

Farmers Win



Coop

GAME PLAN

"PERFECTING THE WINNING COMBINATION!"

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Trent Sprecker General Manager

As we finish up working with the auditors for the final numbers on the past fiscal year, we are realizing that we ended up with a very good financial year. This, despite the challenges that we have had with the weather this past spring and the market fluctuations. We would like to thank all of the Farmers Win Coop patrons and customers for the business this past year. Also, thanks to all of the employees of Farmers Win Coop for the time and effort put in to making this past year a successful one!

Using the momentum of a successful year, we will continue to improve in the coming year, providing top notch customer service and operational excellence. We see news of innovation in agriculture every day, but also hear about the challenges. Our goal is to continue to enhance member profitability in this market. As we move into harvest, we are working to take advantage of all opportunities in the marketplace to support you and your farming operations.

This means driving innovation at our cooperative. New this fall, we are looking for ways we can capture additional value from our assets and other resources in our trade area. One example is that Five Star is toll milling hog feed for Farmers Win Cooperative customers at the New Hampton feed mill, when it makes sense for freight savings. We are also currently looking at opportunities that could be gained by delivering fertilizer this fall from both cooperative's plants if they reduce our transportation costs and provide enhanced service for our members. We are exploring ways to partner on feed ingredients and CPP procurement as well.

We anticipate we will continue to seek ways to strengthen member value by looking for opportunities in our own business operations as well as opportunities to partner with others. Your cooperative needs to follow the example set by some of the members to find value both inside our operations as well as seeking value sharing with our neighbors where we can. *Trent*



Dwane Koch President, Board Of Directors

We are entering my favorite time of the year as we are preparing for harvest. However, last spring I believe I said that was my favorite time? So why is that? Well for a lot of producers that enjoy their job in farming, every season can be a favorite. For me, I enjoy both for different reasons, preparing to grow and then harvesting what we have taken care of all spring and summer.

As a member of your coop board we have been working and looking for opportunities in which we can save on expenses while moving forward to maintain long term sustainability. We discuss the needs for growth in technology as well as fertilizer plants, feed, energy, grain and handling equipment for each area. We have ended our 2019 fiscal year and are waiting on the auditors for the final numbers. By your continued support, growth in these areas will help to serve us better.

September 23rd and 24th, Farmers Win will be holding our annual meeting. We have changed the program a little this year by adding a guest speaker. This should be an uplifting and relaxing evening out. We will also be going over our current financials and showing some of the changes at a few of our locations.

As chopping and harvest gets started, please take time to relax and enjoy this time of year while you are working. By doing so it gives us time to inspect equipment and hopefully eliminate injuries. Have a safe harvest! *Dwane*



ENERGY DEPARTMENT

Dan Steege Energy Department Manager

WINTER FUEL BLENDING PRACTICES

Much colder temperatures are soon to come so we need to be thinking about proper fuel blending techniques. Plugged filters due to cold weather is very frustrating and can lead to a lot of down time. Prepare your tanks and equipment early to run in the harshest conditions this winter.

A key point to remember is that **fuel only properly blends when it is 10–15 degrees above the cloud point.** *The cloud point of a fuel is when paraffin, which is naturally present in #2 diesel fuel, begins to form cloudy wax crystals.* These crystals flow with the fuel and

begin to coat the filter element, reducing the flow and starving the engine. If this continues we reach the fuels cold filter plugging point and the equipment may no longer operate.

Typically, #2 diesel for this area has a cloud point of approximately 6-10 degrees Fahrenheit. This means you need to begin blending the fuel when it is 15-25 degrees Fahrenheit. Waiting to blend your fuel when it is at or below its cloud point or to fuel that is already gelled may cause stratification; meaning the #1 diesel fuel will not blend with the #2 diesel fuel in the tank. The fuel will only begin blending in a stratified tank when the fuel is 10–15 degrees above the cloud point.

When blending down a tank, pay close attention to the amount of fuel left in the tank, this is known as the “heel”. A primary reason for winter fuel related problems is that the tank is not properly blended down. For example: A customer has 700 gallons of #2 diesel fuel in the storage tank. They would like a 50/50 blend for the winter. A common mistake is to add 700 gallons of a 50/50 blend and add it to the existing #2 fuel in the tank. This would result in a blend of 1,050 gallons of #2 and 350 gallons of #1 or roughly a 71% #2 and 29% #1. The proper treat rate would be to add 700 gallons of #1 fuel to create a 50/50 blend.

Adding 10% of #1 fuel typically reduces the cloud point of fuel by 3 degrees. Here are common blends and the approximate cloud point they create:

- 30% #1, 70% #2 = 0 degrees Fahrenheit**
- 50% #1, 50% #2 = -5 degrees Fahrenheit**
- 70% #1, 30% #2 = -15 degrees Fahrenheit**
- Straight #1 = -40 degrees Fahrenheit or lower**

Some of you may not use any #1 and instead choose to use a cold flow additive instead. Cold flow additives are designed to extend the operability of the fuel by changing the wax structure and dispersing the wax to keep the wax from congregating in the fuel. **Cold flow additives DO NOT reduce the cloud point of a fuel, only #1 diesel can do this!** It is important not to rely on cold flow improvers to extend operability more than 15 degrees below the cloud point of the fuel. AND you still need to blend cold flow improvers 6–10 degrees above the fuels cloud point to prevent stratification.

Prepare early for the cold weather Mother Nature has in store for us and as always if you have any questions please feel free to call.



Rodney Torgerson Feed Department Manager

I hope everyone did well at their state and county fairs this year. FWC participated in several county fair auctions and donated to the fairs as well. Having youth involved in livestock is a key to our future in agriculture. Speaking of which, FWC had **Isaiah Drilling as our intern in the feed department this year.** Isaiah grew up on a beef and crop farm between Waucoma and St. Lucas, Iowa. He is currently going to Kirkwood College for Beef Production. Isaiah worked in the Houston Feed Mill and Cresco West Feed Mill to better understand feed production. He went into the country with



our sales people. We also had him do a project with CHR Hansen (our forage inoculant company), on some dairy farms. The project was to better understand potential farm influences toward animal health, production, and efficiency and what other influences beyond mold, yeast and toxins animals are challenged with. The results were interesting as we learned a lot more about the degree of pathogenic organism load on farm and their starting points. The project consisted of taking a sub sampling of TMR, manure and water. The water samples were taken from waterers as Isaiah walked into the pens, then another sample was taken after a scrub cleaning of the waterers to determine water quality by the influence of scrubbing the waterers. All samples were taken from high group milking pens and sent to a 3rd party lab and ran for E. Coli, and Salmonella. Lastly an aerobic stability challenge was done to TMR's to demonstrate mold/yeast influence on the TMR that we cannot see with our naked eye. The overall results showed us that all farms had minor to major pathogen loads being fed or drank and we must consider this as we make feeding decisions as we strive to increase animal health and efficiency. The highlights of the project are listed below:

- *No matter if the water was "clean" or "dirty" to begin with, washing/scrubbing the water troughs always got you cleaner water.*
- *If a cow was shedding E. Coli in her manure, there is a direct correlation to "dirtier" water troughs.*
- *Rain events appear to have caused more animals to shed E. Coli/Salmonella.*
- *Feeding Biome Balancer lowered the incidences of pathogen (E. Coli/Salmonella) shedding in cows.*
- *Buchneri containing inoculants, like Silo Solve FC increases stability in TMR's.*
- *The best aerobic stability, stable feed was in order*
 - *Rotary Facers*
 - *Rake Facers*
 - *Bunkers/piles no facers*
 - *Bags*

All in all a good study with good results that producers can control themselves through clean water troughs and how the feed is taken off bunkers and piles. We also have some products in place if we have an issue that will aid in the process.

*Thank you for your business
and have a safe and profitable fall.*

For the Beef Side
2019 booking for Pre-Con pellets, and Stress Care pellets for weaning calves.

Please contact one of our Beef Specialists if interested.



Ron Cruise

Agronomy Department Manager



Travis Blockhus

Assistant Agronomy
Department Manager



Phil Hill

Seed Team Lead



My name is Megan Reasoner. I grew up on a farm in southwest Iowa, in the small rural town of Ellston. My parents run cow-calf and registered dairy goat operations. Growing up on a small family farm has not only taught me many life skills that I can use throughout my life, but it has also shown me my love for agriculture. Before continuing my education with my junior year at Iowa State University in agricultural business, I had the opportunity to intern with Farmers Win Coop. During this internship, I was required to scout the cooperative's customer fields to identify any needs for their specific fields. This included identifying weeds, diseases, pests, or disorders that any particular field may have. Along with learning about these field problems, I also learned other things like driving a forklift. One of my favorite memories was getting the forklift stuck, while it was extremely embarrassing, it was also a great learning experience.

My name is Nathan Hill. I am from Waverly, Iowa. I am currently attending Wartburg College in Waverly. I am majoring in business at Wartburg. This summer, working at the coop was a great learning experience for me because I was previously unfamiliar with how a coop works. I learned a lot of useful information that I will definitely use in the future. Coming into the job, I was not sure how I would do because I was not familiar with a lot of the weeds, bugs, diseases etc. Everyone at the coop was more than happy to assist me with any questions that I had with the things that I found in the fields. The more I asked, the more familiar I got. By the end of the summer I was able to identify the things that I found with more ease. My favorite part about working at the coop this summer was seeing how much I was learning from the start compared to the end of my internship. I am thankful to have worked with the great people in the coop during my time here. I will value the information and relationships I have received for a long time.



Hello, **my name is Shane Sexton** and I live North of Decorah, Iowa. I am currently attending Iowa State University where I am majoring in Agricultural Studies, as well as minoring in Agronomy and Animal Science. Over the course of my internship, I was exposed to many different areas of interest within the agronomy division, along with being involved with chemical and fertilizer applications. I also worked closely with Agronomist, Tannor Burke, during my time here, as he was extremely helpful in showing me real-life situations and solutions within the agronomy world. I am very fortunate to have had this opportunity to expand my skill set here at Farmers Win Coop, and I would like to thank everyone who made my experience one to remember.

My Name is Taylor Koss. I am from Melrose, Wisconsin, a small town of about 500 people. Although I was not raised on a farm directly, I grew up helping my uncle and a family friend with their cash crop operations. This fall I will be starting my last year at Western Technical College where I am majoring in Agribusiness Science and Nursing. This summer I had the opportunity to move to Iowa and intern with Farmers Win as a crop scout. Throughout this experience I have learned a lot not only in the fields, but I was also able to gain more knowledge on precision agriculture where I was able to run boundaries and format them for customers, chemical, feed, and many aspects of the coop. My favorite part of this internship was being able to learn the small differences in agriculture and farming here in Northeastern Iowa vs. the area I am familiar with in Wisconsin. I am also thankful to have worked with great people and had great mentors throughout the summer.



My name is Brittany Rennhack. I am originally from Watertown, Wisconsin where I grew up on a dairy farm. I am going into my senior year at University of Wisconsin-Platteville majoring in agricultural business with an emphasis in communications and marketing. The main purpose of my internship was to tissue sample corn and soybean fields. As I was tissue sampling, I learned a lot identifying weeds, insects, and diseases. Some of my favorite experiences was taking pictures for the coop's calendar and getting to fly the drone.



Amber Decker Grain Merchandiser

Hello All! My name is Amber Decker and I am very excited to be a part of the Farmers Win Cooperative family.

I will be a Grain Merchandiser based out of Fredericksburg, focusing primarily on the farmers in our area. I invite everyone to stop into my office and introduce yourself!

Before coming to Farmers Win, I was a grain merchandiser for Flint Hills Resources for almost five years. I graduated with a BA in finance from the University of Northern Iowa and my MBA in Organizational Development from Upper Iowa. I grew up on a farm outside of Fairbank, and have been involved in the Ag industry all my life. Currently my husband Justin and I live in Fairbank with our three children, Kanen, Espyn and Gentry. I am actively involved in Fairbank Elementary PTO, a committee member for our youth wrestling club, and teach Sunday School, as well as attending all of my kids' events.

The August USDA Crop Report which was released on August 12th held its share of surprises. The USDA raised its corn yield estimate 3½ bushels per acre to 169.5 and took planted acreage down 1.7 million to 90.0 million planted acres and harvested from 83.6 to 82.0 million acres. At the end of May, the USDA had corn planting progress at approximately 60% complete. This means that 40% of this 90 million corn acres were planted in June. Production came in at 13.9 billion bushels, or 708 million ABOVE the average trade guess and ½ billion bushels above the top end of the trade range. 2019/2020 ending stocks increased 171 million bushels to 2.18 billion, 561 million MORE than the trade average. Ending 2018/2019 stocks came in 20 million bushels higher, caused by a 25 million cut to ethanol grind. New crop ethanol use was down 25 from last month and 100 on exports.

The Crop Report numbers for soybeans were less dramatic. Planted acreage fell 3.3 million from June to 76.7 million acres and harvested acres were estimated at 75.9 million or 3.4 less. Yield was left unchanged with the net result being a 165 million bushel cut in expected production to 3.7 billion. The only change to old crop demand was a 20 million cut in soybean meal crush. New crop demand was reduced 100 million for exports and 4 million less for seed. The net was a 20 million bushel boost in old crop carryout and a 40 million bushel reduction in new crop carryout. As far as acreage data, NASS has planted acres at 76.7; FAS is showing 74.0 with 4.4 million of that total as Prevented Plant Acres.

Farmers Win Coop offers direct deposit for your grain checks. Funds are typically available within 48 hours of deposit, depending on your bank's policy. Additionally, we offer e-mail services for contracts, settlements and scale tickets. Scale tickets at FWC can also be sent via text message. If you are interested in any of these services, please visit our website for information found under the APPLICATIONS tab.

Mobile text updates with grain bids are available by location, and you can receive any number of location alerts that you wish. Standard text messaging rates may apply. If you have signed-up to receive text message updates, please do not resubmit your request to be signed up. As market bids may change, there may be a slight down-time in receiving of text messages; this does not mean you were removed from the message list. Resubmitting your request after you've been signed up may cause confusion or errors in your alerts.

As you're hauling grain, either into a location or direct to the terminal, be sure to communicate your intentions in a timely manner with office staff at our locations about what is to be done with your grain. Refer to our current grain policies for more information regarding drying charges, test weight, shrink and other factors relating to grain.

In addition to communicating your grain intentions with our FWC staff, be diligent about communicating with your haulers and terminal staff. If you notice an error on your scale ticket, please make notifications in a timely manner to minimize any delay in processing and payment. When hauling to either Fairbank or Shell Rock be sure to use your three-digit farmer code (assigned by FWC).

Have a safe and productive harvest!

**Please stop in
or call to
discuss our
Improved Harvest
Policy Rates**

Farmers Win



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DRIVER SAFETY AROUND SCHOOL BUSES

Of all the driver safety guidelines detailed in state driving handbooks, school bus safety may quite possibly be the most important rule that gets constantly overlooked.

School buses are protected incredibly well under U.S. traffic law, and for good reason: we trust these vehicles to transport our kids safely to and from schools. Without proper laws and standards in place to protect school

buses, we would be putting children in immense potential harm.

This is especially true during the boarding and off boarding of passengers at bus stops, where the most important school bus safety rule is enforced.

STOP MEANS STOP!

If a school bus is at a full stop with stop signs out and lights blaring, it means to **STOP!** This is the most crucial point in school bus safety, as kids are exiting and entering the bus, and they may not be aware of other vehicles on the road. When even adults have issues with looking both ways before crossing the street, it's no surprise that children have problems remembering that as well.

The laws around school bus stops are generally the same throughout the nation. If you're on the same side of the road as the bus in a residential or non-highway area, there are no exceptions – you **MUST stop** if the bus stops, and resume moving when the bus deems it appropriate.

For most states, this also extends into the opposite side of the road as well, especially if it's a small two-lane road.



We Build Safer Drivers