

FARMING today

REMSSEN

FARMERS  COOP



Jared Ehrp
General Manager

An uncommonly cold and icy spring led to a delayed planting season throughout the Midwest with April looking like a seasonable version of January. One report I read recently said that April 17 set a new record for the most rainfall in the state of Iowa in a single day since 1961 as several areas in Central Iowa received up to six inches of rainfall.

Looking back, we're thankful for fieldwork done last fall with record setting anhydrous application and a very good amount of P & K applied. In fact, Remsen Farmers Cooperative Company did as much anhydrous work last fall as the entire previous year. We continue to upgrade our equipment and recently purchased two trailers for dry fertilizer that we'll use to tend to sprayers as we continue to become more efficient in the field.

The March 28 USDA report came as a surprise to many as the FDA summarized our grain position with a much higher supply than anticipated. This led to a tough day of trading and a substantial drop on the board in prices. The numbers assume an increase in fall production as areas across the country are hopeful that relief from widespread drought is near.

From gold to crude oil, the commodity markets have taken a downturn across the board. New reports indicate that demand for oil will peak before we reach peak oil production. This is inverted from the original assumption that demand would peak before production and is currently reflected by softer prices at the pump.

Locally, we've been receiving very good moisture in April albeit snow rather than rain. We still have much for which to give thanks as our drought monitor condition has been moved from extreme to severe.

The fine employees at Remsen Farmers Cooperative Company continue to prove their expertise as they work with patrons across our trade area. We've welcomed Doug Baade as our new Feed Division Manager. Doug brings a wealth of cooperative experience and an extensive knowledge of beef, pork, and grain. We are excited to have Doug join our team as we continue reaching out to serve you.

Have a safe and productive spring.

www.remsencoop.com

Scouting Is Critical

AGRONOMY today



Todd Ellensohn
Agronomy

With the wild weather that we have seen this spring, things have moved along at a much slower pace. Getting three to four inches of snow and having an ice storm was unexpected, to say the least in the latter part of April. It will be interesting to see what the rest of the year will be like, but with every curveball that Mother Nature throws at us, it becomes increasingly

important to scout our fields from early in the season all the way into September. Last year, the extreme heat led to spider mites. Different weather will lead to different needs in the field and that is why we need to be cautious of our weather and surroundings going forward.

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To help fill the scouting needs that we will have with the unknowns of the weather, we have hired an intern for the summer and we're working on filling another agronomist position in order to better serve you. We will scout for weeds, insects, and diseases

so that we can diagnose a treatment of fungicides, herbicides, and insecticides in order to take a proactive approach to managing your field.

When we get into post planting, it will be important to remember to use a rotation of chemicals so that the land does not build up a resistance to certain families of chemicals. Grabbing chemicals from different families to treat the same problem is important. This will help differentiate the chemistry families and help growers avoid spending 40-50 dollars an acre on herbicides because of weed resistance. Contact us today as this issue becomes increasingly complex. We will talk through chemical families and ensure dollars are being spent wisely.

Another solution that many growers are returning to is liquid side dressing. The school of thought behind this is to spoon feed the nitrogen for a gradual application over the entire growing season. This helps counter the effects of denitrification, leaching, and volatilization. Multiple studies have recently shown at least a five bushel/acre increase due to later nitrogen applications. The market continues to push companies like BASF, DuPont, Syngenta, and others to innovate; currently, they are experimenting with fungicide application not only to corn at tassel, but in another effort to extend plant health throughout the entire season by spraying corn around the V-5 growth stage. If you are in the field spraying for weeds, you can also throw in the fungicide to save a trip through the field. Plant health has taken on merit in the soybean market, spraying soybeans in the R-3 growth stage.

Please contact us with any questions and make sure your fields are being properly scouted throughout the growing season to ensure optimum yields.



The Changing World

MARKETS today



Lanny Hustedt
Grain

Every year is different. With our current cold temperatures, rain and snow, we will not plant early like we did in 2012. I expect that October 10 would be a more anticipated harvest date this year as opposed to the September 10 date that we saw last year. Having to wait that extra month could prove to be somewhat difficult when considering that our short crop from last year

will have to last a total of 13 months. However, the October 10 date is realistic as only five percent of the corn is planted in the U.S. as of April 29. Last year, 49 percent of corn had been planted at this time and our five year average sits at 31 percent planted.

On March 28, the government quarterly report turned the grain markets upside down. With the anticipated outlook of a shorter supply, there was a big surprise when the report found an additional 387 million bushels of corn and 70 million bushels of beans. It will be interesting to see what the next report on May 10 shows.

The soybean market has a different concern with a potential shortage. Exports for the year have almost reached the previous years' production, and we have 20 weeks left before a new crop will be available for sale.

The government's projected record high of 97.3 million acres of corn to be planted this year could prove to be interesting, to say the least. The increases are expected in North Dakota; 500,000 acres, and

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Minnesota; 250,000 acres. When they find the time to plant is the biggest question considering they tend to have a shorter season regardless of the unique spring weather we are experiencing.

Twenty years ago, the U.S. was charged with the provision of 84 percent of the corn exports. That number is down to just 23 percent now with the rise of South American production. Last year, the U.S. raised 3.2 billion bushels of beans and 10.7 billion bushels corn. This, when compared to the expected output of the Brazilian economy of three billion bushels of beans and three billion bushels of corn this coming year shows how the South American economy has grown incredibly in recent years. The South American countries of Brazil, Argentina, Paraguay, Uruguay, and Bolivia are experiencing a six to eight percent growth rate in their exports as well.

The H7N9 bird flu in China has caught the attention of traders and is causing some real concerns about meat demand there. Nearly 100 cases have been reported and they are being transmitted from human to human. It is still unknown how it gets moved around, but either way, the Chinese are staying away from poultry and pork as they are unsure of what is safe to eat.

Finally, we have free price later until September 5, 2013. Please call or stop by with any questions.

Increasing the Bottom Line

BEEF today



Anthony Schueller
Beef Specialist

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The first two things that need to come to mind are bunk management and feeding amounts. There are two ways money is left on the table: if we feed too much or if we don't feed enough. We also need to be concerned with bunk space. A lot of guys find they have more cattle than bunk space, which all too often leads to a larger problem as calves are not able to get to the bunk and aren't taking in enough feed. This problem goes straight to the bottom line and directly impacts break-evens.

Today we seem to be asking ourselves if this cattle market can or will straighten out. We find ourselves saying that the live cattle prices are just not high enough. With the current feed costs and feeder cattle prices, that is a true statement; however, with those three out of our control, we need to look at ways we can be more efficient to keep more money in our pockets.

Pen conditions are another huge factor in efficiencies. Cattle that expend too much energy working to get to the bunks to eat and drink will show a drop in performance. Anytime the cattle have to work to get to the bunks, the feed becomes less appealing. I know that hauling dirt out to the field with a manure spreader is not fun, but we need to have clean and comfortable pen conditions for optimum cattle growth.

Another way to stretch your dollar is to monitor cattle over their last few weeks on the feed yard. If they are performing well and seeing gains, we can hang on to them, but feed conversions are important to check because they will directly affect your bottom line. Remsen Farmers Cooperative Company can help track this for you, so call us today to take advantage of this opportunity.

Cattle projections that consider current feed costs, diets, and other inputs have gone from optional in a soft market to a must in the current tight market. A few phone calls can go a long way to increase your productivity and return on investment as you consider the opportunity available in the cattle. Our feed team is constantly working with cattle producers to help achieve profitable margins with cattle. We are very knowledgeable and excited to have an opportunity to work with producers throughout Northwest Iowa. If you have any questions on cattle feeding or feeds, please feel free to call me or anyone at Remsen Farmers Cooperative Company and we will be more than happy to answer any questions.





Pit Pumping Safety & UltraCare®

SWINE today



Troy Smit
Swine Specialist

New products for pigs are abundant in recent months and many of them appear to have great potential. When starting off pigs, one of the most important things is to show gains as fast as possible. UltraCare® is a new product from Land O' Lakes that offers superior intake, optimal gains, gut integrity and function.

The new product is an all-around great way to get better feed efficiency, better

performance, and better nutrition.

The bottom line is that pigs love the new UltraCare® starter feed. We have seen great results from the use of this product through our customer base and we have only just begun use of it. Previously, we had fantastic results on the original program, but now they have added benefits of palatability, feed efficiency, and nursery exit weights.

Purina has done a number of feeding trials comparing the original UltraCare® products to the new UltraCare® pig starter feed products and have seen significant benefits in growth stages.

They have shown 15 percent greater feed intake, 24.3 percent great early gain, 11.8 percent enhanced

early feed efficiency and a 2.7 pound greater nursery exit weight at 50 days of age. These new products can make impressive contributions to your bottom line as they increase the performance and growth of the pigs.

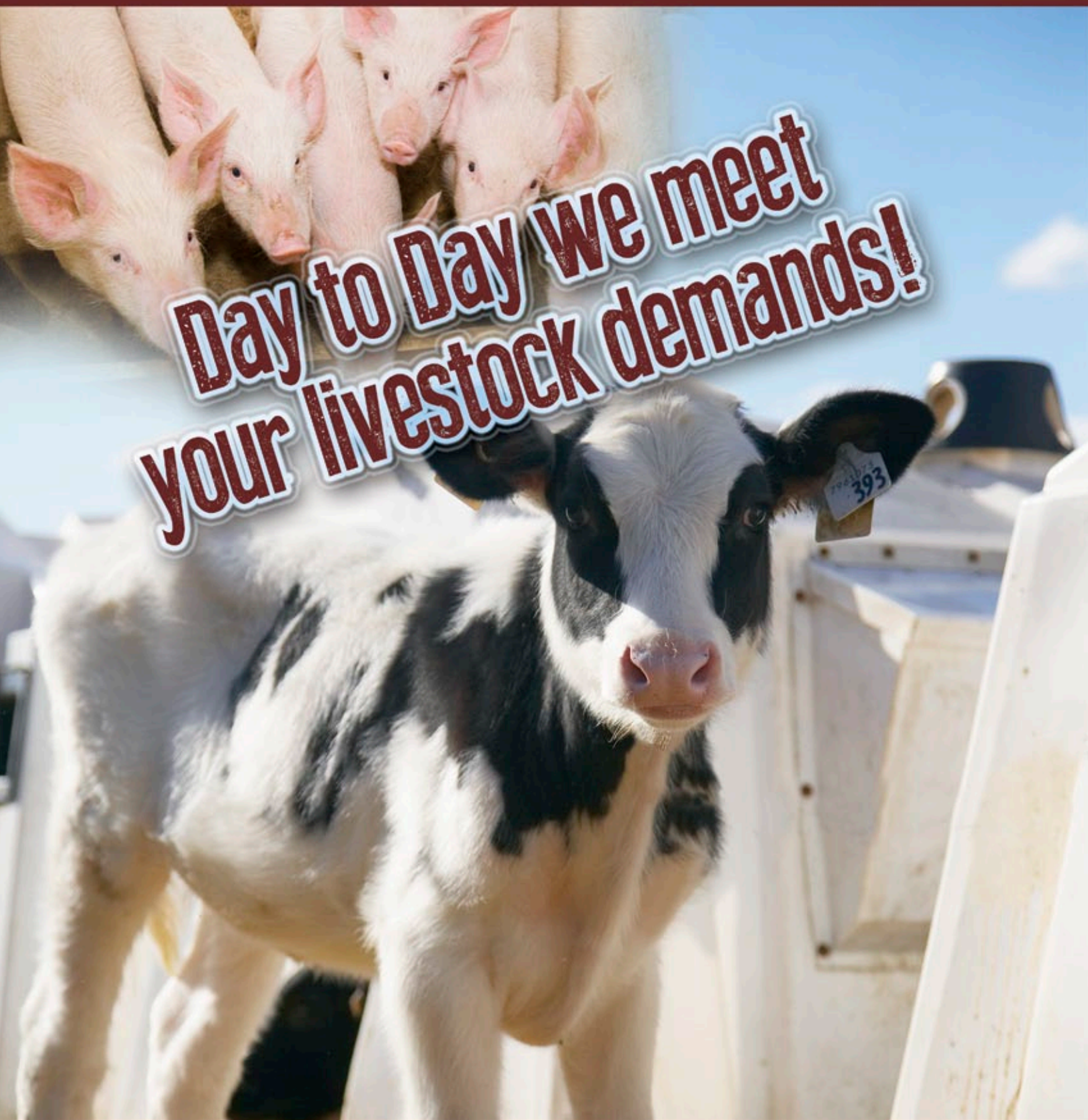
I would like to take the time to talk about Pit Pumping Safety Guidelines. Here are a few tips to stay safe on the farm:

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1. Make sure that fans are running and that the curtains are properly adjusted to ensure proper ventilation
2. NEVER enter a building that is being pumped as the hydrogen sulfite in the manure can have deadly consequences
3. Two people should always be at the site during the pumping and have a copy of the emergency action plan and emergency contact information for the site

If you have any questions regarding pit pumping safety, please call. Remsen Farmers Cooperative Company values you and your family and we'll do everything we can do ensure safety on your farm.





**Day to Day we meet
your livestock demands!**

More than a Feed Department

FEED today



Doug Baade
Feed Division Manager

It is a great opportunity to be working as the Feed Division Manager for Remsen Farmers Cooperative Company. This is a special community where everyone looks after each other and puts in an honest day's work. I'm a lifelong farmer from the West Bend, IA area and I've had the privilege of working in the coop system for many years with leadership positions

in feed, swine, and beef.

Our Feed Department is here to meet the day to day demands of your operation, but we strive to go beyond your daily needs and work to be your partner who is ready to serve with growth plans, building capabilities, and risk management services. We'll be putting together producer meetings over the next months to keep you up to date on the latest trends and advancements in the feed industry. Remsen Farmers Cooperative Company is more than a feed supplier; we are your business partner.

We have two new opportunities that are gaining traction locally. Pig Vista is an opportunity for local investors to be active in the swine market while leveraging the risk appropriately and passing on the day to day responsibility to our team. We are also beginning to work with dairies and providing them with liquid feed solutions. This is an area of great potential growth

that Anthony Schueller is spearheading and we're very excited. If you've appreciated our feed service, please be sure to contact us and see how we might take your dairy operations to the next level.

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We're positioning ourselves on the bottom of this cattle and hog cycle and anticipating cheaper inputs and better markets will come our way, but we must be able to find success regardless of the situation. The feed department is putting a lot of time into risk management in order to respond to a volatile market. There are times when opportunity is ripe and there are times that are premature. It's important to continually hit singles and doubles in this market rather than continually swinging for the fences. The days of locking in \$20-\$30 per head are not here, but we need to keep pushing a profit when it is available.

I have had the opportunity to meet several patrons and I am looking forward to working alongside many others as we move forward. Please do not hesitate to call or drop by to discuss the variety of goods and services the feed department has to offer your operation. We are here to serve!

The Best Growing Season Begins with Remsen Farmers Coop



■ www.remsencoop.com ■

Address Service Requested

Remsen, IA 51050

PO Box 260

6 South Washington St.

