



GRAIN DIVISION Ben Buie

The January USDA report was considered bearish with the final corn yield at a record high 176.6 bushels per acre. Total production was 14.604 billion bushels. December 1 corn stocks were also at a record high 12.516 billion bushels. All of these numbers exceeded expectations and rallies will be difficult to sustain this spring with the large supply of corn available in the US and worldwide.

The January USDA report for beans pegged the final soybean yield at 49.1 bushels per acre and total production was 4.392 billion bushels and December 1 soybean stocks were 3.157 billion bushels. These numbers were slightly below expectations, but the primary focus for the bean market right now is South American weather. There are some concerns about dryness in Ar-

gentina and we should start seeing early harvest in Brazil soon.

On farm grain, stocks are at very high levels again this year. As temperatures and humidity increase this spring, please take the time to check on the condition of grain stored in your bins.

The news that has everyone in the grain industry buzzing right now is the tax bill. As it stands today, it appears that farmers could potentially see a 20 percent tax deduction for grain sales that are made through co-ops that they are a member of. Private grain companies are fighting this provision very hard, so I hesitate to speculate on the future of this component of the new tax law. I advise all of our producers to speak with their tax professional on how the new tax laws will affect them.

Thank you for your patronage and I hope everyone has safe and successful planting this spring.

CALL TO MEMBERSHIP STOCK

This is meant as a reminder for stockholders of E.C.I. about their equity in the co-op.

The first issue that needs to be addressed is that it is the responsibility of the stockholders to keep the co-op informed of the membership status. This means that if there is any change in ownership, estate, address changes, individual vs. partnerships or corporations, etc., in your stock, you must inform E.C.I. of these changes.

Second, if the stockholder is a partnership, corporation or the like, we must know the individual percentage of ownerships of these entities to be able to revolve the equity out of these entities to individuals. We must also know the ages of the individuals, as the co-op has been revolving equity on age.

Several years ago the Iowa Legislature passed an amendment to the 499 Cooperative Code that gave the opportunity to have what they called, "The look through clause". This allows co-ops to revolve equity to individuals that are members of a legal entity, when they become of age or if for some reason leave the partnership or corporation.

As I have stated before, when E.C.I. is profitable, the Board of Directors and management are passionate about revolving older equity. To do this, we must have the most accurate information available. Please contact us if you have any questions about your status as a member/stockholder.

- Joe Murphy



SAFETY Roger Ohrt

Greetings! My name is Roger Ohrt. I have been married to my wife Lisa for forty years. We have two adult sons, Zach and his wife Stacey, and their children, Zoey, Carter, Sydney; and Tyler and his life partner Danielle. I have been an ECI Co-op employee for twenty years, in the feed division doing sales and, for the last few years, filling the role of Safe Quality Food Practitioner, overseeing the Safe Feed/Safe Food program in an effort to meet the government mandated Food Safety and Modernization Act (FSMA). Recently, I took on the role of ECI Co-op's Safety Manager. I will be responsible for overseeing the Co-op's safety program, answering directly to Randy Carlholm. I will continue my role as SQF Practitioner and continue working with a few patrons with their feed needs. I look forward to working with our employee group training and coaching creating a culture of safety. My goal is to make ECI Co-op one of the safest places to be in the Cedar Valley. Whether or not you are an ECI employee conducting work activities or an ECI patron delivering grain or picking up products, it is all of our roles to watch out for each other's safety. We want all of our employees following their work shift to be able to return home safely to their families with all their fingers and toes so they can return to work and serve our patrons. Likewise, we want all of our patrons, following your visit to an ECI Co-op location, to return safely to your families with all of your fingers and toes. I will watch out for your safety; will you watch out for my safety?

ECI Treasure Hunt

Below is a list that 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.

Daryl Andersen	Arizona	Irene Kubik	
E. Balko	Hudson	Roy Layne	
Alan Brase	Waterloo	Donald Lynn	Kansas
Gary Berryman		Doris Magee	
William Calvert Estate	Jesup	Lloyd Mether	Maquoketa, Iowa
Dennis Dirks		Dale Miller	Dexter, Minnesota
Manford Dismore		Warren Miller	Dunkerton
Michael Douglas		David Mitchell	
Robert Eckstrom		Charles Napoli	
Mrs Ivadel Eyestone	Cedar Falls	Northrup Enterprise	Waverly
Ralph Farris	Independence	Irwin Quale	
V.L. Fink	Kearney, Missouri	Kent Quinn	Waterloo
Dale Willard Fitzpatrick		Jeanne Rotton	
Merrill Fortune	Waterloo	Peter Ruiz	Lake City
Mrs. John Frerichs		Arnie Sell	Buena Vista, Ar
John Gartley	Madison, Wisconsin	Allan Shaw	Cedar Falls
Donald Hamer	Waterloo	Dr. David Shields	
Russell Hamer	Waterloo	Tom Spragg	
Elvin Hansen Jr		Bert Trost	Waterloo
Vernon Haurum	Cedar Falls	Kevin Tucker	
Dennis Hearn		Jeffrey Wallin	Grapevine, Texas
Royal Holbrook		Edgar Wassam	Hudson, Iowa
Ross Howard Johnson		Bob Witchey-Miwi Hogs	
Jon Kaiser		Zaph, Dan	Chillicothe, Ill



Introducing:

John Stoakes



John Stoakes graduated from Iowa State with a degree in Agricultural Studies. He started his career with Pioneer Hi-bred, at the parent corn facility in Johnston. He continued his employment at Dysart Pioneer where he worked his way up to eventually become Field Operations Manager. For the last two years, John has been selling Pioneer seed in Keystone, Iowa. John has a wife, Dawn, who teaches at Union Community Schools, and two boys, ages 4 and 1.

You can reach John at (319) 240-4800.

Ellen Westhoff



"Hello! My name is Ellen Westhoff and I am going to be the Hudson Sales Representative starting March of 2018. I started here at ECIC in May of 2017 as a sales trainee. I spent time with our grain, feed, agronomy and energy divisions and was given the opportunity to learn about the products we sell and what we have to offer.

As a sales representative, I will be out and about meeting our members and customers, learning their product needs, and helping them with questions they might have.

"A little bit about me... I grew up in Ankeny most of my life and got interested in Agriculture by spending many summers at my grandparent's farm just outside of Carroll. I went to college at Kirkwood Community College in Cedar Rapids. I graduated May 2017 with a degree in Agriculture Production Management as well as Agriculture Business. In my free time, I enjoy riding horses, barrel racing, leather working, and spending time with family and friends.

"In addition to Hudson's office number, I can be reached at (641) 919-9675."

Jordan Hagedon



"Hello, my name is Jordan Hagedon. I started with ECI Co-op in January of 2017 as an operations trainee. Over the past year I have had the opportunity to gain experience in every division, at all of our locations. Starting this March I will begin my new role as the location manager for our Hudson location. As the location manager, my main focus will be on providing outstanding customer service to our members by incorporating our core values into everyday work.

"I grew up north of Ottumwa, Iowa and attended Pekin High School. Throughout high school and college I had the opportunity to work for local farmers, as well as various cooperatives, which sparked my interest in agriculture. I attended Iowa State University and graduated in December of 2016 with a degree in Agricultural Business. During my four years at Iowa State, I was fortunate enough to meet the woman I now call my wife and moved to her hometown area to pursue a career at ECI Co-op. In my spare time, I enjoy working on my in-laws' family farm north of Traer, hunting, fishing and cheering on Iowa State athletics!

"If I can assist you, please call me at (319) 430-7936."

Ben Drake



"Hi I am Ben Drake and I work out of the Hudson Ag Center in Agronomy Sales. I have a degree from Iowa State University in Agronomy. I have worked in the ag retail world for 15 years, starting out right out of college in operations at a grain and agronomy location, working my way up to sales and location management. I look forward to working with ECI customers in seeing what we at ECI can do to help your operation be profitable and sustainable in the future.

"Please don't hesitate to contact me at (319) 931-9872."

Patrick Tajaran



"Hello, my name is Patrick Tajaran and I am the new energy salesman with East Central Iowa Cooperative. I was raised in Volga, Iowa and attended Central Community High School. I live in Waterloo, Iowa with my wife, Ashley, and two sons, Tatum and Rhett. I joined the East Central Iowa Co-op Team in September of 2017 as a refined fuels driver. Prior to East Central Iowa Cooperative, I was a custom applicator in Northeast Iowa.

"I look forward to building strong relationships and providing excellent service to the customers of East Central Iowa Cooperative. Feel free to give me a call if you need any assistance with your refined fuel or propane needs at (319) 240-8500."

Rod Berry



"I have been with the ECI full time since September of 2007 working in Hudson that harvest then moving to La Porte City to help there until June of 2008.

"After the flood in 2008 I went to help clean up flood damage at the old Cedar Falls location. In December of 2008, I took over as Operations Manager of the Waterloo grain location. Before coming to ECI, I had been a Computer Technician since 1983. Working with City, County, State, and Federal government agencies, as well as other businesses, to bring computer technology to them.

"I live in Cedar Falls with my fiancée Jodi and our daughter Emma. Hobbies include shooting pool, building things from reclaimed pallets, and maintaining our swimming pool during the summer months. I also have four grown kids from a previous marriage and six grandkids. When I have free time I enjoy watching the Kansas City Royals during baseball season and the Kansas City Chiefs during football season.

"I look forward to being back in La Porte City to assist our farmers from that area again. To contact me please call (319) 231-0410."

New Services Offered!

Online Bill Pay

We are now offering Online bill pay. You can pay your Statement or Budget payment online through FarmerData. If interested please call Judy or Loretta at the Hudson Office, (319) 988-3257. They can get you the forms and instructions needed.

Electronic Statements

You can go to FarmerData and register to receive an e-mail when your monthly statement is ready to view online. This would eliminate you getting a paper statement via the Postal Service. Call Judy or Loretta at the Hudson Office 319-988-3257 for more information.

CFA® Financing Options

ECI offers a flexible financing program in conjunction with the Cooperative Finance Association (CFA®). This program offers convenient point-of-sale financing for all applicable co-op purchases including seed, chemical, fertilizer and application services at a competitive interest rate. Check with your local sales agronomist on additional interest rate terms that may be offered from time-to-time for special product promotions.

Non-revolving lines of credit are available up to \$350,000 with a simple 2-page application. Non-revolving lines greater than \$350,000 are available with additional financial information.

Loan program benefits:

- Simple application with quick approval.
 - Competitive variable interest rates.
 - Loan maturity dates available to match your marketing plan.
 - ECI becomes your one-stop shop for input purchases and input financing.
- See your local ECI location for additional details and to complete an application.

For more information on CFA® go to: <http://cfafs.com/>

ECI proudly provides



Diesel Exhaust Fluid

2.5 gallon containers or bulk quantities available
For more information contact Patrick Tajaran
Energy Center - 319-240-8500

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Branded Feeds

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 Branded Products

