



AGRONOMY Justin Clark

At the time of this writing, the Agronomy Department is steadily working through early season spray orders. Most of the pre-emerge corn spraying is finished and pre-plant/emerge soybean spraying is in full swing. I would like to commend Brad Crider and the operations staff on a job well done this spring. We had a heavy workload this year due to a shortened window last fall, thanks to Mother Nature. We were blessed with some decent weather to get everything done, along with many long hours and weekends to keep ahead of the planters. While there were days it was impossible to have enough people and assets to keep up, disruptions were minimal and I hope we were able to serve everyone's immediate needs. Please take a moment to thank the staff for their hard work when you see them. Many of them worked twelve hour days for 2½ to 3 weeks without a day off and away from their families. I want to especially thank staff from the Grain, Energy and Feed departments who came in to help out whenever possible.

In other news, we brought the new bulk chemical facility in La Porte City online just in time for the start of the season. We still have a few minor items to work on after the season winds down, but everything has been operating well this spring. Keep a lookout for information on an open house this summer to showcase this new facility, as well as the energy department's new facilities in La Porte City.

For those of you that work with the Agronomy Department in Hudson, keep in mind that we will be moving the staff to the main office at 602 Washington St. in Hudson this summer. The Ag Center will operate as a seasonal scale house only. The offices will be located directly behind the front counter where the accounting department used to reside. Along with the staff, we will bring some of the commonly used lawn and garden and brush control products back downtown as well.

As always, thank you for your patronage, cooperation, and patience this busy spring in allowing us to serve your needs.



GRAIN DIVISION Ben Buie

I hope everyone has had a safe and productive planting season. Planting progress both in the state of Iowa and nationally continue to run well ahead of average. As of May 9th, Iowa was 80% planted on corn and 29% planted on soybeans. The five year average is 56% and 13% for this date. While many farmers were busy doing spring work, the USDA released their monthly crop report on May 10th. The crop report was very bullish, particularly for soybeans.

On the corn side, the USDA increased old crop corn exports 75 million bushels, due primarily to yield losses in Brazil. For the upcoming crop year, the USDA increased feed use (300 mbu), ethanol grind (50 mbu), and exports (175 mbu). Even with all the improved demand, the carryout for the 2016-17 year was 2.15 billion bushels. This is a very large carryout and led to expectations of a producer corn price of \$3.05-\$3.65 for the upcoming year.

For soybeans, the USDA increased old crop crush by 10 million bushels due to increased demand for soybean meal exports. They also increased whole soybean exports by 35 million bushels. The increases came due to decreased South American production. The USDA also increased new crop crush (35 mbu) and exports (175 mbu). New crop carryout was lowered 95 million bushels and led to producer soybean price expectations of \$8.35-\$9.85.

Thank you for continued patronage and support.

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FEED DIVISION *Dennis Francik*

In early February we completed our initial Feed Mill Audit using SQF Institute and a HACCP based audit. We scored 98% compliant which placed our mill in the excellent category one of a few in the Midwest. This audit measures our production processes on a world-wide recognized food safety standard and will greatly help us be prepared for the new FSMA requirements. We continue to strive to meet your expectations by delivering a high quality safe food supply to your livestock enterprises.

Roger Ohrt has added the title of "Safe Quality Food Practitioner" to his resume. Last fall he attended a five day training course and had to complete an online test to qualify his certification. Another requirement of the FSMA regulation is to have a qualified and trained person on staff in the area of food safety compliance. With this training and Roger's expertise we are getting better prepared for the new regulations. Roger will still have some time for sales but

the majority of his time will be spent in food safety compliance, as well as helping the Safety Director here at ECI Coop.

Also this spring Megan Orr moved to the Jesup location on a full time basis. She had spent half of her day in La Porte City and the other half at Jesup, with so many new feed and safety regulations to keep track of we decided to move her here full time so she can be of better assistance in the feed safety program. She will continue to process all the grain settlements for the La Porte City location and Jesup location as she had before the move. We certainly welcome any La Porte City customers to stop by and say hello to Megan, I'm sure she would be glad to see you. Please do not hesitate to call the Jesup office if you have questions on your grain account, I know she is very competent with the grain accounting system and prides herself on providing timely and accurate settlements for our grain customers.

Our feed mill has been approached by representatives of a couple pork processors regarding the use of Paylean in swine feeds. Paylean is a trade name for ractopamine hydrochloride which is a growth promotant used in the late phase of the pork finish cycle. It would appear that there is growing consumer concern regarding the feeding of Paylean. While it is safe to consume pigs that have been fed Paylean, the apprehension may be linked to growing consumer concerns demanding hormone free protein supplies. At this time we are dedicating specific load out bins for Paylean feeds and are sequencing manufacturing so we can provide some accounts with Paylean free feed. If you have questions or concerns with this please call me or Chad, or the sales staff. We will be glad to visit with you. At this time we have not been asked to remove Paylean from our mill, but as we have witnessed in the dairy and poultry industries consumer demand has greatly reduced the use of hormones in the feeding cycle, the swine feed industry may be headed in a similar direction.

ECI Treasure Hunt

The list to the right represents patrons past and present who have patronage with ECI and have not kept their address current with us, or have passed away, and heirs have not requested the patronage be paid to them. If you know any information regarding these patrons or how we may reach their heirs, we would appreciate it if you could pass that on to us. It is our intent to be able to revolve the equity represented by these patrons at the appropriate time, however, we can't do that without updated information. Your help is needed, and if you can supply us with any information, please contact Joe Murphy or Judy Kramer at the Hudson office at (319) 988-3257. The location listed is the last known location we have on record.

Alan Brase, Waterloo
Gary Berryman
William Calvert Estate, Jesup
Michael Douglas,
Ralph Farris, Independence
V.L. Fink, Kearney, Missouri
Merrill Fortune, Waterloo
Mrs. John Frerichs
John Gartley, Madison, Wisconsin
Donald Hamer, Waterloo
Russell Hamer, Waterloo
Elvin Hansen Jr.
Vernon Haurum, Cedar Falls
Ross Howard Johnson
Roy Layne

Donald Lynn, Kansas
Lloyd Mether, Maquoketa, Iowa
David Mitchell
Northrup Enterprise, Waverly
Irwin Quale
Harold Saunders, Cedar Falls
Jay Trent, Waterloo
Bert Trost, Waterloo
Kevin Tucker
Jeffrey Wallin, Grapevine, Texas
Edgar Wassam, Hudson, Iowa
Bob Witchey-Miwi Hogs
Youngblut, Alan & Kathy, Dunkerton
Zaph, Dan, Chillicothe, Illinois

ECI proudly provides



Diesel Exhaust Fluid

2.5 gallon containers or bulk quantities available

For more information contact Jim Dykstra

Waterloo Energy Center - 319-235-6281

