



Coop

GAME PLAN

"PERFECTING THE WINNING COMBINATION!"

110 N. Jefferson • Fredericksburg, Iowa 50630

(800) 562-8389 • www.farmerswin.com

Bremer | Burr Oak | Caledonia | Cresco East | Cresco West | Florenceville/Granger | Fredericksburg (Main Office)
Hawkeye | Houston | Ionia | Jackson Junction | Mabel | Ridgeway | Rushford | Spring Grove | Sumner | Waucoma



Dwane Koch
President,
Board Of Directors

As I am putting my thoughts together for this newsletter, we are getting a warm rain and we all know what comes after that. The mad rush to get our crops planted and it is what we enjoy doing. Please be careful this spring and enjoy the season.

This is the first letter we have put out to our patrons since the fiscal end of 2022. The board of directors stayed the same but with an addition of 2 associate board members. We welcome Tom Feldman from the Cresco area and Ben Blasberg from the Sumner area. They both are a great addition to the board room. Farmers Win had a good year financially. We were able to retire \$1.1 million back to our patrons. The board of directors appreciate the work of our employees and management for making this happen. Also to you for your continued business to support your coop. Ron Cruise our GM has put together a strong leadership team and he has really settled in to the manager position well. Farmers Win has a lot of good things happening.

On March 21-23 the board of directors along with the management team went on a road cruise. Our mission was to visit and tour all of our facilities, (19 stops) to meet with the location managers and employees along with taking a tour of the facilities to see the needs of each. Some of these locations are seasonal while others may carry mostly agronomy or feed, the balance are full service locations. We also were able to see what was working well and areas that may be in need of some upgrading. The challenge of the Coop is the fact that farmers have gotten bigger and faster, while margins for products are the same or smaller. This creates a need for funds to grow our locations to meet your needs. Don't misunderstand me, I, like everyone else like to purchase products as low as possible. It is a balancing act that your board works with to place assets to best meet needs of the entire Farmers Win servicing area. An observation while on our tours was the passion that the employees have about their place of work. For the board we were very pleased to see this and appreciate their commitment to Farmers Win Coop.

As with your own farms, facilities and equipment needs to be fixed, updated and maintained. Farmers Win is continuing to grow in all areas of Agronomy, Feed, Fuel and Grain and this is creating some growing pains of which is challenging and also good for us. The board of directors is working monthly with the management team to make these decisions. We appreciate your business and look forward to continuing to help make the decisions needed that best serve you, our patrons.



Ron Cruise
General Manager

There is an old saying that goes “the only constant we have is change itself” and Farmers Win continues to sort through and minimize changes for our customers that will add profit to your bottom line and accelerate changes that will increase your profitability. We recently completed our six month audit and I’m sure the trends we are seeing are the same you are seeing on your farms. Interest rates, fuel price and the price of repairs is definitely having an impact on Farmers Win’s profitability. We continue to look for ways to be more efficient with our employees, equipment, facilities and inventories. One of the ways to spread out cost and gain efficiency is to continue to look for new opportunities. Farmers Win recently completed the purchase of Sinclair Elevator agronomy business. Sinclair is a privately owned business located a few miles west of Cedar Falls, Iowa that handled NH₃, chemicals and seed. The owners were looking to start a new chapter of their lives and contacted us about purchasing the agronomy business and assets. After getting to know the Sinclair employees and going through the

evaluation process of the agronomy business it became obvious that this was a great opportunity for Farmers Win. The employees and ownership of Sinclair Elevator have a similar culture to Farmers Win and created a profitable business by developing great relationships with their customers and supplying them with needed services. Farmers Win hopes to build on those relationships by growing the products and services. Farmers Win also had an opportunity to increase our investment in the Shell Rock Soybean Processing Plant this year and so the board of directors did vote to purchase a few more shares. As grain yields continue to increase it is critical that Farmers Win is active in investing in ways to use more grain. This also helps diversify your coop from being solely reliant on retail sales to generate revenue.

Our ability to attract and maintain good employees is at the forefront for a lot of decisions we make at Farmers Win, especially in the past 24 months. This year we will have multiple retirements in the coop that will subtract from an already shrinking labor pool. This spring many of you will see some new faces at some of your facilities so please be patient with them as we give them time to learn and gather some experience.



Travis Blockhus
Agronomy Department Manager

Spring is here! Today is Monday, March 27th and dry fertilizer spreading started today. We are hoping NH₃ follows very soon. Every little bit helps. Fertilizer application and planting has started in the Southern US. The river opened a week early. All good things for the up coming season.

Plan ahead! Call in to get your seed picked up or delivered so you have it on hand when you need it. Same goes for your chemicals. It’s never too early to get these things in your shed. Also, it is a good time to review your soil samples and get anything sampled that is due or will be due. This can save some time in the fall when the labs get backed up, especially if you plan to VRT. It is also a good time to meet with your local agronomist one last time and verify your crop plan and go over your field maps.

If you are a customer that utilizes farm drops or comes in to get loads of liquid fertilizer and you can hold any loads please call them in and get them lined up for delivery. All of these we can get out on your farm ahead of time helps tremendously.

Aztec Smartboxes are in very tight supply and our “extra” inventory will be almost non-existent. Please keep this in mind if considering changing acre plans if you are a smartbox user. Another thing to remember is that the State of Iowa changed their cutoff date for spraying Xtend soybeans to June 12th. Farmers Win Coop will not be making any applications of dicamba on soybeans after that date.

Other than that it is business as usual at FWC and we will do our best to give you the service you deserve and have grown accustomed to. Thank you for your business and have a safe spring season.

Welcome to the new FWC Grain Team Members!



Reece Riebel

Grain Originator/Sales Agronomist

Greetings! My name is Reece Riebel, and I am the new Grain Originator/Sales Agronomist for both Rushford and Houston locations. Prior to FWC, I worked for ADM in their fertilizer wholesale department in Minneapolis.

I graduated from Lewiston Altura High School and then attended the University of Minnesota where I earned an Agricultural Business degree. Go Gophs! In my free time I enjoy hunting, fishing, and helping a few local farmers as well as growing my own livestock herd.

I look forward to meeting Coop members and would be happy to assist in any way that I can.

Please call or text me at 507-993-8947 or email me at rriebe1@farmerswin.com



Andrew McIntyre

Logistics and Operations Manager

Hi. My name is Andrew McIntyre, and I am the new logistics and grain operations manager at FWC. My primary responsibilities include working through commodity movements from elevators and farms to the processing terminals. In addition, I oversee and work closely with all third-party commercial carriers. Additional responsibilities include management of grain quality and facility improvements.

I bring with me eight years in the agriculture co-op experience, serving as manager and area operations manager. Prior to that I worked for 12 years in heavy manufacturing and operations management. I have 26 years of military service, serving all over the world and multiple deployments.

My wife and I have one daughter and two sons, and we live in West Union. My hobbies include spending time with family, farming, and military drill activities. I am excited to be part of this great organization and am looking forward to great things in the future!



Jill Bergman

Lead Grain Accountant

I am Jill Bergman, Lead Grain Accountant. I have been with Farmers Win Coop for one year this May. I grew up in Iowa and attended the University of Northern Iowa where I obtained my Bachelors degree. During my time in Cedar Falls I met my husband, who is from the Sumner-Fredericksburg area. We are very proud to be a part of his family's farming operations. I am grateful to be a part of such an amazing community. I look forward to continuing meeting and assisting Farmers Win patrons. I would like to remind all our grain customers the Farmers Win Coop offers direct deposit payments for both elevator and direct delivered grain. Funds are generally available within 48 hours of processing the ACH. We then email you a duplicate check copy and settlement sheet. Please call me at 563-237-5324 to get signed up!



Jerry Keleher
Grain Originator



Amber Decker
Grain Originator



Dale Heimerdinger
Grain Dept. Manager



Maddi Schick
Agronomy/Grain Bookkeeper

The USDA's Prospective Plantings Report was released on Friday, March 31. The March report showed farmers plan to plant more corn than soybeans this year. Reminder – these are only intentions!!

- *Corn: 91.9 million, up 4% from 2022*
- *Soybeans: 87.51 million, up slightly from 2022*
- *USDA also projects 318.1 million acres of principle crops to be planted this year. That is 6 million more acres than in 2022 and nearly 1 million more acres than farmers planted in 2021.*

Iowa farmers surveyed said they plan to plant 200,000 more acres of corn (totaling 13,100,00) while seeing no change in bean acres from last year (10,100,000). Minnesota farmers surveyed said they plan to plant another 350,000 acres of corn (totaling 8,350,000) in addition to another 100,000 acres of soybeans (7,550,000). The market had an initial bullish reaction to the USDA numbers, but has been primarily range bound since then. Weather and planting pace will be the primary focus as we move through the next couple months.

By the time this newsletter hits your mailbox, the USDA will have released another monthly WASDE report. April's report is not generally a market mover, but the market is anticipating lower corn carryout and slightly lower soybean carryout due to tweaks in demand.

Our grain department held grain marketing meetings in Fredericksburg and Mabel on March 15. Guest speakers Ben Peters and Dewey Hull of Advanced Trading Inc. presented on economic factors and marketing strategies. We had a great turnout at both locations and everyone in attendance was excited to hear their professional thoughts on the current market. If you were not able to attend but are interested in hearing about what they had to say, reach out to one of our grain originators and they would be happy to speak with you.

You may have heard the term "Premium Plus" recently used in the market in regards to marketing your grain. We offer comparable, customized contracts to best fit your individual needs. Our goal is to make sure the contract you are using is beneficial to you and that you fully understand all the terms of the agreement. Call us today to discuss!

Did you know you can receive, sign, and return your contracts all via your email?

Signing up for DocuSign provides you the following advantages:

• Online documentation

Copies of your contracts can be saved electronically as they are sent to your email

• More precise customer service

Up-to-date tracking of contracts

*We also offer **direct deposit** for your grain payments. Call us today to get signed up!*



Dan Steege
Energy Department Manager

Oil Analysis: A Blood Test For Your Engine

Analyzing the oil in your engine is like sending your blood to the lab for a test. An engine oil analysis can provide clues about the health of your engine – without any invasive surgery. By analyzing a sample of used engine oil, you can determine the amount of contamination, the wear rates and overall condition of your engine. The real benefit of an oil analysis is that it acts as an early warning system, alerting you to potential problems before they become an equipment failure. An oil analysis isn't for just one kind of driver or one kind of vehicle. The tests benefit all engines, from passenger cars to fleet vehicles to agricultural equipment.

How to Perform an Analysis

First, you'll need to purchase an oil analysis kit, which contains everything you need for analysis. You'll then extract a small sample of used oil from the vehicle and mail this to the lab for testing. LubeScans can be bought for \$30.00 per bottle. This includes postage and all lab fees.

Interpreting Your Results

All LubeScan kits are sent to ALS, a global testing service, for analysis. Technicians will check for elemental metals, including the presence of metals and other elements, such as aluminum, chromium, iron, copper, lead, calcium and more. Knowing the levels of these materials can help you identify wear patterns in a specific part of the engine. High amounts of wear metal usually indicate an abnormal wear or corrosion problem. Technicians will also check for insoluble matter like carbon, fuel and dirt. The insoluble test measures how fast the oil is oxidizing and receiving contaminants, and how effectively the system's oil filtration is functioning. Analysis will measure the oil's viscosity, its alkalinity or acid level and if the proper level of detergents and anti-wear additives are present. If your oil falls out of the range it's supposed to be, the oil could have been overheated and contaminated.

The LubeScan report will detail the results of these tests and provide an overall condition of the sample, ranging from normal to severe. If you've used LubeScan before, the report will include any changes from earlier analysis.

How Analysis Can Save You Money

The benefits of oil analysis go beyond preventative maintenance. If you're considering buying a new car, vehicle, motorcycle, or diesel machinery, an oil analysis can help identify any issues. Oil analysis can help minimize downtime, as well as safely extend drain intervals, meaning less money spent on oil, filters and labor.

***To purchase LubeScans please contact a Farmers Win Coop location.
Please allow 2 weeks for results.***

Have a safe spring!

Danny Steege
Energy Department Manager



Rodney Torgerson
Feed Division Manager

Spring is finally upon us and it is time to get crops planted for our fall harvest. Show animals are getting fed and ready for the upcoming county and state fairs. Beef cows are calving and getting ready to be put on pastures. Dairy farmers are trying to hit weather windows to get the best feed value from their haylage. Always a busy but great time of year.

Last winter we had our beef mineral booking meetings and had great attendance. Customers were able to book Wind and Rain minerals for the year. April is a good time to start getting Altosid in your cows to have it in their systems before going out on pasture. The last couple of years we also have seen a lot of producers start using garlic salt for their salt needs on pastures. From what I am hearing it also helps with fly control. We are currently booking your needs for Rangeland 14% B90 creep pellets and Accuration Range Supplement R130 for your creep feeding needs. Unfortunately, there are no creep feeders available at this time. We checked on prices and the Apache 150 bushel feeders are close to \$5000 which is double from a few years ago. We can still order some, just won't have any on inventory.

Farmers Win has ordered a new bulk truck for Houston that should be here this winter. This one will help us for unloading calf feeds. In the past, during winter the mill legs, pipes and distributors used to get coated with molasses from calf feeds. Now that we have the molasses mixer drop feed directly into the scale then the trucks, our bulk truck augers get coated with molasses and makes them slower to unload and can chew up some of the calf feeds. The new truck has a different unloading system. No augers! The bottom is a conveyor that brings the feed out to a small jump drag that goes into a U shaped paddle conveyor. This conveyor will have plastic on it so that the molasses will not stick to as bad as metal and be easier to clean. This should cut down on fines and speed up unload time.

We continue to improve our efficiencies to keep our costs down to you the producers. The roller mill we added in Houston last year sped up our mixing time so much that we are no longer waiting for ground corn while mixing. This year we added a micro ingredient drag to improve efficiency. The small jump leg going into mixer was old and getting in bad shape. We added a U trough conveyor in mill to get micro ingredients into mixer and cut our dumping of bags, buggies and other ingredients into the mixer. In Cresco West we are looking at using one of the grain legs so both roller mills will not be sharing the same leg. We are grinding a lot more corn out of there and this will speed up that process.

That is some of the updates that we had for the feed department. I wish you all a safe spring planting season and would like to thank you all of you for your business.

*Rod Torgerson
Feed Division Manager*

Hello All. Spring is finally here. The weather has been great for getting a jump on Anhydrous Ammonia season and has allowed the coop to start its spring operations. We have gotten through a busy winter season full of safety meetings, bookings, and equipment preparation at the coop. We are reminded during our safety trainings, the importance of the well-being of some of our greatest assets, our employees and customers. We take the safety of our employees and growers very seriously and want everyone to make it home safely, every single day.

Some ways to help ensure the safety of employees and your families working out in the fields are to:

- 1) Give agriculture implements space on the roads. Most implements are rated to safely go down the roads at 35 miles per hour or less. This speed limit is due to the size of equipment and tire ratings on the equipment. A little patience on the roadways will help prevent unnecessary accidents, injuries, and unnecessary downtime. Be mindful of embargo's on roads and bridges.*
- 2) Get plenty of good rest when you can. Take opportunities during breaks in the weather to catch up on repairs and rest. Remember that reaction times and mental sharpness can diminish with lack of adequate rest.*
- 3) Inspect your equipment regularly. Make sure tires are properly inflated and equipment is in good shape for safe operation on the roads and in the fields. Checking lights on trucks and trailers and implements will help visibility at dawn, dusk or during the night. Ensure loads are strapped down securely.*
- 4) Mind your movements both in equipment and while lifting items or working on equipment. Make sure to get out and stretch every so often to prevent back Issues from riding across rough terrain. Ensure safe lifting practices while handling bags of product or while working on heavy equipment. Remember to wear the proper PPE for the products your are handling or while making repairs in the shops or out in the fields.*
- 5) Scan the fields for rough waterways, washouts, and power lines. When pulling into smaller field driveways, utilize the help of a spotter if available.*

Agriculture is one of the most dangerous industries in this country. Taking the time to stress safety precautions to others working in your operations can save an injury or possibly somebody's life.

Be safe and have a great Spring!

*Jimmy Mitchell
Safety Director*



110 N. Jefferson • Fredericksburg, Iowa 50630

ADDRESS SERVICE REQUESTED

(800) 562-8389 • www.farmerswin.com

GRAIN HAULING

As you are hauling grain, either into a location or direct to the terminal, be sure to communicate your intentions in a timely manner with office staff at our locations about what is to be done with your grain.

With direct to terminal delivered grain, be sure to put your correct information on the tickets which includes Farmers Win Coop plus either producer name or producer number. If you notice something is incorrect with a ticket, please notify the terminal prior to leaving the facility and/or notify your local FWC location. Double checking your tickets ensures that the producer, the hauler, and FWC all get paid in a timely manner.