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From The Manager



By
Scott Dubbelde

Annual Meeting/ Picnic Fun

We are excited to be able to host an FCE Annual Meeting and Picnic this year. It will be held on Tuesday, June 22nd

at the Hanley Falls Museum grounds. In case of a storm we will hold the festivities the next day on June 23rd. Watch our website or call us if the weather is questionable.

We will have tents, tables and chairs set up for the picnic and social. We have lined up three food trucks to serve you a variety of offerings. Root beer and water will also be available. The Yellow Medicine County Soybean Growers will be serving mini donuts for dessert. The food trucks will be serving from 4 PM to 6:30 PM and the meeting will start at 7 PM. Our 2019 and 2020 audits will be presented by Jacob Holm from Carlson SV. Please bring the 2019 audit that we mailed out if you'd like to follow along as Jacob goes over this. This Picnic will also serve as our 2021 Customer Appreciation Event. We will likely resume our Pork Chop Suppers in 2022. We hope that you can attend and socialize in an outdoor setting with your FCE Employees/Directors and your Neighbors.

All FCE Location Offices are open for visits. We will follow the CDC Guidelines and the State of Minnesota Law. Having open offices is an important step in getting back to normal. Just please be respectful if you don't feel good and have had exposure to a contagious person. This is really just common sense no matter what the illness. I can't wait to see you in person and see your smiling faces.

The Board of Directors hired Land O' Lakes to help them with the process of hiring a new General Manager for FCE when I retire. Gene Traxler from LOL has been a trusted advisor for FCE for many years now and is leading the placement efforts. Gene knows our Cooperative very well and will do great in tandem with your FCE Board to select the new Manager. We will keep you posted on the progress of their efforts.

The project in Echo is going great. Bill Doyscher is leading the charge for FCE and is doing a bang up job handling issues when they arise. So far we are on schedule and on budget... and we expect this will continue. This facility is going to be a great upgrade to FCE's grain handling systems and we can't wait to see what the new setup will do.

We look forward to seeing all of you on June 22nd!

**Open House Retirement
Recognition for Dan Grengs.
To be held on Friday, July 2nd
from 1-4:30pm at the Taunton
Elevator.
Come congratulate Dan on his
41 years of loyal service to FCE.**

Availabilities this Spring.

We have a lot of things going on at the Feed Mill! Chicken season is here and we are fully stocked with all our bagged feeds for laying birds and meat birds. FCE has 50lb bags of our 23% Medicated Starter, 20% Broiler Mix, and 16% Egg Layer mix. We are seeing some shortages of ingredients from manufacturers which is making it more difficult to acquire. To accommodate this, the Mill is switching from MHA to DL-Methionine, which comes with a higher inclusion rate but is available. DL-Methionine and MHA are similar products and should not cause any issues with livestock becoming stagnate. The Feed Mill is doing everything we can to get ahead of any shortages that may come our way. If you have any questions on ingredient shortages, please call us. We are staying informed by communicating closely with manufacturers to keep our information on ingredients as up-to-date as possible.

I also want to welcome Sam Judovsky to the FCE team. She is the new Bookkeeper here at the Cottonwood Feed Mill. With her past experience and abilities, she is a great addition to our staff!

By
Zach Giese
Feedmill
Manager



Built to Work.

These are exciting times at your coop's Grain Department. Retirements, new hires, re-hires, Covid restrictions, Echo construction, price rallies and corrections, margin calls, overhauls, and lots of short hauls. I hope we can all look back on 2020/2021 and grin. I know I will and here is why. By the time you read this your coop will have all 4 bunkers picked up, cleaned up and shipped. That's approximately 5.3 million bushels of grain picked up 1 bucket full at a time stopping only for a few Saturdays and almost all Sundays. FCE's team has worked hard keeping grain in condition and moving. Even through nights with trains arriving at less than ideal times yet making room for further deliveries. From the farm, FCE truck elevators and further reclaim of bunkers grain has moved freely, swiftly, and on-time. In short your coop and its Employee Team is running like a well-oiled and finely tuned machine doing what it is built to do, that is move a massive amount of grain quickly and efficiently.

I do not need to rehash the challenges of the 2019 crop yet there is a stark contrast to the 2020 crop. It has been a breath of fresh air after eeking by in 2019 on Test Weight and Foreign Material constraints not to mention the overall lack of bushel. In 2020 the patron owner of FCE grew a solid and sound crop of beans and corn. It has been "fun" to handle and ship 2020's crops. So far 2021 planting has us well positioned for similar growing conditions.

Looking ahead we have lots of uncertainty in the growing season left. Looks so far to be a decent start but the corn

and beans and wheat are a long ways from a bin. Our goal at FCE like every year is to be well positioned to handle your crops. The variable here is what kind of a crop is your coop going to handle? So there is a little uncertainty for your coop as well regarding old crop grain. Nevertheless, with these inverses in the market, should they persist (and I am guessing they will) be certain all the grain at your coop will be priced and sold prior to First Notice day of any inverse. The markets job is to value your grain according to demand and for when. Your coops job is to listen to the market and ship it as needed.

The modernizing project in Echo will be yet another great and valuable addition to your coop and a much needed one. With over scale truck load outs and a rail bulk weight system Russ will be busy in Echo. The change in speed at Echo will be a welcomed challenge.

Marketing meeting will be held in late June so stay tuned for details there. Your Coops Annual Meeting will be held June 22nd barring any bad weather. Make sure to read Zacks article on Feed and Lauras article on marketing. This marketing year still has challenges ahead. Call with questions and thank you for your business!

By
Ben Hedtke
*Grain Department
Manager*



Navigating Markets.

The past few months have kept us on our toes as the grain markets take a bumpy ride. I know it can be difficult to sell right now, especially with the market sell off, so let's go over some things that we do know.

1. Old crop beans- Bean basis; it was really good, until it wasn't. Processors' basis jumped lower in the last 10 days and feel like they have their cover for the next few weeks. This could straighten out come end of June but it is hard to say at this point. In October, soybeans were about \$9.80. Most producers are down to their last few thousand of bushels and are reluctant to let it go. However, the bins have done their job. If you are hesitant to sell what's left, consider selling and buying a call. Expensive? Some are, but it protects your downside.

2. New Crop Beans- Stocks are tight and our seasonal weather is just getting started, however if you are severely undersold, I'd highly consider putting something on the books. Right now, planting progress is ahead of schedule and weather is looking good. On the export side, for 21/22 crop China has purchased 44% (113.9 million bushels) of the total U.S. new crop sales thus far. However, it is reported that China cut back their rations of meal for their hog herd but it is hard to say what their actual numbers are because of how tight-lipped the country is.

3. New Crop Corn- Export sales are going off like fireworks for corn. The week of May 13th alone the U.S. had 159.9 million bushels reported which brings total new crop commitments up to 627.6 million bushels. That is unusually high for this

time of the year but we'll take it! And yes, a lot of that is China-they are currently projected to take 41% of their total corn imports from the States. Ethanol grind is getting back to levels pre-March 2020 and margins are good. Planting for the U.S. is ahead of schedule and emergence is also ahead of average. We don't usually see December corn highs in May, but it is so difficult to say at this point.

4. December 22 corn-Patron interest has picked up for HTA corn contracts. We've been floating around the \$5 mark and while I'm not saying to sell 50% of your '22 production at this point, I think it's definitely something to consider. I think the main thing is to get to a comfortable level and don't worry about hitting the top, for new and old crop.

The Annual Meeting may look a little bit different this year, but I know I'm looking forward to the food trucks and mini donuts! Hope to see you there!

By
Laura Ruble
*Grain
Merchandiser*



Change is normal.

Throughout the pandemic change has been a constant. When there were no other choices left, we were forced to change. This was and is true in our personal and professional lives. FCE's list of Values references the need to accept change as a normal part of business. If there has ever been a time to realize the weight of this statement it is now.

The "new" normal does not mean all is lost, and many a philosopher or historian has said that if we don't learn from our mistakes we are doomed to repeat them. Normal now becomes the path forward. Our purpose at FCE has not changed and we remain a steadfast believer that by doing what we do and doing it well FCE is here to support and serve our patrons. There are many different ways that can be done, but the object is always to do the best possible job we can for you. Change is on the horizon at FCE and in agriculture as a whole. Political wrangling, no matter what side you pick, has now become more important than doing the right thing. Or the smart thing, for that matter. Change for the sake of change will seldom yield the results that are wanted or expected. This is why FCE will continue to remain a constant, consistent partner for you and your operations.

In the past I referenced a study that FCE was part of that we could use for long term planning. One of the outcomes of the study and the observations given to FCE was that volatility in our business would increase. Even more important than that was that the velocity at which those changes would happen would become incrementally faster. This is what we see in the grain markets today. The speculative side of the market has more capacity to move the market than the

fundamental side. The natural hedger (producer, elevator, etc.) cannot and should not try to "out think" this market. Just realize that as long as the commodity markets are tied to a price mechanism like delivery, we can continue to watch signals and make good sound decisions. If you followed the GameStop and Reddit news stories, I urge you to learn the difference between that market and commodities markets. With nothing backing the positions that investors took in GameStop, there is no fundamental side. It is pure speculation. That is not what FCE does and you can be sure we won't change to doing business that way.

Be sure to join us for the Annual Meeting on June 22nd. A unique gathering is planned and I hope to see you all there.

By
Bill Doyscher
*Assistant
General Manager*



Bill Doyscher
riskmanager@mvtvwireless.com

Managing Heat Stress in Cattle

Thermo-comfort zones vary greatly for beef cattle. Younger animals have a narrower comfort zone of between 45 and 80 degrees while feedlot cattle and mature cows can tolerate temperatures from subzero to 75 degrees. Even with these extremes, once the temperature gets above 90 degrees, cattle begin to suffer. This is especially true when humidity is high and wind speeds are low.

Here are a few ideas to get in place before you have a heat emergency. 1.) Have ample water available for your animals. If you have to, add tanks to the pens to fill as needed. 2.) Avoid handling your animals during the heat of the day. 3.) Change your feeding patterns. Feed 60 percent of your feed after peak ambient temperatures. 4.) Make plans for emergency water. 5.) Improve airflow in pens. Move cattle away from windbreaks, build mounds in open pens, open shades and install fans in barns. 6.)

Provide shade if possible. 7.) Control biting flies. 8.) Hold intakes and move cattle to a lower NEg diet until heat abates.

Managing heat stress starts before a major heat event. Remember, during a heat wave, the first calm wind can be the most lethal. If you have limited resources, focus on cattle that are most susceptible including black hided cattle, sick cattle, and newly arrived high stress cattle. To get maximum benefit from your plan, you will need to anticipate and plan ahead.

By
Beth Feller
*Livestock
Specialist*



Hello from the Seed Department.

We got off to a cold spring and not much moisture. Some crop is laying in dry dirt and some has received good moisture. It all depends on where the land was located. A lot of good numbers of corn were planted, including these:

4188vt2 3735vt2 3575

Hopefully as you are picking rock, you'll be able to see your stand count, or see if you have some problems with emergence. Most of all FCE seed beans went out as E3 beans with a few Extend and Liberty.

Thank you for your seed business. It is always good buying from a company you own.

Have a wonderful summer!

By
Steve Fry
*Seed Team
Leader*



**Farmers Cooperative
Elevator Company**

1972 510th Street

Hanley Falls, MN 56245

Temp-Return Service Requested

ANNUAL MEETING

Tuesday, June 22nd

(storm date June 23rd. Watch our website or call if the weather is questionable)

Minnesota Machinery Museum grounds in Hanley Falls

3 Food Trucks serving from 4:00-6:30pm

Meeting begins at 7:00pm

The business meeting begins at 7:00pm. We will review last years operations at FCE. The 2019 & 2020 Audits will be presented. Dividend and Equity retirement checks were mailed last March and the Director elections were conducted by mail ballot. You must be present to be eligible to win a door prize.

FCE Marketing Meetings Thursday, June 24th, 2021

Presented by Advanced Trading Inc.

Check the website for locations & time