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## FEED DEPARTMENT

### Rodney Torgerson Feed Department Manager



For those of you who do not know me, my name is Rod Torgerson and I am the new Feed Division Manager of Farmers Win Coop. I am excited about the opportunity to combine the feed divisions of Farmers Win and Farmers Co-op Elevator together. Farmers Win Coop had one part time and two full time LPS's (feed sales people) from Purina and Farmers Elevator had four full time and two part time LPS's from Purina. Farmers Win and Farmers Elevator were both strong in beef and swine nutrition, however, the FCE LPS's, will also bring the strength of dairy, calf, and horse/companion animal nutrition into the mix. The LPS team knows each other and are working well together.

The Houston facility was updated at this time last year and is automated with a texturized tower with additional bulk loadout towers and bulk ingredient towers. With these additions, it has helped to speed up our mixing time and get feed out to our customers in a more efficient manner. It has also cut our cost of production down significantly from last year. The staff at Cresco West has been great to work with and the two mills will work well together to get feed to our customers.

With any merger we will hit our bumps in the road. One of those bumps was getting our computer software programs merged together. We have gotten through the rough patch regarding the software and have a good handle on merging our inventories, products and prices together. We still have some challenges to face but will continue to work our way through them to make sure we can service you, our customers, the best we can.

If you have any questions or concerns please feel free to call me at my office at any time. Thank you for your business.



### Trent Sprecker General Manager

In our recent board planning session, the board members and management spent the better part of two days together mapping a path forward for Farmers Win Coop. One of the things that we achieved was putting together a mission statement for Farmers Win Coop.

After the merger that formed Farmers Win Coop back in 2014 and the recent merger that included the Farmers Coop Elevator locations based in Rushford Minnesota into Farmers Win Coop, the board and management felt that it was time to craft a common mission statement that the board and employees could support.

The mission statement is:

**Our mission is to partner with our member-owners and customers by providing competitive products and professional services.**

The focus of the statement is on being a valued partner with our members and customers. We just finished the annual evaluation process with each of our employees at Farmers Win. We challenged each of the employees by asking two questions that relate to the mission statement.

1. In your current position with Farmers Win Coop, how can you contribute to keeping the products that we sell competitive? Examples; limit expenses, limiting shrink, etc.
2. The second question was, how can you provide more professional customer service? Examples included; keep facilities neat and clean, provide better market information, provide more timely service for deliveries, etc.

Raising the bar going forward for Farmers Win Coop is a goal that the board and employees will work to achieve. Striving to live up to our new mission statement is what we will do going forward. Let me know how we are doing.



**Sarah Amfah**  
Grain Accounting



**Jenny Troyna**  
Grain Accounting

Farmers Win Coop offers direct deposit for your grain checks. Funds are typically available within 48 hours of deposit, depending on your bank's policy. Additionally, we offer e-mail services for contracts, settlements and scale tickets. Scale tickets at FWC can also be sent via text message. If you are interested in any of these services, please visit our website for information found under the APPLICATIONS tab.

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 elevator delivered grain, we have 15 calendar days of open storage before grain is put onto a house receipt. Refer to our current grain policies for more information regarding drying charges, test weight, shrink and other factors relating to grain.

Mobile text updates with grain bids are available by location, and you can receive any number of location alerts that you wish. Standard text messaging rates may apply. If you have signed-up to receive text message updates, please do not resubmit your request to be signed up. As market bids may change, there may be a slight down-time in receiving of text messages; this does not mean you were removed from the message list. Resubmitting your request after you've been signed up may cause for confusion or errors in your alerts. Have a safe and productive spring!

### Meet Justin Brown, Rushford Location Manager

I am honored to be introduced as the new Location Manager in Rushford. Being a local boy from Peterson and growing up in this community, it has been a joy coming back home to work with my neighbors and do my best work for them. I am committed to bringing the best this facility has to offer to the customers here and elsewhere. We will work as a team with other locations to bring the best service possible to our customers. We are committed to having the equipment the customer is asking for and maintaining that equipment. Making this facility the most helpful place to get your farm input questions answered and work completed is our goal. When we remember that the customer is our owner, and make him successful, we will be successful. I look forward to meeting all of you soon.



### FARMERS WIN BOARD OF DIRECTORS CELL PHONE NUMBERS

<b>Brad Darling</b>	President	563-419-2908	<b>Kelvin Rue</b>	563-379-0203
<b>Dwane Koch</b>	Vice President	563-380-1724	<b>Dave Drilling</b>	563-380-3660
<b>Roger DeSloover</b>	Secretary	563-379-8966	<b>James Rediske</b>	507-273-0358
<b>Doug Heintz</b>	Associate	507-450-9614	<b>Loren Schweer</b>	319-415-5945
<b>Randy Hanson</b>		563-379-2224	<b>Jonathan Keune</b>	563-580-7634
<b>Chris Hagedorn</b>		563-920-1397	<b>Scott Bulman</b>	507-450-0873
<b>Steve Oian Jr.</b>		507-251-7955		

## AGRONOMY DEPARTMENT



**Ron Cruise**  
Agronomy Department Manager



**Travis Blockhus**  
Assistant Agronomy Department Manager



**Phil Hill**  
Seed Team Lead

We would like to congratulate two members of the agronomy team on earning their 20-year CCA recognition at this year's Agribusiness Showcase and Conference in Des Moines, Iowa. **Ed Albertson** (top) from our Ridgeway location and **Gary Schmitt** (bottom) from our Jackson Junction location. These are just two of the four CCA's we have at Farmers Win Coop with 20 plus years of service and 8 other CCA's on staff. Congratulations!

We hope everyone is as excited about the NEW Farmers Win Coop as we are. The union of FCE and FWC is one that will be good for our member owners in Northeast Iowa and Southeast Minnesota for years to come. While it is important to grow and change it is also important to stay local and strong and we believe that is exactly what Farmers Win Coop is and will continue to be. We are certain that there will be struggles along the way as the two companies become one. Many things may change, but we are confident that all of them will be overcome and all of them will make the company better. This is an exciting opportunity for the member owners, the company and the employees to be better.

As we will be getting into the spring season in a few weeks it is important to have a crop plan put together. If you haven't done this please contact your local agronomist and set up an appointment to sit down and get your spring plan in place.

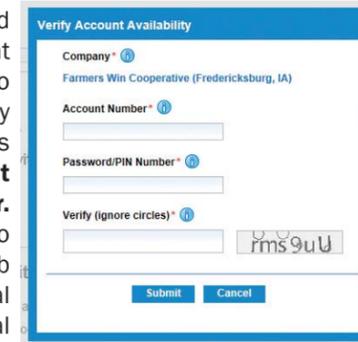
**SEED DELIVERY/PICKUPS!** It helps out tremendously to get seed picked up or delivered as soon as possible. If you are willing to pick up your seed or have us deliver it to you please contact your local agronomist and get those loads scheduled. When weather and road conditions permit we are then able to get those deliveries and pickups made as efficiently as possible. This is very much appreciated.

We look forward to the exciting times ahead for Farmers Win Coop. Have a safe spring season.



### farmerdata Account Access is available

Farmerdata is an option available for all Farmers Win Cooperative members and customers. This option allows for members to have online access to view their account with Farmers Win Coop. Once your Farmerdata account is set up, you will be able to view your patronage and grain activity along with daily transactions. After your monthly statement is generated, you will receive a notification email that your statement is ready to view online. **To get set up for Farmerdata, visit the Farmers Win website at [www.farmerswin.com](http://www.farmerswin.com) and click the **farmerdata** button on the top right corner.** You will need to register as a new user by clicking the "User Registration" option. To properly register, you will need to know your Farmers Win account number and web pin. The web pin is generally the last 4 digits of your social security number or federal ID number. If you have questions signing up with Farmerdata, please call your local co-op.





## Dale Heimerdinger Grain Department Manager

On March 1, 2018 Farmers Win Coop and Farmers Co-op Elevator merged into one company. For grain facilities, your co-op expanded from being in 9 towns to 12 in northeast Iowa and southeast Minnesota. The combined grain storage capacity increased from 12 ½ million bushels to 16 ½ million. The additional company-wide storage space will help with logistics as freight can be shifted around and available in different areas of our trade territory at different times. With our Federal Grain License, we can utilize facilities more efficiently between Minnesota and Iowa. We supply grain to several river terminals,

bean processing plants and ethanol plants. Our two feed mills are also end users for corn. All of our elevator locations can handle wet or dry corn and soybeans. Our services include drying, storage and hauling. In ending, I want to offer a sincere thank you to all of our patrons and employees for their dedication as we have transitioned to Farmers Win Coop

*Dale Heimerdinger, Grain Department Manager*

GRAIN DEPARTMENT



## Jessi Sorensen Grain Merchandiser

Farmers Win Coop offers a wide range of contracting alternatives. These include Forward Contracts, Futures Only Contracts, Basis Only Contracts, Minimum Price Contracts, Averaging Contracts and Offer Contracts.

**Futures Only Contracts** are designed to lock in the futures price. It is then up to you to set basis for the appropriate delivery time frame. This contract should be used when the producer is fully satisfied with the futures price level, but not ready to finalize the basis which sets the delivery timeframe and delivery

location. The first roll is free. We will not roll past the current crop year.

**Basis Contract.** This contract locks in basis for a certain delivery location and timeframe. Once the futures are locked in the contract will be complete. This contract should be used when the producer is fully satisfied with the basis but is not ready to finalize the futures.

**Minimum Price Contract.** This contract goes along with a basic purchase contract, but at the same time you purchase a call option, which acts like insurance. The minimum price is established by subtracting the call option premium from the purchase contract price. This allows you to lock in a floor, but still able to capture the upside of the market to improve your net price. Thanks for your patronage.

*Thanks, Jessi Sorensen, Grain Merchandiser*



## Dan Steege Energy Department Manager

### B20 MANDATED IN MINNESOTA DIESEL FUEL

In 2002, the Minnesota legislature passed a law requiring that diesel sold in Minnesota contain at least 2% biodiesel (B2). The law was implemented on September 29th, 2005, with a few exceptions for certain engines including: railroad locomotives, off-road taconite, copper mining equipment, and heating equipment located at nuclear power plants.

Currently, 10% biodiesel (B10) is required to be blended with #2 diesel fuel from April 1 to September 30 each year, with the blend lowered to 5% biodiesel (B5) for the colder months of October through March. Implementation of the B10

mandate was delayed until July 1, 2014 due to inadequate blending infrastructure in the southwestern part of the state, and inadequate regulatory protocol for Minnesota Weights and Measures enforcement. Both of those obstacles were determined to have been overcome in the summer of 2013, and B10 was implemented in 2014. It is estimated that the state's B10/B5 requirement replaces over 65 million gallons of diesel fuel with domestic, renewable biodiesel—and Minnesota's 63 million gallons of biodiesel production capacity cover almost all of that demand.

The statute now reads that the mandate will move to 2% biodiesel (B20) on May 1, 2018. According to the state statute, the requirements for B10 and B20 are only to be effective during the summer months (April through September). In winter,

#### Quick Guide for Minnesota Biodiesel Mandate:

**April 1st, 2018 – April 30th, 2018 = 10% Biodiesel (B10)**  
(Please note: this is the last month at the 10% level)

**May 1st, 2018 – September 30th, 2018 = 20% Biodiesel (B20)**

**October 1st, 2018 – April 30th, 2019 = 5% Biodiesel (B5)**

ENERGY DEPARTMENT

### 6 TIPS FOR STAYING SAFE DURING PLANTING SEASON

In the hustle and bustle of planting, it can be incredibly easy to overlook safety risks. The United Soybean Board and University of Illinois offer six quick tips for staying safe this planting season.

1. Be aware of your transportation risks and make sure your farm vehicles are visible. Some tractors have flashing lights, extremity markings or slow-moving vehicle signs. If yours doesn't, be sure to pick up a high-visibility sticker or sign to let drivers know you're there.

2. Read herbicide, pesticide, fungicide and seed labels. Following precautions about wearing long sleeves, using a dust mask or protecting your eyes can save you from injury. Keep extra labels handy or snap a picture with your phone for quick reference.

3. Keep your equipment in good shape. Mid-planting mechanical work could open you up to risks from the heavy machinery. Double-check equipment before you get into the field.

4. Store fuel properly. Keep it away from the shed to reduce the chance of fire and explosion.

5. Don't forget about eating and sleeping. You will likely be spending long hours in the field, and skipping meals and sleep can decrease your reaction time and awareness. The Center for Disease Control and Prevention says the average person needs between seven and nine hours of sleep nightly.

6. Watch out for children on or around equipment. If a child is with you in the cab, make sure he or she is wearing a seat belt. Teach children to stay a safe distance from moving tractors and other farm equipment.

By Sonja Begemann, Farm Journal, Seeds and Crop Production Editor