



January 2017

Forest City - Leland - Kiester - Buffalo Center - Winnebago

100 Years Saluting Agriculture Every Day!

▶ WHAT A YEAR!!

It's been a good 100th year at our Coop. We celebrated our June centennial in first class fashion by bringing the Iowa Hawkeye Express train to Forest City giving rides to over 1600 people. (Thank you Iowa Northern Railway Group.) The celebration included a great meal. We added two new fertilizer facilities at Buffalo Center, Iowa, and Winnebago, Minnesota. Then we harvested huge crops after 11 inches of September rainfall. A new FCA Logo and upgraded web site were created. And finally, the goodness of our farmers came shining through with over \$46,000 of their grain donated to local organizations who needed it!



▶ AND THE FARMER SAYS

This year Farmer's Almanac marks 225 years of publication with an 80 percent or better accuracy on weather out to a year. Last fall they were pretty much on target except they missed September with 11 inches of rain. But their targets for October and November were right on with dryness and warmth.

So here's what they say for 2017 growing season. Winter months will be close to normal. To the growing season, April for us will be above average temps and moisture – that's good. May and June will be much below in moisture but with full subsoil moisture crops we should be fine. July will bring above average rainfall with temps normal. August pretty close to normal in both categories. For September and October, we will see above average rainfall but October will feature below average temps.

▶ NEW SILVER BULLET

When you order your fuel this year you'll be able to see it coming from miles away. The new truck will work in tandem with the older model to serve our expanding territory. Many new safety factors were ordered to help keep fuel from being contaminated and remain protected. We take great pride in our Cenex fuel products and hope you will give Larry a chance to earn your business in 2017!



▶ NOTICE

All locations of Farmers Coop Association will be closed on Monday, January 16 for mandatory safety training for all staff. Please plan your feed and fuel needs accordingly!

▶ XTEND OPPORTUNITIES

BY RANDY MAIN

One of the big topics this year has been the Xtend soybean trait. It has been finally approved for sale along with its chemical partner called "Xtendimax." These traits have been developed to handle specific rates of dicamba. Please understand that this product is not like the past forms of dicamba. Names that you would be familiar with would be, Banvel, Clarity and Status. These products are not registered to spray on Xtend soybeans and please do not attempt to do so.

The unique formulation of Xtendimax gives you added protection in the form of its Vapor Grip technology. This technology was formed to reduce the risk of the dicamba lifting and moving to other susceptible crops. Please understand this technology will not reduce the risk completely.

There will be a list of other requirements that will need to be followed to protect susceptible crops. These include dual buffer strips, special spray tips for correct application and above all would be documentation.

FCA will be spraying this new technology this year. If you are not comfortable spraying your own, please let us take the worry off of your mind. We have full backing by our insurance company and our applicators have already started training on how to properly spray this new chemical.

On behalf of the agronomy department, we hope you had a great Christmas and wish you a Happy New Year.

▶ RESERVE IT NOW!

You hear him every weekday on KLOW radio talking markets and the farmer. He's been called the "Paul Harvey of Agriculture" because he calls it like he sees it. Tuesday, January 17, David Kruse from Commstock Investments will be presenting a Marketing Crystal Ball seminar at First Baptist Fellowship Center on Highway 9 East in Forest City. A light lunch will be served at noon with seminar to follow at 1 pm. Timing of the seminar should be great as it will be on the heels of the USDA Reports and days before a new President takes office. We are fortunate to have Kruse speak as he only does a limited amount of these engagements. Brought to you our Coop, KLOW Radio, MBT, TSB, and Mason City Red Power!

FOREST CITY
Address: 406 East K Street
Phone: 641-585-2814 or
800-483-6832
Fax: 641-585-2052

LELAND
Address: 609 B Street
Phone: 641-567-3341 or
888-676-7439
Fax: 641-567-3380

KIESTER
Address: 100 West Front Street
Phone: 507-294-3697 or
877-294-3697
Fax: 507-294-3540
Agronomy: 507-294-3427

WINNEBAGO
Address: 601 6th Avenue SE
Phone: 507-893-4800
Fax: 507-893-4305

BUFFALO CENTER
Address: 6401 Highway 9
Phone: 641-561-2800
Fax: 641-561-2216

▶ DOWN AT THE CARDTROLS



We sell a lot of diesel at our cardtrol islands. The arctic weather last month to -24 degrees and winds chills to -45 degrees tested its use. Our Cenex pump diesel is rated to -33 degrees temperature and we had no known reports of failure from our customers. Winners of \$10 free fuel this month are **Randy Hoefft, Thad Josten, and Kyle Van Hove in Forest City** and **David Mutchler from Kiester**. Pumping it Back 2 U recipients this month are **Forest City Boy Scouts/Cub Scouts and Kiester Legion!**

▶ FOREST CITY CARDTROL UPDATE

We have good news and bad news. We are updating our cardtrol system in Forest City to accept chipped credit and debit cards. The use of chip technology is safer and more secure, something we want our customers to feel confident in at our pumps. That's the good news. In order to make these updates, our **cardtrol in Forest City will be closed January 10-13**. That's the bad news. We are sorry for the inconvenience yet happy to provide this added service and security for your transactions with us. Thank you!

▶ FINAL VERDICT IN

From 900 research publications reviewed by 20 scientists for two years, including the World Health Organization, the verdict is **GMO produced crops are safe**. Strong evidence shows no health impacts to humans with many benefits in feeding the hungry. Labeling? Not needed as there is no harm found pertaining to human health.



▶ AGRICULTURE ADVOCATES

No matter your party affiliation, those in production agriculture will be losing two great men who have served farmers well. The accomplishments of Iowa Gov. Terry Branstad and U.S. Secretary of Agriculture Tom Vilsack in their years of service of promoting and protecting agriculture are well documented. Branstad credits include trade missions and promoting ethanol and bio-fuels. He also helped bring the new train service to our grain facilities in Forest City.

Vilsack is almost like the popular late Secretary Earl Butz, who at almost every chance defended farmers, including crop insurance. Many times Vilsack would point out today's farmers produce food so efficiently that consumers price of food is the cheapest and of the highest quality in the world. Those who follow these men will have big shoes to fill!

▶ LOOKING BACK

	January 1, 2015	January 1, 2016	January 1, 2017
Corn	\$3.70	\$3.29	\$3.13
Beans	\$9.69	\$8.16	\$9.19
Hogs	\$75.23	\$52.23	\$52.63
Cattle	\$162.00	\$134.00	\$121.00
28%	\$298.00	\$265.00	\$196.00
Cardtrol Gas	\$1.95	\$1.75	\$2.29
Cardtrol Diesel	\$2.86	\$2.06	\$2.55
Farmland (Winnebago County)	\$7924	\$7415	\$7003
Winnebago Stock	\$21.76	\$19.97	\$31.65
John Deere	\$88.47	\$76.27	\$103.04

Note - most farmland averages have dropped an average of 25 percent since the January 1, 2014 peak.

▶ CHALLENGES, CHANGES, AND OPPORTUNITY BY MITCH THORSON

A new year is upon us with some new and some old challenges and opportunities. The VFD rule began January 1 and presents a challenge as far as raising livestock with more diligent oversight of antibiotics. This creates an opportunity to use less antibiotics and hopefully reduce our cost to produce meat, milk, and eggs. With the oversight of a veterinarian, the opportunity exists to keep and hopefully increase the confidence of the consumers who buy our product. With the challenge of more paperwork, record keeping and better herdsmanhip comes the opportunity of reduced costs and larger market share of our products.



The cattle mill changeover at the Leland location has been delayed from December to Monday, January 16 and Tuesday, January 17. We will be contacting all customers the week prior to plan ahead for this facility improvement. We also will be closed on Monday, January 16 for the Coop's annual safety training day. We apologize in advance for any inconvenience.

▶ A NEW YEAR

BY KINGSLEY JOHNSON

The holidays have passed and we start a New Year. I hope all had a happy holiday season with family and friends.

As we plan for the next year we try to anticipate what type of weather, yields, and the prices for the commodities we can expect to receive.

For the third year in a row, the nation has produced a record or near record yields for both corn and soybeans. This has resulted in large supplies which we will have to work through. Exports have been strong due to demand and our lower commodity prices. Soybeans are still enjoying demand from China which is a large export partner. In the next few months we will be watching development around the world which could affect us.

The markets can be expected to react to weather forecasts and crop conditions in Brazil and Argentina. The bird flu has started again in southeast Asia. If it becomes severe enough, and they reduce poultry numbers, it could reduce demand. Planting intentions will be looked at to see if there is a shift in acres.

Oil prices have recently risen and production cutbacks that have been announced by some of the oil producing countries will likely keep it up. Along with this is the fact that the value of the dollar is at its highest in 14 years, up 5 percent from last year. An unknown is how the new administration's policies on trade will affect agriculture and each of us as individuals.

Hope you have a prosperous New Year.

▶ 2016 WEATHER FLASHBACK

There are many weather computer systems on the market these days. Here are the wrap-ups for our sales territory. Most of these are close to record yearly rainfall amounts.

	2016 Rainfall	2016 Rain vs Normal	2016 Temps vs Normal
Forest City	46.38	+34%	+10%
Leland	45.96	+32%	+10%
Kiester	42.35	+26%	+13%
Buffalo Center	39.73	+21%	+12%
Winnebago	43.11	+25%	+11%