

►WARNING

For those of you who have livestock buildings heated with LP and are close to 20 years old, you may want to check your incoming LP Lines. We have had two local producers in the last year who have experienced LP tanks go empty fast and upon further examination found what you see in the picture. Areas where clamps are placed on black pipes or water condensation dripping on the pipes seem to be where the trouble starts. This why when a tank goes dry, we are required to pressure test it to make sure you or your building don't go sky high. Be careful!



►FEED SCOOP

BY MITCH THORSON

As we move into March, it looks like for at least the first week we'll get a welcome reprieve from the ongoing 0 degree temperatures and windy weather we had experienced in February. As calving season starts, a stable weather pattern would be welcomed by cow/calf producers. Right now, there is less snow than usual so mud wouldn't be as much of an issue. But we all know how March and early April weather can be, making it challenging in getting this year's calf crop off to a good start. Intake of colostrum within 24 hours is essential to getting calves off and running, jump starting the calves' immune systems. **Optiprime** is an excellent colostrum replacer we floor stock for those emergency times when colostrum intake is suspect.

On the hog side, the markets couldn't be crazier. Oh wait, yes they could! Throw in a Russian invasion of Ukraine which for at least a couple days reversed the rising futures market. Prices had risen to over \$110 per hundredweight carcass in the summer months and closing on the fall months. This is in response to the low numbers of pigs. Market hog harvest has been less than a year ago. Also, in the months of late December, January, and early February, open market weaner and feeder pigs were virtually not available. What groups you could find were available at inflated prices.

This reduction in numbers started back in spring of 2020 when COVID shut down packing plants for varying amounts of time which led to sow farms liquidating. Then in the fall, sow prices went high leading to more sow liquidation. From that time through this winter, the theme for the remaining sow farms has been severe disease outbreaks of PRRS and PED further reducing numbers. Demand for these remaining weaner pigs topped out at about \$100 the third week of February.

In the last week, availability has dramatically increased and price is going down. Feed costs have continued to rise with all three of major components up. Corn, soybean meal, and DDGs have all risen in the last month. Synthetic amino acids have actually gone down to allow us to change rations again using more synthetics and less SBM resulting in a slight cost savings. Once again, it's apparent our markets and livelihood are not only determined by supply and demand but also on speculation and world events.

►AGRICULTURE DAY

MARCH 23, 2022

According to the USDA, a farmer is anyone who sells over \$1000 of products. Today that would be one cow, or five market pigs, or one productive garden at a local farmers market. There are 2.8 million farmers in the United States by this definition. When you divide those farmers into the 330 million population, you hear one farmer feeds 115 people.

Now where the rubber hits the road is the 66,342 medium to large farms of the 2.8 million farmers who produce over \$1 million of sales annually. These farms produce over 80% of American food. That would be a farm of 500 acres of corn and 500 of beans, like many we have here locally.

Those 66,342 American farms equate to one farmer feeding 2,898 citizens. Repeat - 2,898 Americans sitting at one farmers table for one year according to the USDA! That's a big table!

Thank you farmers!

►4X4 PORK

Research has come out comparing nutrient content of four pieces of bacon and four link sausages. Which is better? The results were bacon had 160 calories compared to 228 for the sausages. Protein was the same for both. Also, who has the best bacon? Of the popular brands, at the top were Oscar Meyer center cut, Jimmy Dean followed by Hormel Black Label Bacon then Boars Head Bacon. Also to note, if you see good bacon on special for around \$3.50 per pound, you might want to stock up. Hog numbers are on the decline, demand is ramping up, and summer is just around the corner!!!



►DOWN AT THE CARDTROLS

Imports of oil from Russia have almost tripled in the past three years. Every barrel of American ethanol produced reduces the need for imported oil. Fueling your vehicle with E15 or E85 is one way to reduce the need for oil imports. E15 ethanol can be run in gas powered cars newer than 2003. Winners of \$20 pork certificates are **CR Holland** and **Kristy Wiley** from our Forest City cardtrol and **Tyler Adix** from Kiester.

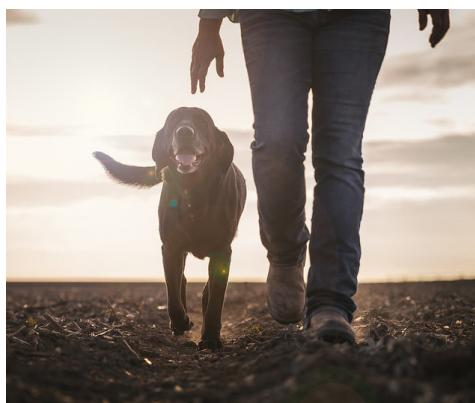
►BLEEDING CASH

The fake meat industry wanted their burgers to appear real with the color red added to the meat. But it now appears they themselves are bleeding red and it's not fake blood – it's real money. Beyond Meat stock has gone from \$160.28 to \$41.33 per share in the past 52 weeks. Fake meat has been removed from the meat sections and moved to the refrigerated cases where TV dinners are sold in mainline stores. As food inflation ramps up, the high cost of being fake will be lost in the check book!

►FROM THE BACK OFFICE

BY RANDY BROESDER

We have been doing a lot of booking of fuel for spring needs. February normally has been the time to do this every year, but no such luck in 2022 as it is the situation for all commodities. As we get the big swings in grain prices, the basis keeps widening. The best advice is to have your price objectives in mind and then contact us with your sell order so they can be triggered in either the day or night sessions. Please remember, if someone told you last fall of current prices you can sell for now, you probably would have said, "Show me the Money!"



►FROM THE GREEN TEAM

BY BILL MEYER

It's hard to believe we are only about 45 days out from starting spring field work. It certainly has been an interesting winter with the chemical supply issue and just recently the situation in Ukraine has made for a few dicey market days.

Chemicals need to be our first subject. FCA has gotten a handful of deliveries in the last four to six weeks. There are still a few products that we have concerns as to whether or not we will be able to get them. Liberty and its related generics are definitely at the top of the list. As of this writing, we have very little confidence that we will be receiving any of this product. The biggest issue that we are seeing is the manufacturers are having problems getting the inert ingredients needed to finish formulation. The actual tech products in the majority of the cases are not the problem. I do receive emails stating that there is generic Liberty product out there, but the price is well north of \$100 per gallon and we feel that just is not a path that we want to take.

One thing FCA will be encouraging is that if customers have the ability to take home and store products, we highly suggest that you do so. As we get closer to spring, I believe we are going to see more issues pop-up with not just Liberty but other products as well. In just the past two weeks we found out about a Bayer glyphosate plant that will be shut down for up to three months. Bayer is saying that it shouldn't affect our supply, but I have a hard time seeing how it won't. Time will tell.

Fertilizer products aren't having near the issues as chemicals and we really don't anticipate any problems with supply at this time for spring.

As we approach spring, make it a point to get together with your account manager and make sure maps, plans, etc. are ready to go. It makes everything run smoother for you, the customer and everyone here at FCA.

FCA thanks you for your business! Don't hesitate to contact either your account manager or me at 507-766-0510 with any questions, comments, or concerns. Think spring!!!!



►SOLD AT THE TOP

A young farmer visited his banker with a smile on his face after he had sold his crops at the top of the market. Expecting congratulations, the young farmer's banker looked distressed instead. The young farmer questioned the banker's response that he should be elated. The banker looked at him and said, "Son, farmers only hit the top of the market once in a lifetime, and now I'm afraid you got nothing to look forward to!"

►THINK ABOUT THIS

Imagine it's getting close to spring and it's time to farm. Imagine you can see from your farm the smoke plumes from your fellow citizens being bombed and murdered in nearby cities. Imagine you have tanks, APCs, and tankers running on your nearby roads. Then imagine your fuel barrels being empty so you can't run your equipment to plant crops in a few weeks and you can't get your seed as it's not being delivered. Imagine you have an unexploded bomb in your field and the Russians blew up your hog house for target practice, leaving only 34 hogs left. These are all facts heard on a radio interview with a farmer from Ukraine this week. SAD...

► Free Price Later on corn and soybeans until September 30, 2022