

FARMING TODAY



JARED EHRP
General Manager

Happy Holidays! Everyone at Remsen Farmers Coop is grateful that another safe harvest has come and gone. We started out by having a terrific year end. The Company made \$300,000 locally and over \$700,000 with regional patronage included. The Board of Directors voted to return \$200,000 in cash and place \$460,000 in member's equity. That comes out to almost six cents per bushel on grain sold to the Coop. This kind of financial success is the result of hardworking, knowledgeable employees and patrons that continue to support the Remsen Coop.

We are just settling down around here from a very busy and abnormally long harvest. Beans started to come in the last part of September, before we experienced several days of rain. We began thinking that this was eerily similar to the dreaded 2009 harvest, where putting beans through grain dryers was a common practice at several Coops. But then, in the second week of October, the weather cleared and harvest resumed. The lack of moisture during the summer did have a lasting impact on the beans, but it was a different story on corn. Once harvest was well on its way, many producers reported

better corn yields than last year. Upper 50- to low 60-pound test weights were common, at 18% moisture which aided yield. Inventories of both corn and beans were lower than last year by the end of September, allowing us to keep everything under roof. The corn was wetter this year over last, with an average incoming moisture of 18.1% versus 17.5% last year.

The agricultural sector continues to struggle with low cash prices. These prices look to stay low, primarily because of abundant US and world grain stocks.

Several years of record world grain production has put many other countries in a position to compete with the US as exporters. The economic environment that we find ourselves in has had effects on almost every sector of business that deals with agriculture. With that being said, it is more important than ever to take advantage of rallies in the market. There are still opportunities and it is sometimes necessary to market grain in ways that you may never have before. We are always ready to answer any questions you may have about grain marketing.

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More than ever, our employees are the key to the Coop's success. Many hours were put in this harvest season by everyone here, and all were done safely. I also want to thank the Board for their continued support. Last, but certainly not least, I'd like to thank the patrons of the Coop. Without your support, our achievements would not be possible. We strive to bring the best products and services to our producers. Merry Christmas to you all!

IT'S ALL RELATED



LANNY HUSTEDT
Grain Merchandiser

AN OVERVIEW OF THE WORLD CORN MARKET

Every year is different. WOW, we had a good Fall! Everyone was surprised with our yields. For Iowa, it was the third best bean yield ever, and for corn, it was the second best yield ever. We sure didn't see these kinds of yields coming on August 1.

On the grain front, beans are trying to work higher. The funds like to play with bean futures. The funds are watching South American weather with the LaNina developing in the Pacific. This favors a drier Argentina, but a more normal Brazil moisture pattern. With the drier pattern, bean planting has slowed down in Argentina and some areas of Brazil.

On the corn side, experts think Brazil will plant 13% less corn acres, because planting of their second corn crop is later than normal. This will help us somewhat on our world export scene.

In this country, early estimates are for us to raise 91 million acres of corn and beans each in 2018. The experts think

we will plant only 45 million acres of wheat, which is down. US wheat prices have been quite poor and the world has plenty of wheat. The Black Sea region is now producing more and more wheat, and holding down world prices. US wheat farmers are looking to plant something else to get more revenue.

At Remsen Farmers Coop, we had a very good Fall take, coming very close to completely filling up. We have been in the process of moving some corn and beans, so we can offer some No Fee Price Later. Watch our website and Facebook for details and announcements of when this will be offered.

Lastly I want to say THANK YOU for your business! Without your support to keep Remsen Farmers Coop alive we would just be one of the locations in a very large coop system, miles away from where decisions are made and prices are dictated, with little input from you.



CONTINUING TO IMPROVE FOR YOU



SCOTT SHIRK
Agronomy Manager

We have a lot of things to be thankful for this year. As you reflect back on the season and remember what went well, and what didn't, you strive to make changes to improve for the upcoming season. At Remsen Farmers Coop it's no different. We strive to make improvements to better serve our patrons.

Just like you, we will continue to reflect on the past and listen to our patrons, to improve for the future, so we can provide the quality service you expect. We take pride in being a single location cooperative in an industry constantly changing. We may not always be the cheapest, but the value of our employees and quality of service makes up for it.

We are very grateful that you partner with us for your seed, fertilizer, and chemical needs this past growing season. We would be happy to visit with you about the different tools to help you manage your farming operation and maximize yield.

Again, thank you for your continued business!

HERE'S AN OVERVIEW OF SOME IMPROVEMENTS WE'VE MADE OVER THE PAST YEAR:

- We purchased a new **Case 4540 air spread with 70 foot booms**, capable of spreading variable rate fertilizer and also cover crops.
 - Our **NH3 facilities** have a completely new look, and it proved to be efficient! We can unload two tankers at the same time, and fill four double-nurse tanks in 18 minutes. It has also been upgraded with new electronic safety shutoffs for the safety of our employees and patrons. Also, with the NH3 facilities, we have added three more NH3 applicators to our fleet.
 - We introduced **MAXIMIZE**, a new program in our precision agronomy department. This program consists of overlaying UAV imagery, grid sampling, and yield data along with crop scouting to help producers make informed decisions to maximize yield. It was in a trial run this past season, and we will continue to make improvements and move forward.
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IT'S THAT TIME OF YEAR AGAIN

Unless you're fortunate enough to be heading south for a few months, you likely don't look forward to winter weather. It can be an inconvenience for anyone, but presents some challenges for those feeding livestock. I have a few reminders to help ensure you have your feed when you need it:

- **Order Early:** To ensure our deliveries remain consistent and timely, we encourage you to place your feed orders as early as possible, and no later than noon the day prior to delivery. In the winter, we can't guarantee you'll get your feed the same day it is ordered. We'll certainly do our best, but some factors are out of our hands.
- **Road Conditions:** Be advised, we do pull feed trucks off the road when conditions get bad enough, so keep us informed of the needs of your operation. (Reminder: Our regular delivery days are Monday-Friday, although weather and/or holidays may force exceptions.)
- **Snow Removal:** We appreciate your diligence in clearing snow from your sites when you know feed is coming. Keep in mind that 18 ton trucks and semis do not turn on a dime, so we appreciate a generous path and room to turn around if necessary.
- **Snow Plows:** If you live on a gravel road, please give us a "heads up" if the plow hasn't been out to clear your road, as feed trucks don't get around very well when empty. You can also give us a contact number when the weather conditions are less than ideal so if we can't get there we can call and let you know.
- **Bin Lids:** Insurance carriers DO NOT allow drivers to climb on bins to open lids, so make sure they are in working order. Be advised that in case of injuries caused by slips/falls from bins, Worker's Compensation insurance goes into effect only after the site owner's insurance coverage.
- **Weather Conditions:** You can stay up to date on current weather conditions, forecasts, and interactive radar on our website, www.remesencoop.com.

Some additional time will also be necessary throughout the winter months to make sure your barn inlets are functioning, pit fans are covered, and cattle yard waterers are open and working.

If you have questions or concerns, don't hesitate to call me at 712.786.5002 (office) or 712.540.7159 (cell).

Wishing you a safe and joyous holiday season!



DOUG BAADE
Feed Division Manager

HEADS UP!

China is working on cleaning up their air pollution, leading to some of their factories closing. Since most of our vitamins used for livestock are manufactured in China, this is effecting availability in some areas as well as rising prices. Also, domestically, there was a fire in a large plant. We haven't noticed any shortages, but prices are going up, and will likely double. The best guess is we won't see relief from this until April.

LIVING MY PASSION



MEGHAN ORR
**Business Development
& Sales Specialist**

As some of you may know, I am the new face at Remsen Farmers Coop. I am excited to be serving the Remsen community as RFC's Business Development and Sales Specialist. I recently graduated from Iowa State University with a major in Agricultural Business and International Agriculture (go Cyclones!). I grew up on a small farm in Northeast Iowa with a beef and swine background. I was active in both 4-H and FFA, which lead me to Iowa State, and my passion for agriculture. In college I was active in many organizations, including Sigma Alpha Professional Agricultural Sorority, Student Alumni Leadership Council, Agricultural Business Club, Block and Bridle, and Alpha Zeta Honorary Agricultural Fraternity. I also worked very hard to get experience through internships before graduating. My first summer I worked for a cooperative in northeast Iowa, doing tissue sampling and some office work. The next summer I had the opportunity to work for Gavilon Grain at their headquarters in Omaha, as a merchandising intern. The following fall semester I worked part-time for ADM at their soybean facility in Des Moines, as a merchandising intern. In the Spring of 2016 I took a semester off and worked for National Pork Producers Council in Washington, D.C. as their international trade

intern. I wrapped up my last summer working for Purina Animal Nutrition as their swine feed intern. In my free time I enjoy kayaking, horseback riding, and spending time with family.

I have had the privilege of meeting many of you already, and I am looking forward to building relationships and meeting the rest of you. In this role I assist both beef and swine producers to meet their production goals. This may mean running profit projections for a group of cattle you are considering purchasing, running break evens for building a hog barn you're considering, putting together rations that help reach your gain and efficiency goals, and much more. As you may be starting to feed new crop forages, it is a good time to get samples of these forages and go over current rations. I truly enjoy working closely with producers to help them achieve their goals, improve production, and assist in any other facet of their business.

Please contact me if you would like to do some forage samples, or talk about current rations and meeting production goals. Don't hesitate to reach out to me with any questions or concerns within your beef or swine business. I would love to work with each and every customer and assist in any way possible!



6 South Washington St. | PO Box 260
Remsen, IA 51050 | PH: 712-786-1134
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A NEW PLAYER



TROY BOETGER
Sales Agronomist

Throughout most of the summer we were dry, and most of us were concerned about how our crop would produce. Coming into the summer we were very wet, and that is what saved us from having an extreme drought. A little August rain sure did tremendously help our yields, by adding some test weight to our corn or filling our bean pods.

Today's technology in the seed industry continues to improve. For instance, as we see our Roundup Ready 2 beans phasing out, and the Xtend beans moving in, that is where most of the new technology is. The

seed companies are extending their focus on the Xtend beans and finding ways for them to be the future of soybeans. As we prepare for this upcoming season, we need to make sure we are choosing the hybrids/traits that best fit our farms.

We are excited to add LG Seeds to our lineup of seed corn and soybeans. Now we have more options available to find the best hybrids for your farm. Croplan, NK, and LG have some outstanding hybrids and traits that can really make a difference.

As we finish up our pre-pay season, don't forget to give us a call with any questions on how our seed performance can help you this upcoming year. We appreciate your business and look forward to many more seasons to come.

