



*Tomorrow's Vision Today*



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### Who Will Tell Our Story?

As crops rapidly mature and we move toward harvest, we've put the dog days of summer behind us. If you are involved in production agriculture, however, you may feel like you are stuck right in the middle of those days. While some input costs have improved, items such as land rent have been slow to follow. Also, the price producers are receiving for their commodities has not risen to the levels necessary for solid profitability. Hence the dog days of production agriculture.

In my 30-plus years of tenure in production agriculture, we have seen these cycles many times. However, I believe that without increased commodity prices, the next couple of years could be the most stressful we in agriculture have experienced in a very long time. We all need to remember that when producers are stressed, that stress ripples all the way down to main street.

Now, many of you may say, "This is old news, we already know that." While that is true, my point is that less than 2% of the U.S. population truly understands agriculture. A recent study stated that only 1.8% of the people in our country have a connection with production agriculture, or even any concept of what it entails. Less than 30 years ago, more than 50% of the population had some relationship with production agriculture. They might not all have been producers, but they were aunts and uncles or cousins that understood the

process and could relate to current conditions.

On top of this, fewer than 1.4% of our elected officials in Washington, D.C. have any connection to production agriculture—yet they are making all the policy decisions impacting the ag industry. Today's producers use less land, less water, less crop nutrients and less crop protection products than in the previous decades. Yet you produce more commodities than ever before in the history of mankind. This is why it is so important for anyone and everyone involved in agriculture to tell our story with pride.

There was a vote on GMO labeling recently that passed the House and Senate, and it's awaiting the President's signature. This legislation would not have passed without continued support from the country. The environment in Washington, D.C. is not necessarily what is best for production agriculture, but decisions are made based on how many calls and letters they receive from their constituents. It really is just that simple—they operate on a numbers tally system.

So please send an email, text or letter, or call your elected leaders. If we don't take the time to control the destiny of production agriculture, those who get their information from an internet blog will.)



By Dave Andresen  
Chief Executive Officer

## Gearing Up for Grain Handling



By Eric Medhaug  
Forman Location Manager



By Jim Gallagher  
Grain Operations Manager

Crews are making good progress on our new rail loadout in Forman. We expect the work to be done in September. When completed, the project will feature an 80,000-bushel-per-hour loadout, side-by-side 1,000-bushel pits and a faster reclaim system to handle incoming loads from our satellite elevators, a new transfer system and a legal-for-trade track scale.

As part of the project, we're also upgrading our track capacity to handle 20 cars in the switch instead of 14. Currently, we load 105-car units, but we now have the capability to hold 115 cars and the roadbed is in place to increase that to 135 as needed.

This has been the kind of summer where that extra capacity will come in handy. We've been taking in a lot of grain the past few weeks, to the point we can barely get a train loaded before we're full again. It's a good problem to have. Fortunately, the railroad has been providing excellent service and getting us a train every week when we had initially scheduled one every other week.

### Waiting for the combines

The three to five inches of rain many in our area received just before tasseling could not have come at a better time. The heat that followed gave the crop a tremendous boost.

Our markets also received that unexpected boost

in early summer, and many of you took advantage of the rally (hence all the grain we've taken in). The basis managed to hang in there through the drama of Brexit and end-of-quarter profit-taking, resulting in fairly good cash demand. The market is still digesting the USDA's latest large yield projections for both corn and soybeans.

China is still hungry for beans and Brazil has had some problems, so soybean export demand remains solid. As we move toward harvest, we'll be watching to see how these crops finish up and what the yield monitors have to say. )



## Fueling Up for Harvest



By Darren Medhaug  
Energy Manager

The energy complex has literally been a roller coaster since the January lows. We have seen some big rallies as well as quite a few sell-offs, which have presented some good buying opportunities for your fall fuel needs. If you have not filled up your tank, I believe this is time to get that done. Demand for harvest fuel usually causes prices to rise.

On another harvest-related note, if your

grain dryer needs to be serviced before harvest (or during) call our head service technician, Jim Lefor at 605-209-0023. He can service virtually any grain dryer on the farm. Don't wait, as his list for pre-season inspections is getting longer.

Finally, I'd like to talk about our fall oil delivery. We'll be making our deliveries at the end of October and beginning of November. We will be offering the

Cenex® Gift Cards for Gallons program November through March of next year. If you take more than 120 gallons of oil, we will give you a \$50 gift card.

Football is here and that means fall isn't far behind. Thanks for your business during this fiscal year. I hope everyone has a good harvest, and please don't hesitate to call with any questions. )

## Getting Ready for Veterinary Feed Directives



By McKenzie Chambers  
Livestock Production Specialist

I know this is a topic we have been discussing as I see you in the country, but as we draw closer to the end of the year, I'd like to fill you in on a few more facts and regulations concerning the upcoming Veterinary Feed Directive (VFD) rules. In short, the VFD regulation means that any 'medically important antibiotic' will require a veterinarian's permission to feed. Starting Jan. 1, 2017, producers will be required to have a VFD before they are allowed to purchase and feed certain antibiotic feeds.

Full Circle Ag locations will be allowed to carry medicated products. However, they will not be allowed to distribute them to producers unless they have a completed VFD form in hand. Due to this new regulation, recordkeeping will be crucial. A copy of each VFD will need to be kept on file for two years by the veterinarian, Full Circle Ag and the producer.

The most common products used by producers that will require a VFD are Aureomycin® or generic Chlortetracycline, Oxytetracycline, Aureo S 700®, Tylan® and Pulmotil®. You will not need a VFD to feed Rumensin®, Bovatec® or Deccox®, unless you are using them in an approved combination with a product on the VFD list. At this time, the combination will need to be approved by your veterinarian. Please remember you can't feed Rumensin and Aureomycin, as this has never been an approved combination.

One thing to keep in mind is medicated feeds will need to be fed according to the label provided by the FDA. Your veterinarian will not be allowed to change the dosage as they can with injectable antibiotics. Similarly, medicated feeds can only be fed for approved preventative measures. Aureomycin is not

approved for pinkeye, foot rot or uterine infections. If any of these reasons are listed on the VFD as the purpose of use, the feed distributor cannot fulfill the feed request on legal grounds.

One of the many uses for medicated feeds such as Aureomycin is to prevent pneumonia in calves at weaning. The most common approach is pulse dosing calves multiple times. Once the new VFD rule takes effect, you will have to provide a separate VFD for each pulse. However, producers are allowed to have multiple active VFDs at the same time. It will be our job at Full Circle to keep track of your feed with each VFD order. I have received many questions regarding how long a VFD is valid, and the answer is six months. Once they have expired, you will need to obtain a new VFD before you can continue feeding medicated feeds.

If you have any questions as we draw closer to Jan. 1, please don't hesitate to ask. We will do our best to make this a smooth transition for everybody. )



## Cut Your Clutter



By Tammy Satrang  
Chief Financial Officer

Even in this age of technology, we still seem to have plenty of paper to keep track of. We can help with that. Beginning in November, Full Circle customers will have the option to receive statements via email. No more paper to shuffle or misplace, plus you'll receive the information quickly, giving you more time to take advantage of all discount opportunities.

You can also receive your invoices via email, and can arrange to receive them as they are created or emailed together on a regular

schedule. We'll be sending a letter out with more information, but you can get set up now by calling anyone in the Britton office or you can email me at [satrangt@fullcircleag.com](mailto:satrangt@fullcircleag.com).

I also want to remind you about our convenient ACH function, which allows you to pay your statements directly from your bank account. Again, it's one less task to keep track of. Call me to arrange ACH payment. )



## Input Financing Made Easy



By Kelli Erickson  
CFA Certified Lender

Each year, more of you are finding producer financing through Full Circle Ag to be an attractive and convenient option. Once again, we are offering the buy-down rate of 2.75% on all general crop input purchases through Full Circle Ag.

We've also made a few changes for 2017

that we feel will make the program even more attractive. First, we are extending our maturity date to March 15, 2018, as opposed to the prior maturity date of February. Another very important change is the signup date, which is now Dec. 1, 2016. Signup is easy with a short two-page application, and we typically hear back on

qualification the same day of submission.

All rates are variable and all loans will mature on March 15, 2018.

Stop in or give us a call in the Britton office with any questions or to fill out a loan application. )

### GENERAL CROP INPUTS

(Applications received by 12/1/2016)

2.75%\* until 11/30/2017 then 5.75%\* until 3/15/2018 on crop input purchases from Full Circle Ag

### GENERAL CROP INPUTS

(Applications received after 12/1/2016)

5.75%\* until 3/15/2018 on crop input purchases from Full Circle Ag

\*Variable Interest Rates are based on the CFA Advantage Rage. CFA Interest Rate Indices are published at [www.cfafs.com/financials](http://www.cfafs.com/financials)

## New Facility Performing as Advertised



By Delbert Remily  
Doland Location Manager

The new fertilizer plant in Doland performed like a champion this spring, and will be a great asset this fall and for years to come. The biggest difference, as we expected, was efficiency. We can load a semi in 10 minutes now—a job that would have taken 40-45 minutes with our old setup. That means our applicators aren't waiting in the field for the next load to show up, and that translates to time saved and more acres covered for everyone—including our farmers.

A little background on the building: It's an all concrete, prefab building with a total capacity of 7,500 tons of fertilizer. The all-concrete construction eliminates the rods and poles in the product bins so loaders can pull product very easily. We have a Waconia blending tower with a 150-ton holding bin above two 12-ton blenders. It's all run by computer.

We're also able to add our nitrogen stabilizers right into the blenders now, which give us much more thorough and uniform coating.

We had a lot of customers in to get starter fertilizer, and they were in and out in no time. They appreciate the difference, and we received quite a few positive comments this spring. The facility is doing exactly what we expected it to do, and it is a great addition to our location and a benefit to our farmers. )



## Research Right Where We Farm



By Joe Gustafson  
Britton Agronomy Manager

Thanks to everyone who attended our Answer Plot® tour on Aug. 23. As is always the case, it was time well spent, as we all had a chance to take a look at a number of new hybrids and varieties as well as evaluate a number of different treatments and management practices.

WinField regional agronomist Kyle Gustafson spoke on a variety of topics, including dicamba soybean technology, rootworm pressure, the current stage of the crops and weed control modes of action. Corn management discussion topics included side-dressing nitrogen, fungicides, planting populations, starter fertilizer and more.

If you didn't make it to this year's event, be sure to put it on the calendar for 2017.

### Liquid upgrades a hit

A number of our locations—Groton, Hecla, Gwinner and Britton—upgraded their liquid fertilizer capabilities this past year. In Britton, we tripled our capacity, expanding from 200 tons of liquid storage to 600 tons. We decided to upgrade based on both current and

anticipated future demand, and based on the initial response, we made the right decision.

One key feature of the upgrade, in addition to increased capacity and faster loadout speed, is the ability to custom blend liquid solutions. Whatever your needs for N, P, K and sulfur, we can put it together for you. So whether you're looking at sidedress, in-furrow or banded application, we'll take care of you in Britton. )



We've tripled our liquid fertilizer capacity in Britton.





*Tomorrow's Vision Today*

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ECRWSS  
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*Gearing up  
in Forman*



## Projects Paying Off, More Underway



By Ehren Grupe  
Chief Operations Officer

Summer has escaped us again. With harvest knocking on the door, we've seen another year of extremes, with some areas too wet, others too dry and the markets following their own strange path. I hope that most of us are used to the roller coaster by now. It's not always the most enjoyable, but be assured that we are committed to taking the ride with you and will continue to make investments in our operation to more efficiently serve your needs.

The project in Forman to speed up outbound rail capacity is nearing completion. We will be able to load rail cars out at a rate of 80,000 bushels/hour. This project will also allow us to load a train without shutting down inbound grain during the process.

Both the fertilizer plant and seed treatment projects in Doland were operational for spring and proved to be successful additions.

We are in the middle of our budgeting and project planning process for the coming year and are looking at some potential projects in a couple of locations to better serve your needs. Watch for these announcements in the near future.

I wish you all a safe and bountiful harvest. )



The new Doland seed treatment setup.

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866.552.3835

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Elevator: 605.448.5914

Britton  
Office: 800.927.2131  
Agronomy: 800.736.2185  
C-Store: 605.448.2214

Claremont  
Elevator: 800.659.0847

Doland  
Agronomy: 605.635.6111

Forman  
Elevator: 701.724.6213

Groton  
Agronomy: 605.397.2671

Gwinner  
Agronomy: 701.678.2318  
Elevator: 701.678.2468

Hecla  
Agronomy: 800.927.0213

Pierpont  
Agronomy: 605.325.3260