

FARMING

today

REMSSEN
FARMERS COOP



Another dry fall season led to a swift harvest followed by a very productive season for fall agronomy work. The dry weather we encountered from late summer set the stage for minimal, yet short wait times as we were able to utilize up to six different sites to dump corn at the coop.

Dry weather also contributed to several field fires fed by the continuous high winds. The quantity of fires across the area meant that local fire departments were out in full force. Remsen Farmers Cooperative Company was able to assist in fighting several fires by keeping our 16 ton water trucks full and following the direction of the fire department. Two combines were saved by this collaborative effort. We are very thankful to have skilled local individuals who are constantly ready to drop everything and serve the needs of the community. *Thank you local firemen!*

Remsen Farmers Cooperative Company was not immune to problems this fall either. In fact, our bean flat suffered a failure of three of the I-beams supporting the north wall of the flat. This compromised the integrity of the wall and led to a severe bowing of the wall at an angle greater than it was designed to handle. A dangerous situation was quickly salvaged by the swift action of our well-trained employees who saved the wall by removing 70,000 bushels of beans and clearing the way to fix the beams.

Remsen Farmers Cooperative Company continues to invest in practical solutions to meet the changing agricultural needs of our patrons. This spring you can expect to see improved agronomy equipment which allows us to take advantage of micro-ingredient technology and variable rate application. We've also enjoyed growth in the swine division offering several solid investment opportunities for patrons.

The Ag sector has enjoyed steady and continued growth and looks to maintain that posture for the foreseeable future. I, as well as our staff, feel very fortunate to be part of a proactive and growing sector of the world economy. We look forward to continuing our service to our local farming community.



Jared Ehrp
General Manager



New Equipment, Technology, New Records!

AGRONOMY today



Todd Ellensohn
Agronomy

With spring quickly approaching, Remsen Farmers Cooperative Company is running on all cylinders readying for the annual spring push. We've made equipment a priority this winter and invested in ten more double running gears, four of which have completely new tanks. This spring we will use eighteen complete double tanks, making us more efficient than ever. The Terra Gator multiplier equipped with the micronutrient bin is

ready for spring work. The multiplier allows the use of four products with variable rate resulting in a very quick payoff for customers. We've heard you ask for increased equipment and we've listened. We will continue to push advancements as we all strive to hit that 300 bushel per acre mark.

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There are several things to consider as you ready your operation for spring. One that is the topic of many agronomic discussions is the use of pre-emergence herbicides. Right now, I'd estimate that 60 percent to 70 percent of our growers are using pre-emergents on corn and about 20 percent to 30 percent on soybeans. This use reduces post trips of glyphosate (PowerMax, Abundit,

Cornerstone) or glufosinate (Ignite, Liberty). Using multiple modes of action early on in the growing season costs more up front, but gives growers the edge they need to start clean and stay clean. As weeds continue to develop resistance to traditional methods, it's imperative not to cut corners, but to boost yields with clean fields.

Northwest Iowa farming offers plenty of variables that are beyond our control making it imperative to take control of all of the variables that we can. Nutri-Solutions is a tissue testing system that allows growers to see nutrient levels of their crop as quickly as five days after the samples are taken. This gives growers an in season report card on crops and can also be used to determine which micronutrients to use during post spraying around the V-5 to V8 growth stage. Micronutrients and macronutrients provide the main essentials of a developing plant and affect stalk strength, ear development, kernel size, and grain quality.

This past fall, Northwest Iowa recorded low subsoil moisture in comparison to previous growing seasons, which has many growers considering decreasing planting populations. There are several factors growers must consider before making that decision, the first of which is hybrid selection. Each hybrid has the ability to perform when given the right environment, but there are certain hybrids that can't perform at lower population levels, while others perform better in dryer conditions and can handle lower populations. Adequate fertility is a must in dry conditions as it provides the plants with proper nutrients to avoid additional stress if the season is dryer. Making the decision to drop population counts could benefit certain hybrids, but will cap potential for others. In the event that moisture does pick up and we see timely rains, it is important that populations don't limit top end yields.

Spring is fast approaching. Take time to sit back and consider the big picture by ensuring adequate nutrient levels and making use of a very good pre-emergent to maximize the efficiency of the nutrients.

Start Clean and Stay Clean!

New Grain Policies

MARKETS today



Lanny Hustedt
Grain

The topic of conversation most of the winter has been the mild weather, but when spring rolls around there's some concern when talking about the soil moisture. A 200 bushel corn crop takes 20 to 25 inches of moisture. Currently, we're sitting at a moisture profile of four compared to the typical 10 to 12 inches we normally see this time of year. 30 percent of Iowa, Southern Minnesota and the Dako-

tas are in a severe drought according to the last drought monitor. We have a lot of catching up to do.

The South American production is going to be less than the trade this year; we are looking at 119 million metric tons of beans compared to last year when they produced 132.5 million metric tons of soybeans. Corn production is estimated to be 81 million metric tons compared to 80 million last year and that's with an increase in corn acres planted. The other wild card is also on the Chinese demand on corn. It's projected as meat production increases in that country, the need for corn imports will as well. Their society is calling for meat in their diets and the Chinese government tends to be inaccurate on their total production of grain.

Remsen Farmers Cooperative Company has made some adjustments in our grain policy recently. First, we will be averaging soybeans up to 15.0 percent moisture, and secondly, we will average corn up to 15.5

percent. Corn coming in below 13 will be called 13.0 percent moisture. This is all in an effort to be as user friendly as possible. We are also currently offering free price later on grain brought in through September 3. Remember, the grain that's still in your bins it too valuable to allow to deteriorate, so be sure to check your bins.

The USDA's grain stocks report and planning report will come out on March 30. February's first official planting intention reported corn acres at 94 million and soybean planting at 75 million acres. I wouldn't be surprised if the new numbers show slightly increased corn acres and fewer soybeans being projected.

Finally, let's pray for timely rains and have a SAFE spring.



Check Your Bins!

Tracking Efficiencies

BEEF today



Anthony Schueller
Beef Specialist

Today's markets demand efficiency. It is essential to operate at the highest level of production while carefully tracking feed intake and other input costs. These record keeping efforts, along with switching balanced rations on a timely basis are some of the best ways to keep up to date with current breakevens. As we know all too well, today's unpredictable markets and weather have an evolving effect on breakevens. To stay up to date with all of

these variables, it's helpful to have your cattle on Feedlot Vision. Tracking your cattle will show feed usage that will be used to calculate how the cattle are converting feed into muscle. This practice allows us to accurately monitor the performance of your cattle, which in turn shows cattle performance based on environments, feed, and current breakevens. Ultimately, this practice will help with the execution of strategic marketing decisions.

Remsen Farmers Cooperative Company is here to assist your cattle operations in any way possible with rations, tracking, and providing for all of your feed needs. For those receiving cattle in the near future, we are offering a special on our Ranchers Choice Stress Tubs along with our Ranchers Choice 30 percent Protein Tubs. Stress Tubs are an excellent way to give your incoming cattle the nutrients that are needed to deal with the stresses that the cattle have due

to shipping. The 30 percent protein tubs are an outstanding method to supplement protein into diets as needed. Remember, for every six tubs purchased, the seventh tub is free.

Since beginning work with the Remsen Farmers Cooperative Company in late January, I have had the opportunity to meet several of you, but there are many that I haven't had the chance to meet. I'd like to take this opportunity to introduce myself. I currently live with my wife in my hometown of Primghar, Iowa, where I was raised on the family farm working with a cow herd and raising hogs.

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I attended Iowa Lakes Community College and South Dakota State University for Agriculture Production and worked as a truck driver at Farmers Coop Company of Paullina, Granville, and Hospers until graduation. It wasn't long before I moved into a role as Beef Production Specialist. My wife and I later started a trucking company, but I missed the beef production business and soon followed my passion to Remsen. I am very proud to be a part of the Remsen Farmers Cooperative Company team, and I am looking forward to working with you and assisting in your cattle operation in any way I can. For any questions regarding your cattle operation, please don't hesitate to call anytime at 712-229-9932.



Investment Opportunities; Vitamin D Deficiency

SWINE today



Troy Smit
Swine Specialist

There are several investment opportunities that Remsen Farmers Cooperative Company is providing with the new swine programs we are offering. There are two distinctive programs we offer and each has its own set of benefits. Our open system gives an investor the opportunity to own pigs on a short term basis and usually operates from feeder to finish.

Our closed system allows investors to make a long

term commitment with a consistent flow of pigs at a set price. Typically, this investment carries a life of two years.

The swine industry is currently devoting a lot of time and research to the Vitamin D deficiency in hogs. At first, many believed that the move from outdoor pens to indoor confinements was to blame as the hogs no longer had consistent access to the sun. However, more research has shown that this is clearly not the only issue. The fact is sows are birthing more pigs, which means that the Vitamin D from the sow is being distributed among more heads. Even with an open pen, the hogs would still be Vitamin D deficient. We have responded to this problem with a new product called Wean D, which is an oral Vitamin D booster. Local herds using Wean D have seen less signs of lameness and stiff joints.

Another product we've introduced to producer programs is Eco Care Feeds. This is a vita pack that is added to the feed made at Remsen Farmers Cooperative Company. Benefits of Eco Care Feeds include; increased rate of gain and feed efficiency along with several manure benefits including color, consistency, decreased fly populations, and pumping benefits.

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I've enjoyed working at Remsen Farmers Cooperative Company since January of 2011. I grew up in Hull where my family operates a freight business, but I fell in love with agriculture at a young age after showing pigs. After being very active in agriculture in my younger years, I went on to study Ag Business at Iowa State University. My wife Katelyn and I have a two year old son, Lincoln, who keeps us very busy. I deeply appreciate the loyal customer base here, and I look forward to continuing to build on relationships with both our team and our patrons. I appreciate your business.





Hands Down the Best Feed Division Around

**Balanced Nutrients...
Maximum growth!**

Swine Business Grows

FEED today



Jason Smit

Feed Department Manager

The feed department has seen several changes in recent months. Our swine business continues to grow. In order to meet the increased demand from our customers, we implemented changes to our staff.

Troy Smit, a swine sales representative, moved from a part time role to a full time position this year. Several of you have already had the opportunity to work with Troy on varying hog projects this past year. Anthony Schueller, another new

addition to our office, will be working as our full time beef specialist. Anthony brings a wealth of experience to our department. If you want to learn more about our feeding programs, need assistance with tracking, or are looking for general recommendations for your operation, give Anthony a call today to take your business to the next level.

There have been numerous activities and exciting progress of late in the swine world at Remsen Farmers Cooperative Company. Our staff finished constructing numerous hog systems which are now available; allowing us to assist you with your hog investments and contract options, swine ownership, and new building opportunities. We've been able to make the investment into hogs available to anyone with low entry barrier and limited risk while our experts handle daily operations and logistics of the program. Turn by turn investments has been most popular to date, which has resulted in an increase of 10,000 pigs a year over the last six months.

We are working diligently to offer additional opportunities to you by partnering with our experts to increase your bottom line. We have a plant at our mill that only creates wet mixes, also known as molasses mixes. For producers with calves, sheep, etc., the old roller mill works to specifically address molasses base mixes. This provides a high quality product for our producers while reducing




the potential for drug interactions with swine feeds. Please visit with anyone in the feed sales department for more information and to begin impacting your bottom line today.

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■ Aerial View of the Remsen Farmers Cooperative ■

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