

FARMING TODAY

Winter 2015



remsencoop.com

Jared Ehrp General Manager

What started as a wet fall, and looked eerily similar to the harvest of 2009, quickly turned dry, making for a fast

paced harvest. Yields were excellent in most areas, and with the warm weather that arrived in October, most corn was received at 16% moisture or lower. Bean yields were also impressive, showing an increase over last year which resulted in a significant portion of the Coop's corn storage being used for beans. 60% of the beans and 95% of the corn was received in October and our dedicated employees did an excellent job making sure it all happened with no delays.

We are always looking at areas of improvement that will help us to remain competitive and efficient for our patrons. This summer, we completed a project at the #1 facility which increased the capacity of our receiving from 8,000 bushels per hour to 14,000 bushels per hour. We also installed a 6,000 bushel per hour Brock tower dryer. While the lower moisture corn did limit the amount of time the dryer ran, we were very pleased with its performance. With the help of screens installed on the dryer, foreign material loss in the drying process was significantly reduced in comparison to our old unit.

Scott Shirk recently joined our Agronomy Department. He is responsible for overseeing all areas of the company's agronomy operations and directing its sales efforts. Scott comes to us with years of experience which extends back to when he was an applicator. He previously worked at MaxYield Coop and Cargill and brings the knowledge and expertise that is needed in precision production. Scott is eager to assist you with any of your agronomy needs.

As 2015 comes to a close, I want to thank all of our patrons for supporting Remsen Farmers Coop and ensure you we will continue to do everything we can to earn your trust daily. We are proud to have a team of highly trained and dedicated employees to help you in all areas of our company, and I thank them for their hard work and long hours, always making sure the job is done safely and effectively. Lastly, I want to thank the Board of Directors who have given time away from their own farming operations to provide vision and direction through many positive changes the company has undertaken.

We look forward to our continued partnership (board, employees, and patrons) and are committed to exceeding your expectations well into the future. From all of us at Remsen Farmers Coop, we wish you a Merry Christmas and a prosperous New Year!



Grain Today



Precision Ag Today



Beef Today

Precision Ag Today



Scott Shirk
Agronomy Manager

Having recently joined the Agronomy Department, I have had the privilege of meeting many of you already and look forward to making contact with a lot more customers in the coming months. I am an Emmetsburg, IA native, attended Iowa Lakes Community College for Agriculture, and completed my education at Buena Vista with a degree in Business Management. My work history includes MaxYield Cooperative and Cargill before coming to Remsen Farmers Coop in August. I have been in the National Guard for 18 years, currently Company Commander in the 1st Battalion, 194th Field Artillery in Estherville. Our family will be relocating from Parker, SD to the area in the near future.

As a Croplan and Syngenta dealer, we are happy to report that both produced a great harvest this year. In fact, the Syngenta soybeans were one of the top producers in the area! Stop in or give us a call, we would be happy to sit down and visit about your seed and chemical needs for the upcoming season. We have some pretty good discounts right now for new customers and also loyalty discounts for current customers.

We applied a lot of ammonia this fall, but the amount of moisture we've had since application concerns me. If you added a nitrogen stabilizer, there's not as much concern, but without a stabilizer the nitrogen ammonia has moved deeper into the soil profile and we will have some yellow looking corn until the roots get to the nitrogen. Because you want to give plants all the nutrients possible, I suggest applying 10 gallons of 28% as a carrier and apply your pre-plant herbicide at the same time. This will provide enough time for the roots to develop and grow into the nitrogen applied in the fall.

Finally, prepay season is in progress. Come in or give us a call - we would be happy to sit down and discuss your 2016 crop needs. Again, thank you for choosing RFC to be your partner for a successful year.

Beef Today



Doug Baade **Feed Division Manager**

Mark Twain once wrote, “If you don’t like the weather now, just wait a few minutes,” and we can relate! The mild fall weather extended well into November, but was quickly replaced with a couple of substantial snowfalls. Unpredictable winter weather comes with some challenges in relation to feeding livestock, including the delivery of feed. To ensure our deliveries remain consistent and timely, we encourage you to place your feed orders as early as possible, and no later than noon the day prior to delivery. Be advised, we do pull feed trucks off the road when conditions get bad enough, so keep us informed of the needs of your operation. Reminder: Our regular delivery days are Monday-Friday, although weather and/or holidays may force exceptions.

We appreciate your diligence in clearing snow from your sites when you know feed is coming, and request that if you live on a gravel road, please give us a “heads up” if the plow hasn’t been out to clear your road, as feed trucks don’t get around very well when empty. You can also give us a contact number when the weather conditions are less than ideal so if we can’t get there we can call and let you know. You can stay up to date on current weather conditions, forecasts, and interactive radar on our website (www.remesencoop.com). If you have questions or concerns don’t hesitate to call me at 712.786.5002 (office) or 712.540.7159 (cell).



Amanda Reinders **Beef Production Specialist**

There’s a good chance you have not yet met me, as I only have a few weeks under my belt at Remsen Farmers Coop. I am your new Beef Production Specialist and I’m excited to have the opportunity to work with beef producers in the area. I was born and raised in northern California where my family has a 1,000 acre ranch in the mountains. So, I am accustomed to snow, but the cold wind and icy rain we’ve experienced in the past few weeks, along with the snow.... that’s new to me.

My previous job at Trans Ova in Sioux Center is what brought me to Iowa. I met my husband in Iowa and I am now an employee of Purina, contracted for three days a week at Remsen Farmers Coop. I will be working closely with beef producers, taking feed samples, and working on cattle rations, all in an effort to ensure your cattle feed contains the right products.

Just a few things to keep in mind during the cold winter months ahead:

- Cattle need more energy to keep weight on in the cold weather, so feed rations will need to reflect this.
- Water is just as important in the winter as it is in the summer, so keep the fountains free of ice. Cattle won’t eat if they aren’t drinking.
- Although the temps aren’t perfect for us humans, the ideal temp for cattle is around 40 degrees, so they can handle the cold. If they are put inside overnight, make sure there is ventilation so it doesn’t get too hot or steamy.

In the coming weeks I hope to meet each beef producer in the RFC family and get to know your operation’s needs - in the meantime, you can reach me at 712.230.4546. I’m anxious to work with you to help optimize your production and profitability.

Grain Today



Lanny Hustedt
Grain Merchandiser

As you've heard me say before, every year is different. We just had a very good harvest with a high quality crop. Our new tower dryer still has that shiny new look to it, as we only ran it for 12 hours this fall. We were happy to provide our customers with shorter wait times at the dump with the increased speed of the legs.

Corn values have been under pressure due to the size of this year's crop. The dollar has gotten stronger with the Fed wanting to raise interest rates. Corn basis has strengthened trying to buy corn, and the CZ/CH spread has tightened. End users keep using corn, and producers have been reluctant to sell corn. How long will this continue? Until farmers need money or the price gets attractive enough to sell.

Bean values have softened since the harvest of this year's large crop. The thought was, sell the beans and hold the corn. We are looking at a large bean carryover this year. South America looks

to plant a larger bean crop again. We will need a real or perceived weather problem to push this market.

The Renewable Fuel Standard came out as a little supportive to corn and beans. The ethanol side saw a 500 million gallon increase for next year, and Biodiesel will have roughly a 200 million gallon increase for 2016. The trade saw that supportive for bean oil. On December 2nd we saw the dollar break very hard, which made our exports cheaper on the world market. We saw corn and beans both jump higher from this cheaper dollar. This was a several date move up. I'm not sure we can expect much more from the cheaper dollar for now.

One last thing, please check your grain bins. We will soon be making a decision on Free Price Later and will keep you posted. If you have any questions or comments, you are welcome to stop in or give me a call at 712.786.1199. Have a happy holiday season!