

connections



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Investing in our Vision

By Chris Ludwig, General Manager

At Viafield we are striving to be the cooperative bringing full service solutions and innovation to help your business prosper. This requires us to continue investing in high quality assets to meet the needs of farmers today and in the future. In this issue we are proud to announce the building of a new modern fertilizer and seed facility in Randalia, Iowa scheduled to be operational in spring of 2017.

We are likewise excited to service customers with our recently completed upgrades at our grain facility in Manly, Iowa. This \$2.5 million investment includes increased storage, elevation capacity, and a new scale providing industry leading dumping speed. Customers utilizing the facility this harvest will notice significantly reduced waiting times during peak grain movement. This investment on the Iowa Northern Railway

also gives our members access to a critical market for our region which enhances profitability.

We have also completed automation upgrades to our Oelwein facility to save energy and costs. These efforts combined with industry-leading elevation capacity makes our newest facility one of the most efficient grain handling facilities in the area. Members who pre-book storage at Oelwein before harvest will also receive pricing protection delivering additional value to our storage services. Call your local office to book this storage offer today.

Every day the people at Viafield are committed to being your trusted advisor delivering the products, services, technology and innovation that ensure your profitability. We continue to invest in this vision and are confident you will notice the difference this harvest and in the future.

- Completed \$2.5 million investment in Manly, Iowa delivers industry leading receiving speed.
- Members pre-booking corn storage in Oelwein to receive pricing protection for 2016 crop.





INTRODUCING: ASGROW® BRAND ROUNDUP READY 2 XTEND® SOYBEANS

Increase Your Yield Potential

Built on higher-yielding Genuity® Roundup Ready 2 Yield® technology, Asgrow® Roundup Ready 2 Xtend® soybeans offer the same strong yield potential provided from Asgrow. In addition, these new soybean products provide resistance packages against nematodes and phytophthora root rot for an extra boost.

ASGROW®
TO OFFER **46** ROUNDUP READY 2 XTEND®
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FOR PLANTING 2017

ROUNDUP READY® XTEND
CROP SYSTEM
CONTROLS **274**
SPECIES OF WEEDS



AVAILABLE ACROSS
8 MATURITY GROUPS

BUILT ON THE HIGH-YIELDING GENUITY®
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WORK WITH YOUR EXPERT ASGROW DEALER, OR VISIT ASGROW.COM/RR2X

*As of this printing no dicamba herbicide product has been approved for commercial in-crop use with Roundup Ready 2 Xtend® Soybeans. DO NOT APPLY DICAMBA HERBICIDE IN-CROP TO Roundup Ready 2 Xtend® Soybeans IN 2016 unless you use a dicamba herbicide product that is specifically labeled for that use in the location where you intend to make the application. IT IS A VIOLATION OF FEDERAL AND STATE LAW TO MAKE AN IN-CROP APPLICATION OF ANY DICAMBA HERBICIDE PRODUCT ON Roundup Ready 2 Xtend® Soybeans UNLESS THE PRODUCT LABELING SPECIFICALLY AUTHORIZES THAT USE. Contact the U.S. EPA and your state pesticide regulatory agency with any questions about the approval status of dicamba herbicide products for in-crop use with Roundup Ready 2 Xtend® Soybeans. Monsanto Company is a member of Excellence Through Stewardship® (ETS) Monsanto products are commercialized in accordance with ETS Product Launch Stewardship Guidance, and in compliance with Monsanto's Policy for Commercialization of Biotechnology-Derived Plant Products in Commodity Crops. This product has been approved for cultivation in the U.S. and Canada, and for import in Australia/New Zealand, Colombia, China, Japan, Korea, Mexico, Taiwan, and Vietnam. The single events in this product have been approved for import in the EU. As of February 2, 2016, E.U. stack approval is in the final stage of approval and is expected but not guaranteed to be received in the near future. Any crop or material produced from this product can only be exported to, or used, processed or sold in countries where all necessary regulatory approvals have been granted. It is a violation of national and international law to move material containing biotech traits across boundaries into nations where import is not permitted. Growers should talk to their grain handler or product purchaser to confirm their buying position for this product. Growers should refer to <http://www.biotradestatus.com/> for any updated information on import country approvals. Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible. ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Roundup Ready 2 Xtend Soybeans contains genes that confer tolerance to glyphosate and dicamba. Glyphosate herbicides will kill crops that are not tolerant to glyphosate. Dicamba will kill crops that are not tolerant to dicamba. Contact your Monsanto dealer or refer to Monsanto's Technology Use Guide for recommended Roundup Ready® Xtend Crop System weed control programs. Asgrow®, Asgrow and Design®, Genuity®, Roundup Ready®, Roundup Ready 2 Yield®, and Roundup Ready 2 Xtend® are registered trademarks of Monsanto Technology LLC. All other trademarks are the property of their respective owners. ©2016 Monsanto Company

2B9H163801



The Capacity to Reach You Where You Farm

If you farm within 40 minutes of Randalia, our new agronomy facility will drive efficiency straight to your bottom line. Your Viafield board of directors recently approved construction of a multipurpose fertilizer and seed facility, which will replace outdated buildings in our eastern region. The addition will provide quantity, quality and speed both spring and fall.

Rick Davis, regional operations leader, supplies the details. "This new structure in Randalia will be a 10,300-ton dry storage fertilizer building built by Stueve Construction LLC of Algona. Our current facilities serving Clermont, Arlington, Sumner, Oelwein, Elgin, Lamont and Winthrop were built in the late 1960s and 70s."

"Viafield is building with the goal of creating the capacity to provide for all our eastern region customers from a single location. That's going to be more efficient and we'll easily bridge any coverage gaps between here and our modern facility in Marble Rock. Centralizing storage in one location will enable us to manage our inventory better and, ultimately, take better care of our customers."

By more than doubling warehouse capacity for the entire eastern region, Rick predicts we'll capture fertilizer stocks when supply and costs are most attractive. "We can currently house 5,100 tons, so room to double that will

allow us to buy off the barge, which runs in our favor more often than not."

The building plan includes a 250-ton holding tower and a four-ton horizontal fertilizer mixer. State-of-the-art automation uses Yargus equipment, giving us the ability to receive products at 250 tons per hour and load out 25 tons in under six minutes. The tower will also offer customers product-impregnation capabilities.

"The new blender will provide more speed to fill our own rigs and supply tender trucks for customers who spread their own," Rick adds. "I stress this will not be a wholesale facility, which means you won't find your order slowed down by some other company's truck in line."

The accompanying new seed shed in Randalia is 100 by 160 square feet of storage and office space. "We definitely need a new agronomy office there," Rick says. "As part of the seed facility, we'll have four to six 3,000-bushel soybean tanks plus seed treatment capabilities. We're putting the treatment equipment inside the heated building, so customers won't need to postpone treating until warmer weather."

Construction has begun with a spring 2017 completion date! ●



Our new Randalia agronomy plant will give us traction to:

- Centralize supplies
- Serve all customers in a 40-mile radius
- Capitalize on off-season fertilizer availability

Logically, Logistically, Viafield Works for Steve Debuhr

"We might see him delivering to London, Grafton, Carpenter or Marble Rock. His trucks put him in range of those delivery points, as well as any of three local ethanol plants."

Brandon Demaray

Back before he knew the ins and outs of risk management, Steve Debuhr tapped the Viafield grain team as a solid resource. "When I started farming on my own I was pretty green, so I looked for people who could give me useful ideas," he recalls. He paid close attention to those lessons, and these days Steve could be the one providing grain contracting tips.

His dad, Richard, was killed in a farming accident in 1999. Velda Debuhr gave her son the chance to run the farm, for which he's very grateful. But he'd not been active in the operation for several years and needed to make up ground quickly. "Several of Dad's friends were really good to me when I started. And I knew we had a history with the elevators in Rudd and Rockford. Logistically, those locations just made sense."

"These days, Steve farms all the way up to our Minnesota locations," Viafield grain marketer Brandon Demaray explains. "We might see him delivering to London, Grafton, Carpenter or Marble Rock. His trucks put him in range of those delivery points, as well as any of three local ethanol plants."

"Ryan Peterson is with me full time, working on the farm or driving a truck. Sometimes I request Viafield trucks for delivery when I'm short additional manpower. For me it's all about flexibility." Steve continues on that point, "...and the risk protection of a better price. I contract to set

a sale to a specific delivery point, working the basis to my advantage."

Steve and Brandon started collaborating four years ago, advancing Steve's grain marketing education. "I learned contracts as I went along. Hedge-to-arrive contracts are my favorite now, again because of flexibility. For me, hedge-to-arrive offers a risk-management resource because I can contract, then still pick up spreads and leverage basis to make a better sale."

In Steve's experience, hedge-to-arrive usually adds extra money to the sale. If you need to deliver grain on a deadline—say to enhance first-of-the-year cash flow—the contract assures you're not at the market's mercy. "Also, bankers like these contracts because you have the opportunity to make more money! With prices the way they are right now, everything helps."

"Steve understands the workings of other contracting opportunities Viafield offers—Accumulator contracts and more—but he's chosen the one that has shown results for him," Brandon says. "I can't argue with his success. Picking what works is what we want every customer to do."

Using hedge-to-arrive, a producer can lock in the futures side then select a basis level at the time of delivery. Here's how Brandon describes Steve's history with the contract. "He can hedge two years out to pick a profitable level. Steve's



Steve Debuhr says, "Unless I'm selling out the bin today and unless the basis is really good, I won't do anything but hedge-to-arrive contracts." That's Brandon Demaray's goal: to help every customer find what works best for them.


currently pricing \$1 above market, and he's been known to capture \$2 and \$3 above on the soybean market. He's careful to market with an eye to his rent and fertilizer costs, helping his operation achieve profitability."

"With \$7 corn, most people didn't follow a marketing plan. Now it's important to work with us to put more marketing tools to work. I'd suggest producers investigate a basis-advance contract. They can pick 70% of the price in advance and create cash flow that way," Brandon offers.

After NIACC Steve started trucking, something he did for five years while waiting for his chance to come back

to the farm. "Farming is what I live for; trucking is just a means." All Steve ever wanted to do was farm with Dad. His opportunity came too soon and at a cost, of course, when his father died. These days Steve focuses on the farm and his three kids. They're Kyle, 21, Danika, 9, and Wyatt, 8.

"We do a lot of stuff together. Wyatt and Danika are with me most days in the summer. The kids like four-wheeling and they're in softball and baseball, too, so there are games to attend. They like to help out in the hog building, too. (I have a small nursery.) Spending time with my girlfriend, Jenni, and her kids Christian, 9, and Colton, 4, is another thing we do for fun." ●



It's time to shut down the party in your cornfield.

▶▶ If tough broadleaf weeds like giant ragweed, waterhemp and Palmer amaranth are laughing away at your current corn herbicide, it's time to make a switch. This year load the sprayer with Acuron®, the new corn herbicide from Syngenta. With a brand-new active ingredient that herbicide-resistant weeds have never been up against, Acuron can wipe the nutrient-sucking smiles right off their faces. ◀◀

For more information, visit Acuron-Herbicide.com to get the last laugh or contact: [Viafield](http://Viafield.com) | Contact your local location today!



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Benefits of using nitrapyrin, the active ingredient in N-Serve® have been summarized in a meta-analysis published in 2004 (Wolt). Results were based primarily on published data generated in US corn, but include data from other crops and geographies as well. Conclusions in this analysis were that, on average, use of nitrapyrin resulted in the following positive benefits:

↓ **16%**
decrease
in nitrogen leaching

↓ **51%**
decrease in
greenhouse gas emissions

↑ **28%**
increase in
soil nitrogen retention

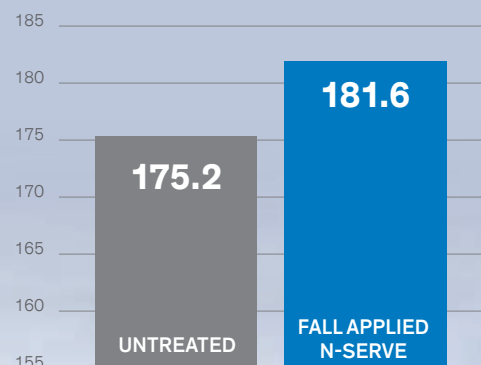
↑ **7%**
increase in
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Fall applications (81 Dow AgroScience field trials)

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Solutions for the Growing World



At the NAPA store in Greene, a jovial Ted Boller announces, "A dollar eighty-one? Charge it to my account." Ted describes himself as a small but steady customer at our NAPA store. He's also a local celebrity since appearing on the "American Pickers" show.



Dan Shreve

NAPA Store Employees to All Viafield Customers: "We Can Have It for You Tomorrow"

Dan Shreve sometimes uses a line borrowed from the reality show "Pawn Stars" to describe traffic at the NAPA store in Greene. "You never know what challenge will walk through the door."

Don't misunderstand. That's the thing Dan likes about his job. "Every day brings something different. Every customer arrives with a different problem. My job is resolving their issues for them."

And he does solve problems, rapidly, often by tapping the extended Viafield employee network to achieve next-day delivery. Work with our NAPA store and you'll soon realize your access to a critical part for your vehicle isn't limited by your distance from Greene. You don't have to stop by Dan's front counter to reap the benefits of his inventory and commitment to service.

Try one of three ways to order from the NAPA store. Naturally, you can call Dan direct. But the first time you work with him, maybe you'd rather go through a local Viafield employee who already knows you. Just put in your order locally, and we'll pass your request along to Dan. As a third option, you can place your order at napaonline.com. (At the top of the NAPA home page, you'll see the My Store icon. Click and change your location to the Greene store. Request delivery in Greene.)

No matter which way you order, Dan will see it gets to your nearest Viafield location—generally the next day. NAPA store employee Teresa Frerichs confirms, "Even if the part isn't in stock, most of the time I can say, 'We can have it for you tomorrow.' We receive freight five days a week."

"If you order by phone or online, we'll send your order to your location with a co-op employee who's headed your way. It's frequently possible someone will deliver your parts directly to your farm, if they're already headed in your direction with fuel, feed or agronomy inputs."

Dan adds, "Since Viafield owns this store, every co-op member already has an account here. Just tell us you want to charge your regular account and immediately capture a discount over retail. On top of that, you're earning patronage on every purchase. That increases your price advantage and strengthens the core of the cooperative you own."

As a 19-year co-op employee, Dan is a strong advocate for all membership advantages. "The cooperative system has been good to me. Before Greene farmers joined Viafield, we built this store on the edge of town in 2009 after flooding damaged our downtown store. We made sure we had room for a substantial inventory."

The store stocks all sorts of parts and accessories for cars, trucks and farm equipment. New customers can expect a full line of lubricants—Valvoline® and Cenex®—and a useful range of automotive performance products. Just ask for what you need and know it's going to reach you fast. ●



*"If you order by phone or online,
we'll send your order to your
location with a co-op employee
who's headed your way."*



**DURING THE HARSH WINTER MONTHS,
HAVING THE RIGHT DIESEL FUEL IN YOUR TANK
MAKES ALL THE DIFFERENCE!**



We know you need to keep your vehicles at their peak performance to keep your operation profitable. Cenex Wintermaster® Winterized Premium Diesel Fuel is the fuel to help you do it. With an operability of -30°F and a cold filter plugging point of -55°F, Cenex Wintermaster is specifically formulated for the demands of diesel powered equipment in the most extreme winter conditions.

Stay ahead of the cold by contacting your Viafield Energy Specialist today or visit our website at www.viafield.com

It is our mission to be the full-service provider of choice, enhancing the success of our customers, team and communities.

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Transitioning to Winter Fuel Couldn't Be Easier



Viafield provides a worry-free switchover procedure to transition your tanks—either AFD monitored or unmonitored—from summer fuel to Cenex® Wintermaster®.

In the first part of November, we begin adding a cold flow improver (CFI) to all of our premium diesel fuels. As a result, you get protection to approximately zero degrees Fahrenheit for an additional two cents per gallon. You can be assured your fuel will be good to well below freezing for an inexpensive cost.



If you are a monitored AFD customer who wants even more protection—to subzero temperatures—ask us to put a hold on your fuel tank. The hold will stop deliveries until your tank reaches your desired fuel level. Once you've drained the tank to your preferred level, notify Viafield energy. We will then switch the product in your tank to Wintermaster clear or dyed, and we will deliver as many gallons of winter fuel as you need. Just keep in mind it may take a few days to receive a fuel order once your tank is taken off hold.

Communication from our monitored AFD customers is key to performing a seamless winter fuel transition. When the weather warms up, we'll automatically switch your fuel tank back to summer fuel unless we are notified of a different preference.



The Viafield energy team appreciates your fuel business. We are doing everything we can to make things as easy and hassle free as possible. Please have a safe and successful harvest. ●

Hands Down, a Great Hands-On Internship!

"I believe we give interns a well-rounded experience," says Anne Benning, human resources team leader. "We help students make discoveries about what area of agriculture truly interests them."

The process starts with an orientation day attended by the Viafield senior leadership and their internship advisors. "Interns describe what they hope to accomplish during their time with us and we make the effort to offer an experience that fits. They see the co-op can provide opportunities

to work in more than one of our locations, giving them the chance to understand the relationship between our agronomy, grain, feed and energy operations."

And yes, Anne reports, "We've had success hiring former interns after graduation. Interns are eager to return because they felt appreciated and we are part of their communities. It is important we stay connected throughout the internship and after."

At the end of the program, interns use video clip and stories of their customer interactions to summarize their experience for the senior leadership and their advisors who worked directly with them. These presentations help Anne gauge the internship program's success. "We want to make sure they walk away with more than they expected. We hope they learn how to interact with people, how to organize their day... valuable life skills for the remainder of their college careers and beyond."

"I'd recommend a Viafield internship because..."



Phillip Kleve

"You won't waste your time at Viafield. Take in everything you can because it's all useful."

Phillip is an Iowa State University sophomore from Clermont with double majors in agronomy and animal science. He had previously checked fields with his dad, so he was no stranger to scouting. What was new for him was actually helping create and share recommendations based on his observations. "I watched the agronomists building customer trust by backing up advice with results."

with agronomy before interning, but I like it! I've been pretty involved in a test plot and I really enjoyed taking care of it."



Madi Boehm

"A Viafield internship is the right starting point for a freshman because it's a really welcoming environment." An Iowa State sophomore from Elgin,

Madi decided to major in agronomy her second year in high school. "During a field trip to Monsanto® headquarters in St. Louis I decided agronomy would be a cool thing to get involved with." Given her interest in the science, it's not surprising Madi lists plot days and the Forage Genetics International seminar among her favorite events of summer 2016.

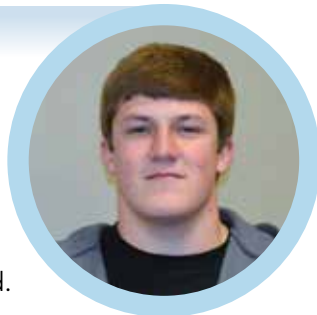
Lincoln Johansen

"This is a very good organization, so I gained valuable experience. An internship at Viafield would be a knowledge-filled experience for you." Lincoln completed his second Viafield internship and chose agronomy both times. The Iowa State junior from West Union worked with hogs and at a dairy through high school. "I didn't have experience



AJ (Austin) Staudt

"I'd give fellow students a description of all the things I got to do and ask if that's the sort of experience they'd like," explains this ISU ag business sophomore who grew up on a farm near Floyd. "I went out with our agronomists





who talked with farmers about insect, disease and weed pressure. It was about listening before offering post-emerge product advice. Seeing how those discussions unfold was valuable."

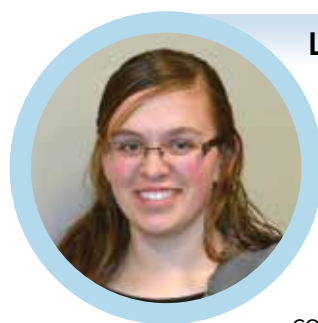
"It's great knowing things I'm learning in school will actually help me in life," says Nic Weigle.



Connor Kuhlemeier

"An internship should allow you to follow different people around—spread the wealth. If two agronomists had different approaches, I gained the advantage of knowing both techniques." A senior at ISU, Connor

majors in ag studies with an animal science emphasis. "Other summers I helped Dad on the farm near Rudd, but I thought it would be good to work for someone else. I had the chance to sit down with farmers and tell them what I was seeing in their fields."



Lydia Boyd

"Anne Benning says Viafield is like a family. I found that really is true! Team members help each other do the things that help the co-op. This internship helped me find my passion." Lydia grew up in the co-op system. (Her mother, Laura, is accounting team leader in the Charles

City office.) In the course of her internship, the NIACC sophomore also sampled projects in marketing and human relations. "I'll value the people skills I learned by watching those who are good at it. I can see how things I learned in the classroom apply."

Zach Mitchell

"I had a great experience at Viafield! Everyone was interested in helping me learn." Charles City native Zach rode with the feed sales team and learned about communicating with farmers. "You have to let them know you're there for their benefit—not just trying to be a salesman." In his wrap-up presentation, the Iowa State ag business major explained what he learned from each team member and what he discovered while working with customers.



Nic Weigle

"I can't come up with one person who I didn't have a lot of fun with this summer. Viafield team members will help you learn as much as you're interested in knowing." This third-year Iowa State agronomy major from Osage especially appreciated talking with farmers. "I traveled with John Julseth from the Northwood location. He's really good at what he does and allowed me to see the real-world, hands-on aspect of everything I did over the summer. It's great knowing things I'm learning in school will actually help me in life!" ●





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connections

Read about our new
agronomy facility.
... **Page 5.**

The Talk

We could tell you your pigs will gain more efficiently, but 3.9 pounds per pig says it better. We know that a strong start can result in a strong finish. In fact, every 1-pound difference at weaning can support a nearly 4-pound heavier pig at finishing. The Progress to Profit™ Program is your wean-to-finish feeding solution, promoting consistent transitions and providing benefits in each phase. With over 16 proven swine nutrition products that span each stage of production from pre-wean to finish, you have the option to select the products that work best for your operation. Our research shows that these tried-and-true products work even better when used together.¹



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¹Summation of Purina Animal Nutrition trials: PS1041, PS1025, WF006, WF007 and FT142N-15.

The Walk

