



Forest City - Leland - Kiester - Buffalo Center - Winnebago

104 Years Saluting Agriculture Every Day!

▶ ANNUAL GET-TOGETHER

The first annual meeting of our Coop was held in 1917. This year we will meet on **Monday, September 16 at 7 pm at TSB in Forest City**. Director elections will be held and financial reports will be given as well as over \$500,000 in dividend checks. Pie and ice cream will be served as well as door prizes given. If you have any questions to ask, feel free to submit them to our offices to be answered at the meeting.

▶ WEATHER

Just when we need “Global Warming” in our fields to finish the growing season, we get the opposite. Farmers are worried about crop maturity but are discovering lack of moisture is shutting down everything prematurely. The later the planted crop, or maturity, the odds of yield reduction come harvest go up. Corn needs about 2500 average heat units to mature and we currently are at 2000 GDD since May 1. If you planted corn on May 15, only 1920 units have occurred. If you planted June 1, only 1765 GDDs have been recorded. The week ending August 27 posted only 78 degree units and we need at least 500 more before a frost. Ten year local average GDDs is only 355 units for September with very little accumulation after October 1.

▶ RAINFALL

	7/15 - 9/1, 2019	10 Year Average	7/15 - 9/1, 2018
Forest City	3.74 in.	5.71 in.	9.22 in.
Leland	5.47 in.	5.81 in.	6.07 in.
Buffalo Center	6.50 in.	5.13 in.	5.55 in.
Kiester	6.88 in.	5.46 in.	4.86 in.
Winnebago	6.24 in.	5.41 in.	8.79 in.

▶ AGRIBLE.COM

Those who wish to follow the weather in detail, especially two to three weeks forward, owe it to themselves to follow the free service of Agrible weather. Every Monday and Thursday morning by 7 am, Eric Snodgrass will show you future weather in good reliable details - this guy is good!!

▶ SEED PLOT DAY - SEPTEMBER 10 | 4 TO 7 PM

Come and take a look at our strong seed lineup, grab a bite to eat, and tour the plot. All company reps will be on hand and willing to answer any questions you may have. The plot is located two miles south of Forest City on Highway 69.

See all your choices side-by-side. Come hungry!!

▶ AUGUST BOMBSHELL

If you come in contact with a farmer and he or she is not in a good mood, these might be the reasons why. August closed out the month with new crop corn down 41 cents, beans down 13 cents, market cattle down \$8.72, feeder cattle down \$10.05, and hogs down \$7.47. Those prices are a product of the USDA’s last two monthly crop reports and the trade war. Most comments from farmers on this can’t be printed here.



▶ GIVE US A CHANCE

We are returning over a half million dollars of dividends to our shareholders because we did some things right in a difficult year of production. Coops have always been in business to serve the farmer with competitive prices for quality products and service. We have seen growth in our customer base from outlying areas because these new customers still believe in the cooperative model of business. We are full circle in that we sell crop inputs, but also market your crops to many outlets to get the best prices for you. A farmer might save a dollar or two an acre buying somewhere else but we take it one step further marketing and storing your crops. Give us a chance this fall on your needs.



FOREST CITY Address: 406 East K Street Phone: 641-585-2814 or 800-483-6832 Fax: 641-585-2052	LELAND FEED MILL Address: 609 B Street Phone: 641-567-3341 or 888-676-7439 Fax: 641-567-3380	LELAND GRAIN Address: 222 West Broadway Phone: 641-567-3010 Fax: 641-567-3012	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
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▶ DOWN AT THE CARDTROLS



While tariffs are being put on everything, we are helping our pork producers by giving away \$20 free pork to four lucky customers. All you have to do is give us a call or stop in to get your certificate. Winners are **Monte and Dawn Moore, Orlen Maas**, as well as **Greg and Twila Helmich** in Forest City and **Randal Utzka** at Kiester!

▶ GRAIN RATES

We have lowered drying rates to \$.035 per point. Price later for corn will be raised to \$.08 for October-December and \$.05 January-February. But price later for beans will go down to \$.07 for October and November and \$.05 for December and January. Our grain policies are at all locations for you to pick up.



▶ ETHANOL

In August, Senator Joni Ernst was in Forest City for a town meeting. With all of agriculture feeling as though we were thrown under the bus and especially regarding ethanol, one would have thought the room would be full of concerned farmers and farm organization leaders. But to the contrary, the agriculture attendees only numbered four – one ethanol plant manager, one coop manager, and two farmers of retirement age. Not the best impression for a Senator considering the dire situation in the ag sector.

It is well known ethanol is taking business away from big oil. If prices for ethanol are unprofitable or can't be exported because of tariffs, plants shut down, and eventually they will come up for sale. Guess who will buy them. If a local plant shuts, or slows down by a fraction, where will that excess corn go and how long do you want to wait in line?

We are thankful to hear that Ambassador Terry Branstad, our former governor, came home for the State Fair, had a meeting with the President to which the conversation turned quickly to agriculture and ethanol!! We will see if actions speak louder than words.

▶ WELCOME TOM BURK

Tom Burk enjoys working with farmers. In fact, he enjoys it so much he came out of retirement to go to work in agronomy sales for Farmers Coop Association, concentrating on seeing customers in the Buffalo Center, Corwith, and Goodell areas. "My favorite thing is working with farmers so that's why I took the job," Tom explains. "It's about trying to use their dollars wisely."

Tom appreciates the people at Farmers Coop Association – both his co-workers and customers. "They bring value to customers in a way I really appreciate," he says. "It was an attractive place to go to work."

Prior to joining FCA, Tom farmed for over 40 years, living yet on a farm that has been in their family since 1878 near Goodell. And like his father before him, and his sons now, Tom was a Pioneer associate and representative. Tom has been a Certified Crop Advisor for over 25 years and worked in all areas of agronomy. Tom is meeting with his customers in the Corwith and Goodell areas. He's looking forward to getting to know current FCA customers as well.

Tom and his wife, Jackie, have three grown children and eight grandchildren. When he's not working, Tom enjoys fishing though the grandkids and their events come first. In fact, Tom coaches baseball and basketball for his grandchildren. Tom and Jackie are active members of Trinity Lutheran Church in Belmond, as well.

▶ BEWARE OF PIT FOAMING

BY MITCH THORSON



We have been hearing more reports of pits foaming in hog barns. This is an extremely dangerous situation. The use of alternative feed ingredients such as DDGs seems to increase pit foaming. In order for foam to be created, there are three things needed: biogas, surfactants, and stabilizers. The fiber in DDGs increases carbon and the potential for methane in manure. Protein in the manure acts as a stabilizer for the biogas bubbles. Surfactants are any materials that change the surface tension of the manure. Before attempting to break-up foam, producers should always eliminate ignition sources, such as, turning off pilot lights on heaters, refraining from welding and repairs etc. Ventilation rates should be at least 30 CFM so for curtain barns, wind speeds should be at least 5 mph. If not, use fans and properly working ceiling inlets. There are some products to help reduce and/or prevent foaming. With harvest approaching, these products will help make manure application a safer process. The Iowa Pork Producers Association and National Pork Board have very good information on their websites and publications for manure application.

We welcome Keith Gatton back to FCA and the feed department team. Keith has come out of retirement to help with feed deliveries.

▶ GOOD NEWS ON FERTILIZER

BY RANDY MAIN



There is some positivity in the fertilizer world currently. MAP fertilizer is at the lowest price point it has been for a decade which is good news. Potash has trended upwards slightly but is still reasonable. By spring, these prices will be higher so knowing that, fall application is the best choice. It is too soon to tell the position on UAN and urea but it's looking like fall ammonia is going to be the best buy when it comes to N.

Switching back to phosphate, it's possible to keep your applied P more available longer. This is done by applying Avail which goes directly on the MAP. Avail is a polymer-based product that protects phosphate from being tied up in the soil, in turn, keeping more of your phosphorous available longer.

Along with the macronutrients, we can't forget micronutrients. Last fall, FCA switched to a new dry micronutrient option called MicroSync Pro. At a 10 pound rate, this product contains enough zinc, manganese, boron, and copper to supply removal rates of a 200 bushel per acre corn crop. MicroSync Pro is unique in that it is protected by a polymer which keeps the micronutrients from being tied up in the soil. We are very excited about this product and the benefits it brings to the field.

For the coming year, the industry has been buzzing about the new Enlist trait which has finally been approved. Enlist allows the option of applying 2,4-D Choline which is different than Dicamba. Like any new trait on the market, supply will be limited so early order, early pay will be important. As we have in the past, FCA is offering a book now, pay later option. This is a great way to receive early order discounts without having to pay until March 2020.