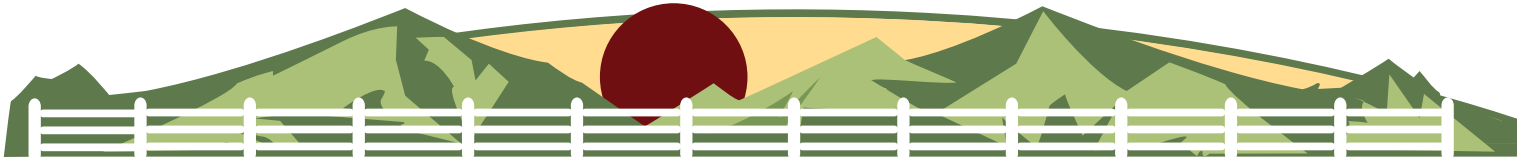
For 90 years Western AgCredit has been dedicated to serving agriculture. The loan officers and staff go out of their way to help their customers succeed.

*“Our Branch Manager has bent over backwards to help us with our banking needs. He has really done a good job for us.”*







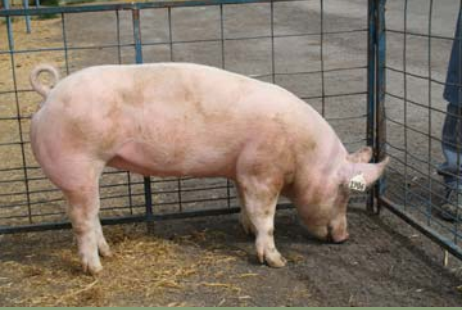





—Ron Stuart  
Western AgCredit customer

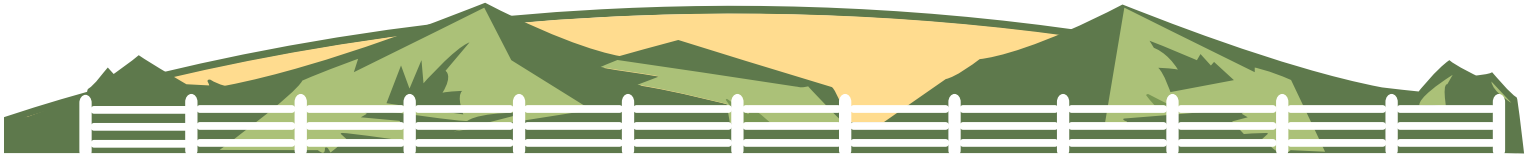


1•800•824•9198  
[www.westernagcredit.com](http://www.westernagcredit.com)



# How would you rank these four Market Hogs?

|   |   |   |   |
|---|---|---|---|
| 1 |    |    |    |
| 2 |   |   |   |
| 3 |  |  |  |
| 4 |  |  |  |



# ENTER TO WIN!!

## It is time to enter the Western AgCredit Hog Judging Contest

You could win a \$40.00 gift card to Cabela's. In this issue, we have put together a class of market hogs for you to judge. Regardless of your expertise in this area, you have a chance at winning the grand prize. If your placings agree with those of our official judge, you will be in the running.

Involve your whole family. There is no age limit on participants. This is a great way to involve the family in your operation. It is also a way to sharpen your reasoning and livestock selection skills.

**Here's how to enter:**

Judge the class of market hogs on the previous page. Write your name and

ranking on the included entry blank form. If you think that hog No. 3 is best, put "3" under the 1st box in the form, etc. We've allowed space in the form for four friends or family members. Feel free to include more than one person per entry form. If more than four people want to enter, simply attach a separate piece of paper with their names, addresses, and placings. The official placings will appear in the Summer FenceLines issue.

**Deadline is June 1, 2007:** Return the attached entry form to Western AgCredit, Judging Contest, P.O. Box 95850, South Jordan, UT 84095-0850, postmarked by June 1, 2007 to be considered for prizes.

**Grand Prize:** \$40.00 gift card to Cabela's  
**Second Prize:** \$25.00 gift card to Cabela's

Western AgCredit will draw a first and second place name from among the correct entries.

**Official Judging**

The official placings will be determined by a well-known livestock judge. To make it fair, our official judge will also evaluate the market hogs solely by looking at the pictures at the left. –Just as you did!!

Grab a pencil! It's time to enter the Western AgCredit Hog Judging Contest! You could be the grand prize winner!

### ENTRY BLANK...WESTERN AGCREDIT HOG JUGING CONTEST

This contest is open to everyone except Western AgCredit employees and their families. Entries must be postmarked on or before June 1, 2007. You may want to record your placings so you can compare them with the official results in our Summer FenceLines issue.

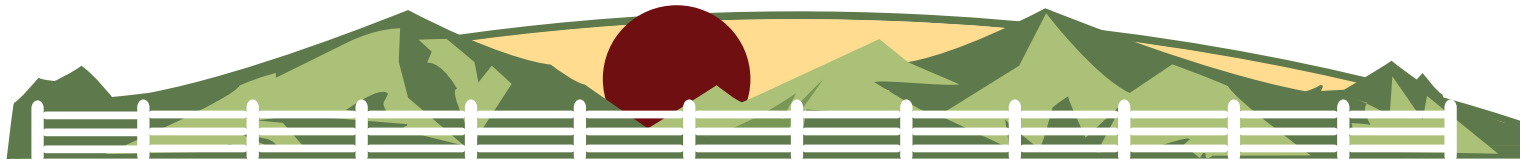
| Name(s) of Entrant(s)<br>Please Print | Market Hogs<br>Indicate placings by numbers |     |     |     |
|---------------------------------------|---|-----|-----|-----|
|                                       | 1st   | 2nd | 3rd | 4th |
|                                       |   |     |     |     |
|                                       |   |     |     |     |
|                                       |   |     |     |     |
|                                       |   |     |     |     |

(Please Print)

Name \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Mail to: Western AgCredit, Judging Contest, P.O. Box 95850, South Jordan, UT 84095-0850



# the Future of Agriculture



believed in the power and potential of the youth involved with the FFA wrote, "I believe in the future of agriculture with a faith born not of words, but of deeds." These words became the first line of the FFA Creed and the FFA members as well as young agriculturists of today are proving that statement true. Young people from across Utah are actively engaged in ensuring the success and future of agriculture. It is their continuous actions that provide proof that the future of agriculture is in good hands. While the face of agriculture is changing, the youth of today are working as progressive agriculturists to ensure that through new technology and skills, the agriculture industry will preserve and succeed into the next generation. The FFA Creed is concluded with the thought, "I believe that American agriculture can and will hold true to the best traditions of our national life." The efforts of the young agriculturists today make it evident that after nearly 80 years, this statement still rings true.

A quick glance at the Utah State FFA Convention makes it obvious that the organization founded upon premier leadership, personal growth, and career success in agricultural education is not going to disappear, any time soon. In fact, quite the opposite is true. In March of 2007, FFA members from around Utah gathered at Utah State University for their annual convention. The campus, usually crowded with students hurrying to their classes, became flooded with high school students in blue corduroy jackets. From St. George to Logan, and from Tooele to Manila, FFA members came to represent their chapters and compete in state contests.

Somewhere in my collection of mementoes I have a picture of me as a little girl throwing hay into a cattle manger at my grandpa's farm. It is one of my favorite snapshots because that freckle faced, ponytailed kid thought feeding cows was a game. I was too young to realize that the daily feeding was actually a "chore." I didn't know what an industry was, and the concepts of supply and demand, input costs, and a "bad year" were things I didn't know existed. I didn't realize that cattle could be sold for money or that there was a difference between the corn the cows ate, and what my mom served at dinner on Sunday afternoon. I remember thinking that the farm was the coolest place in the whole world. I loved the idea of my dad on a horse, and the hope that I might get to ride in the tractor while the grownups worked.

I never imagined as a young girl that the future of agriculture would ever come into question. Even as a member of the FFA in high school, it didn't occur to me that the future of my heritage could be lost. As I have gotten older however, I have realized that the patchwork farms are getting smaller and fewer in numbers and the "young guys" involved in agriculture are my father's age. As I spend time with commodity groups in Utah, there is an ever present concern for the next generation of agriculturists. There always seems to be the question, "Will they come back to the ranch?"

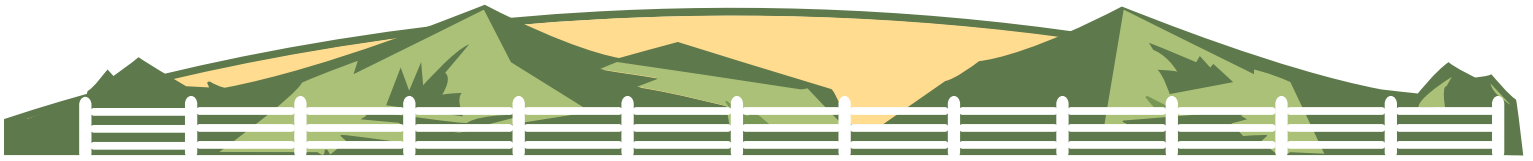
## A Rising Generation

In 1928, an agriculture education teacher who



These students are the future of agriculture. The knowledge and skills that they learn while in FFA are placing them right inline for a future in the





agriculture industry. State FFA President Amy Peterson says, “FFA gives students the confidence and self-esteem that will allow them to get anywhere they want in life. FFA members gain the valuable skills they need to ensure a bright future for themselves.”

Although the FFA organization is made up of high school students, these students are proving they will be a great asset to the agriculture industry. Once they graduate and move toward careers, many will choose to stay in agriculture. William Deimler, State Agriculture Education Specialist and State FFA Advisor says, “The 75 American Degree and the 160 State Degree recipients, have a combined income of \$3 million on their FFA projects.” He continues, “We gave out 41 Proficiency awards. These are the top kids in the state in agriculture.”

Any time FFA members gather, the students are filled with enthusiasm and energy. This passion comes from a single unifying factor; a love and respect for the agriculture industry. These students discuss their agriculture projects and their goals for the future with pure excitement. As they transition from being a student to having a career in the industry they love, it is clear that the future of agriculture is very promising.

**Leaders of Influence**

The Farm Bureau Young Farmers and Ranchers is another group dedicated to the future of agriculture. This group is



geared to those just beginning their careers in agriculture. It provides opportunities to help its members become and stay involved with the agriculture industry.

In January, a group of 46 young farmers and ranchers from across Utah, visited Utah’s Congressional delegation in Washington D.C. Sterling Brown of the Utah Farm Bureau Federation says, “This group of farmers and ranchers represents the vitality of Utah’s agriculture industry.” He continues, “These individuals demonstrated to the Utah Congressional delegation that agriculture is a viable industry in Utah and that there are many young farm and ranch operators who need Congress to understand the needs of agriculture.”

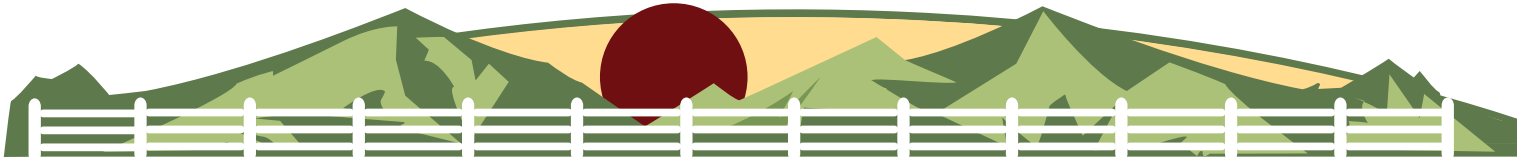
While on the trip, the Utah Young Farmers and Ranchers had the opportunity to meet with government leaders to discuss Farm Bureau policy. They also toured popular historical sights such as Mt. Vernon, Gettysburg, and Arlington National Cemetery.

Of the group that attended this trip, Leland Hogan, President of the Utah Farm Bureau Federation says, “I found in this group of over 40 bona-fide young farmers and ranchers the same feelings I had in my years as a Young Farmer and Rancher.” He continues, “They are the future of our organization and of Utah Agriculture. I found them better informed and perhaps more highly motivated than any other group I’ve worked with.”

From generation to generation agriculture continues to change. The one constant is that the youth involved in this industry are dedicated to meeting the demands placed before them. As they go forward, they carry the tradition of the past and a hope for the future. They are confident and sure, and their pursuit of success is undeniable. Their future is bright, and the industry dependant on them remains strong.

Western AgCredit is proud to support organizations such as the Utah State FFA and the Farm Bureau Young Farmers and Ranchers. The future of agriculture is dependant on today’s youth and we recognize the important role these groups play in ensuring the success of agriculture.





# Hometown Honors

Each year as graduation approaches, students begin to complete scholarship applications and make decisions on what they will do after graduation. We are reminded at Western AgCredit of the fine people we associate with. The saying, “The apple doesn’t fall far from the tree,” is especially fitting in recognizing the high caliber people, staff and customers that we have here at Western AgCredit. The children of these men and women and their great accomplishments are evidence of hard work by both parents and students. These youth and their achievements deserve recognition.

Although we realize this list is not all inclusive we have done our best to recognize some of the outstanding youth involved with Western AgCredit. We hope to carry on this recognition as an annual tradition. Watch in future FenceLines for an opportunity to submit names for recognition of outstanding youth achievement. Congratulations to the following individuals!



## **Dallen Buttars**

Hometown: Lewiston, Utah  
Parents: Kent and Robyn Buttars  
Achievement: Member of the State winning FFA Dairy Judging Team; competed at the National FFA Convention in Indianapolis, Indiana

## **Katie Christensen**

Hometown: Richfield, Utah  
Parents: Jim and Julie Christensen  
Achievement: Academic All-State Basketball

## **Nathan Jarrett**

Hometown: Highland, Utah  
Parents: Matt and Leslie Jarrett  
Achievement: Named as one of two Utah top youth volunteers by The Prudential Spirit of Community Awards

## **Katherine Nye**

Hometown: Delta, Utah  
Parents: John and Maria Nye  
Achievement: State FFA winner of the Creed Speaking Contest

## **Peter Nye**

Hometown: Delta, Utah  
Parents: John and Maria Nye  
Achievement: State FFA Winner of the Ag Mechanic Repair and Maintenance Proficiency Award

## **Rhett Peterson**

Hometown: Richfield, Utah  
Parents: Don and Ramona Peterson  
Achievement: 6<sup>th</sup> Place State Wrestling

## **Niki Poulsen**

Hometown: Smithfield, Utah  
Parents: Scott and Kristy Poulsen  
Achievement: Received the Award of Excellence for a Pen and Ink art piece in the Springville Art Museum All State High School Art Competition

## **Nathaniel Richins**

Hometown: Coalville, Utah  
Parents: Kirt and Raegan Richins  
Achievement: Academic All-State Football and Basketball

## **Lisa Rose**

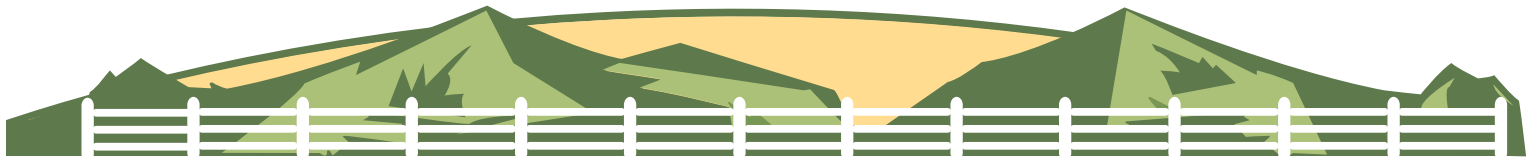
Hometown: Park Valley, Utah  
Parents: Brent and Janet Rose  
Achievement: Selected as a College of Agriculture Senator at Utah State University

## **Jordan Wheeler**

Hometown: Richfield, Utah  
Parents: Robert and Leigh Ann Wheeler  
Achievement: Academic All-State Basketball

## **Lou Woolsey**

Hometown: Huntsville, Utah  
Parents: Tracy and Casa Woolsey  
Achievement: 1<sup>st</sup> Place State Wrestling



# The Laughing Pen

## Mule with Colic

Jon and George, both farmers, met at the state fair.

“Tell me,” asked Jon, “what did you give your mule when he had the colic?”

“Turpentine,” George answered.

A few months after the fair, they meet up again.

“Say, George, WHAT did you say you gave your mule when he was sick with colic?” Jon asked. “I said I gave him turpentine.” “Well, I gave turpentine to MINE and it died!”

George nods his head. “That’s strange. So did mine.”

## Cowboy and Spurs

A cowboy walked into the tack shop. “How much for a pair of spurs?” he asked the sales clerk.

“Forty dollars.”

The cowboy looked in his wallet, thought for a moment, then pulled out a twenty.

“I’ll take one spur.”

“What’ll you do with just one?” the clerk asked.

The cowboy replied, “I figger if I can get one side of the horse movin’, the other side’ll go too.”

## South Georgia Farmer

A man owned a small farm in South Georgia. The Wage and Hour Department claimed he was not paying proper wages to his help and sent an

agent to interview him.

“You just give me a list of your employees and tell me how much you pay them.”

“All right,” said the farmer. “I have a hired man, been with me for three years. I pay him \$600 a week, plus room and board. I have a cook. She’s been here six months.

She gets \$500 a week plus room and board.”

“Anybody else?” asked the agent as he scribbled on a note pad.

“Yeah,” the farmer said. “There’s a half-wit here, works about eighteen hours a day. I pay him ten dollars a week and give him tobacco.”

“A ha!” the agent roared. “I want to talk to that half-wit!”

“You ARE talkin’ to him,” said the farmer.

## The Rancher and the Banker

A rancher applied for a loan at a bank. “How much do you want to borrow?” asked the loan interviewer.

“Twenty-five thousand dollars.”

“All right, but you’ll have to show security. How many bulls do you have on your ranch?”

“Two hundred.”

“That should be enough security. The loan is approved.”

Several months later the rancher returned to the bank to repay the loan.

“Here’s your money,” he declared, peeling off bills from a huge bankroll.

“Well, sir, let me congratulate you on your sudden prosperity,” said the interviewer, eyeing the bankroll.

“And for safety’s sake, may I suggest you deposit that extra money in our bank?”

Staring at him coldly, the rancher asked, “How many bulls do you have?”

## Dreams & Aspirations

The school of agriculture’s dean of admissions was interviewing a prospective student, “Why have you chosen this career?” he asked.

“I dream of making a million dollars in farming, like my father,” the student replied.

“Your father made a million dollars in farming?” echoed the dean much impressed.

“No,” replied the applicant. “But he always dreamed of it.”

*Whether it’s something funny that happened on the farm or a good joke you heard at the local café send it to us at Western AgCredit, Attn. Melissa Hartley, PO Box 95850 South Jordan, UT 84095. Your joke just may end up in the next Laughing Pen.*

*Western AgCredit*  
*P.O. Box 95850*  
*South Jordan, UT 84095-0850*

PRSRT STD  
U.S. POSTAGE  
PAID  
Salt Lake City, UT  
Permit #7148

**Special thanks to Nyle Russell  
and the Payson FFA Chapter.  
This edition of FenceLines  
could not have happened  
without your help.**

FenceLines is published for the reading enjoyment of customers and friends of Western AgCredit. Efforts are made to insure the accuracy and completeness of information printed. However, the Association assumes no liability for inadvertent or unintended errors or inaccuracies. Servicing the Intermountain West for 85 years, customer service is our commitment.



**How to Reach Us:**  
Whether you want to praise us, complain, ask our advice or just let us know what's on your mind, we'd like to hear from you.  
Write:  
Western AgCredit, PO Box 95850, South Jordan, UT 84095-0850.  
Melissa Hartley  
(801) 571-9200.  
[westernagcredit.com](http://westernagcredit.com)