



Fall 2017

# GOLD-EAGLE COOPERATIVE

## THE PERSPECTIVE

[www.goldeaglecoop.com](http://www.goldeaglecoop.com)

### LOCATIONS

#### **Eagle Grove**

448-4775

800-873-1797

#### **—Feed Mill—**

515-448-5392

800-722-3966

#### **Thor**

378-3314

866-210-9734

#### **Goldfield**

825-3161

800-825-3331

#### **Renwick**

824-3214

888-824-3214

#### **Hardy**

824-3221

866-210-9733

#### **Livermore**

379-1843

888-576-1843

#### **Corwith**

583-2462

888-581-2462

#### **Wesley**

679-4272

866-212-3890

#### **Titonka**

928-2272

866-203-9656

## We're In the Top 10

*By Brad Davis  
General Manager*



They say no news is good news, but I don't see it that way at Gold-Eagle. There's always plenty of news to report, and I'm pleased to have good news to share with you.

Your cooperative's 2016-17 fiscal year will be another profitable one, coming in just below last year's numbers but still in the top ten of Gold-Eagle's best performing years.

We presented year-to-date financials to Gold-Eagle's directors when they gathered in late

August for the annual board tour of the co-op's facilities. Board members also saw the progress we've made on some key projects, including:

- **Updated anhydrous ammonia facilities in Hardy, Livermore and Wesley.** These projects will be finished in time for the fall 2017 harvest. Read more on page 5.
- **New Renwick soybean facility.** This project is nearly complete at Renwick, where we've been rebuilding after a violent windstorm hit the area on July 17, 2016. We demolished the old wooden grain elevator, wood annex and three old 100,000-bushel steel bins. We're building three new 270,000-bushel steel bins. This means we're replacing approximately 400,000 bushels of old storage (old steel bins and wood

*Continued on page 2*

***"The recent fiscal year's profitability is among Gold-Eagle's top 10 years with the best financial performance."***

# NemaStrike Helps Protect Soybean and Corn Yields

By Chris Petersen  
Seed Sales Manager



Soybeans with built-in soybean cyst nematode (SCN) resistance are losing their effectiveness, and it's an alarming trend that's setting the stage for even more yield loss due to SCN.

While SCN was well controlled in the 1990s by the resistance gene, Iowa State University nematologist Greg Tylka began seeing a steady decrease in SCN control starting around 2001. He says this resistance challenge is similar to the way weeds developed resistance to glyphosate after prolonged use of a single mode of action.

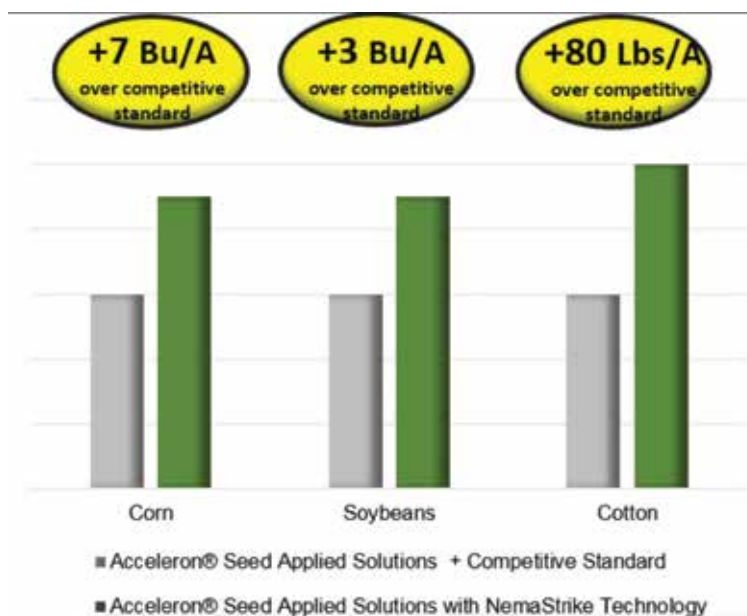
That's why new technology like NemaStrike™ from Monsanto will be an important tool going forward. NemaStrike is a nematicide that will be offered as part of Acceleron® Seed Applied Solutions. It will offer a novel mode of action that stays in the root zone where nematodes attack. Nematodes must pierce the root for

control, meaning non-plant parasitic nematodes are not affected.

## 3- to 7-bushel yield boosts

Since corn isn't immune to nematodes, NemaStrike's broad-spectrum control of nematodes helps protect corn and soybean yields. Three years of data show a yield protection performance advantage of 7 bu/A in corn and 3 bu/A in soybeans, compared to the competitive standard treatment.

NemaStrike will be an upcharge on some of the non-SmartStax® varieties, and it will be an option with SmartStax technology. Contact your local Gold-Eagle agronomist for more details on NemaStrike and how it can help protect your crop's yield potential. ◀



## We're In the Top 10 *Continued from page 1*

facilities) with more than 800,000 bushels of new steel storage. While the old receiving system at Renwick had a capacity of 10,000 bushels per hour, the new, efficient system will have a capacity of 20,000 bushels per hour.

- **New shop takes shape in Eagle Grove.** Construction is on track for the new shop we're building across from our truck wash on the north edge of town. The shop will replace the existing shop at our Eagle Grove grain location. This will free up much more space and give us more options to make our Eagle Grove grain facility more efficient. The new Eagle Grove shop will be a hub where the entire Gold-Eagle truck fleet is serviced. Between our 18-wheel semis, fertilizer-tender trucks and other vehicles, we have more than 70 units in our fleet, plus trailers. We're designing the shop so it can be expanded. We'll also include drive-through bays in the new shop and want to automate a few systems to make work easier. We plan to move into this new facility around March 2018.



**Construction is underway on our shop on the north edge of Eagle Grove. This building will replace the existing shop at our Eagle Grove grain location.**

There's a lot of good news about the direction your cooperative is headed to meet your needs now and into the future. I value your support of Gold-Eagle and wish you a safe, productive harvest. ◀



# Learning Curve Continues With Dicamba-Tolerant Beans

By Chris Petersen, Seed Sales Manager

Now that we've had some experience this year with dicamba-tolerant soybeans, including the *XtendiMax*™ crop system from Monsanto, I can't think of anyone who didn't have a challenging time with this technology.

Since soybeans are extremely susceptible to dicamba, it doesn't take much to cause issues. Monsanto investigated all the claims and documented everything, including when the product was sprayed. It appears that some of the issues might have been operator error, including failure to follow label directions, but some growers who followed the label exactly still had challenges.

I think we'll hear more about inversions. In an inversion, tiny particles in the spray can hang in the air for 5 to 8 hours. If the wind comes up during this time, the particles can start drifting towards susceptible fields. This is part of the reason the manufacturer wants you to spray when there's a little wind, since this helps overcome the inversion issue.

## Dicamba-tolerant technology is here to stay

Despite all these challenges, *XtendiMax* beans aren't going to go away. There may be some label changes on how to apply the product, but the genetic technology is here to stay.

From what I've heard, weed control with the *XtendiMax* crop system has been really good. I'm confident the yield will be there, too. This is good, since the new soybean varieties coming out in the months ahead will have *XtendiMax* technology.

As we learn how to work with this technology, we may have to change the way we spray or the timing of applications. This may require spraying earlier in the growing season when there's less foliage and fewer chances of inversions occurring.

In 2017, we had more growers than expected growing *XtendiMax* beans. Fewer used the *XtendiMax* crop protection chemistry. Going forward, it will be helpful to find out what your neighbors are growing and also use buffers. There are a lot of things we'll get a better handle on once Monsanto shares all these results regarding the challenges with *XtendiMax* in 2017.

The learning continues and you can count on Gold-Eagle to help guide you through this process. ◀

## Thanks for Your Support of Gold-Eagle Seed/Agronomy

Your cooperative had a record sales year with soybeans in 2017, and we were also on more corn acres than ever. Our seed treatment business showed a substantial increase, as well. We appreciate all of you who support our seed program and patronize the co-op. ◀

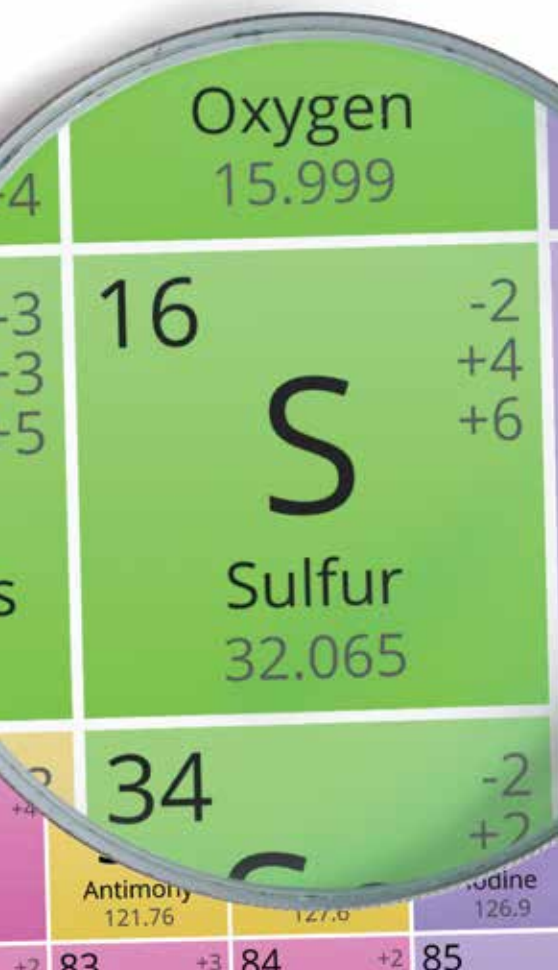


**“Despite all these challenges, *XtendiMax* beans aren't going to go away.”**



# Are You Short on Sulfur?

By Stu Pannkuk  
Agronomy Sales Manager



In the world of crop nutrients, sulfur used to be something you didn't have to think about. It would take care of itself, being supplied to plants by organic matter and deposited by rainfall.

Today, if you don't keep a close eye on sulfur levels, it's a question of when, not if, yields will be affected. What's going on?

Over time, higher-yielding corn crops deplete sulfur levels. In fact, a 200-bushel-per-acre corn crop removes 16 pounds of sulfur per acre. Since our air is cleaner today, thanks to lower-sulfur fuels, we get less sulfur from rainfall than we used to.

All this translates into the need to more closely monitor and manage sulfur, a nutrient that plays an integral role in plant development, yield and grain quality.

## What does sulfur actually do?

Sulfur is important to plants because it's an essential component of amino acids that convert into protein for the plant. Sulfur is also required to produce chlorophyll and helps the plant produce energy.

Sulfur plays a role in not only yield

but in grain quality, too. It's vital to ensure sulfur is available to your crop throughout the growing season.

## Sulfur can be tricky

Sulfate sulfur is the most common source of sulfur available to plants, but it's mobile in the soil. This means that with each rain, sulfur is moved downward in the soil profile and eventually is no longer available to the crop.

## Take advantage of Gold-Eagle's sulfur solution

To solve this challenge, Gold-Eagle applies elemental sulfur to offer season-long sulfur availability for your crop. Elemental sulfur oxidizes throughout the growing season and replenishes the supply of sulfate that has been diminished by rainfall.

In other words, this supplements sulfur through a similar process that happens in organic matter in the soil, meaning you get a continuous release of sulfate for your crop. A continuous supply of sulfur means higher-quality grain and more of it.

Contact your local Gold-Eagle agronomist for more details about how elemental sulfur can benefit your acres. We appreciate your business and look forward to serving you. ◀



# Thanks for Another Solid Year

The Gold-Eagle agronomy team would like to thank you for another solid year. Here are the highlights from our vantage point:

- Best-ever sales of dry fertilizer
- Record sales of sulfur and zinc
- Record-breaking year for sales and application of fungicides/insecticides
- Excellent nitrogen sales (especially considering there were fewer corn acres in our trade territory)
- Record sales of seed and seed treating

Again—thank you for your support of Gold-Eagle. We appreciate the opportunity to serve you.

## Nitrogen prices drop

Looking ahead, the big news is that nitrogen prices have dropped substantially, compared to last year. Dry fertilizer prices are relatively stable, compared to a year ago.

As always, Gold-Eagle will offer competitive pricing on agronomy inputs, and we'll do our best to service all your agronomy needs. Have a safe harvest! ◀

# New Anhydrous Systems Ready for Service

By Stu Pannkuk, Agronomy Sales Manager

We've been making some major improvements to our anhydrous ammonia (NH<sub>3</sub>) systems throughout our Gold-Eagle locations in Wesley, Hardy, and Livermore. All three of these new NH<sub>3</sub> plants will be ready by Sept. 30.

- **Wesley.** The new anhydrous ammonia complex is located by the new grain site we built near Wesley a few years ago. By mid-August, two 60,000-gallon storage tanks had been delivered. Plumbing for the system was completed shortly after the tanks were painted. The riser platform (50-foot square) will have risers that will allow us to fill four double 1450s simultaneously. The system will be equipped with two 3-inch pumps, meaning we'll be able to fill four double 1450 nurse tanks (25 tons) in less than 30 minutes. We'll also install two bulkheads that will allow two transport trucks to unload at the same time.
- **Hardy.** Our new 45,000-gallon tank was delivered August 10. The system also includes new risers and a riser platform, plumbing and pumping systems. This equipment will be capable of filling two double 1450s or four 1450s at the same time. The new system will be located approximately where the existing system is located now.
- **Livermore.** The new NH<sub>3</sub> system is located about two blocks north from the existing NH<sub>3</sub> plant, which is southwest of the cement elevator. By mid-August, concrete pillars for the new 30,000-gallon storage tank had been poured. The tank was expected to arrive by the end of August. The system will also include a new riser and platform with new plumbing and a new pumping system. This system's filling capabilities will be the same as the new system at Hardy.

All these changes will allow Gold-Eagle to increase our nitrogen storage by 15%. This expanded storage capacity gives us some "cushion" of supply, especially during times when the NH<sub>3</sub> terminals have long lines. (This happens quite often during the fall rush.)

These upgrades will also improve our efficiency and should lower costs to you in the long term. Thanks for your business. ◀

## Take Advantage of Custom Anhydrous

As we have in the past, Gold-Eagle will be offering custom anhydrous this fall. The plan is to have four to five large toolbars available to apply anhydrous so you'll have one less thing to worry about during the busy fall season.

We've seen more demand every year for custom anhydrous application. We'd like to know as soon as possible if you're interested in this convenient service. Then we can adjust our schedule to serve you most efficiently, which will help you get your tillage work done on time.

Contact your local Gold-Eagle agronomist for more details. ◀



*Two 60,000-gallon storage tanks will expand NH<sub>3</sub> services at our Wesley location. All our NH<sub>3</sub> expansions at Wesley, Hardy and Livermore will be ready this fall.*

## SIGN UP FOR SCALE TICKETS BY TEXT, EMAIL

Gold-Eagle is making it easier to manage your farming operation by providing scale tickets via text and email minutes after you leave the outbound scale. This handy technology is available at most Gold-Eagle locations. Contact your nearest Gold-Eagle location to sign up for this free service.

# Manage Your Yield Data the Easy Way

By Bruce Burns, Eagle Vision Precision Farming Services

Yield data is a vital tool in this brave new world of information technology in agriculture, and it continues to be one of the best layers of information you can ever collect.

Need help with your yield monitoring equipment? Please contact me (515-605-5113), and I'll do what I can to assist you. I'm knowledgeable about most name-brand monitors and am happy to help.

Also, make sure you take the time to calibrate your yield monitors for each crop this fall. This step is essential for recording accurate yields. Plus, there are tools we can utilize in our mapping program to correct your yield data if you haul loads across a scale or to the elevator.

## As-planted and yield data processing and reporting

If you have an online account, such as CaseIH AFS Connect™, MyJohnDeere, AGCO's AgCommand, Climate FieldView™, Trimble® or Raven Slingshot®, we can get your data into our system seamlessly. Please contact me to get linked up.

If you don't have an online account, please bring in your data cards or thumb drives after you harvest your fields. Gold-Eagle Coop will process your data for you and will show you how this data is a big help in improving your overall farming practices.

We "clean" your data, so you don't have outlier strips going down the road. This also addresses the issue of data that's collected on the ends if your header is down and if your flow settings aren't where they should be set in your combine(s).

Thanks again for the opportunity to serve your precision ag needs. We appreciate your business and look forward to working with you. ◀

## EAGLE VISION ACRE OFFERS AFFORDABLE PRECISION AG BUNDLES

Gold-Eagle is pleased to offer a variety of new Eagle Vision Acre precision ag bundles, including variable-rate seeding (VRS), variable-rate fertilizer (VRF) prescriptions and Yield Mapbook Deluxe, which includes yield mapbooks, side-by-side variety/hybrid comparisons, fungicide treatment comparisons and more.

Included in all three precision ag bundles is our multi-brand monitor support. No matter what brand of monitor you have in any piece of farm equipment, we can help.

**Ready to boost yield and profit potential with precision ag on your farm?** Ask your Gold-Eagle salesperson today for more details about the options available through Eagle Vision Acre.



EAGLE VISION ACRE



# Prepare Now for Post-Harvest Grid Sampling

By Bruce Burns  
Eagle Vision Precision  
Farming Services



Grid sampling right after you harvest is a critical step to help you efficiently place fertilizer where you need it and maximize your investment.

and needs shift.

This system will also spread out your expenses for the grids. It's smart to figure your grid-sampling expense into your fertility plan, rather than viewing grid sampling as an add-on.

One of the main reasons to take 2.5-acre grid samples involves soil pH. There's a significant return on investment on your fields where low pH is tying up nutrients to the plant. This issue can be corrected by a lime application in the low pH areas.

Grid samples also help us make a solid plan to ensure your acres have enough potassium (K) and phosphorus (P), plus micronutrients such as zinc (Zn) and sulfur (S).

We recommend you grid sample your fields every fourth year. This means spreading your grids out by doing one fourth of your fields yearly. That way you get an updated set of recommendations as your soil's nutrient strengths

## Tips for grid-sampling success

Please don't till your fields until we have the grids taken and fertilizer applied. Studies have shown that tillage will skew your grid sample results.

Why? You disturb the top 6 to 9 inches of the soil profile with tillage, and this area will test differently from undisturbed topsoil. Also, tilled soil is rough and tough on our machines, our applicators, and our people soil testing. Thanks for your patience and understanding on this.

Make time now to arrange fall grid-sampling with your local Gold-Eagle salesperson before harvest starts. Thank you for your business, and have a safe harvest! ◀



# GOLD-EAGLE COOPERATIVE 2017 FALL HARVEST POLICIES

## Receiving for market

Gold-Eagle Cooperative will receive and store grain on a first-come, first-served basis. Normal hours of operation during harvest will be 7 a.m. to 5 p.m. Actual hours may vary according to harvest pressure, weather, demand and availability of storage, and these will be posted on a daily basis at each location.

The first grain received will apply to any open sales contracts. All corn and soybeans delivered at harvest may be placed on warehouse receipt as long as storage space is available.

Please notify the scale operator of any applicable splits on ownership, etc., at time of delivery to help avoid errors in recordkeeping and/or settlements.

## Special notice - 15 days grace period

Grain delivered at harvest will be classified into three categories: 1) The first grain delivered will be applied to contracts; 2) Grain allowed for sale, without storage charges as long as sold within 15 days of first load delivered; 3) Beyond the 15-day limit, grain will be considered "stored" with the average delivery date to apply to deposit date.

While space is available, grain will be dried and shrunk to meet stored grain requirements. A warehouse receipt will be issued and appropriate storage charges applied.

After storage space has been filled, signs will be posted at all locations and grain will only be accepted for sale or price later contract.

### REGULAR STORAGE RATES - WAREHOUSE RECEIPT - NO MINIMUM STORAGE REQUIREMENT

August - March  
1/7 cent/bushel/day

April - July  
1/20 cent/bushel/day

### Regular storage billing

Storage will be billed to customer by Gold-Eagle on the following quarterly schedule:

**December 31**

**March 31**

**June 30**

**September 30**

### Moisture requirements

**Corn Maximum = 25% Soybean Maximum = 15%**

Corn or soybeans in excess of these maximum requirements subject to rejection.

Position	Corn	Soybeans
Immediate Sale	15%	13%
Price Later Contract	15%	13%
Warehouse Receipt	14%	13%
Grain Bank	14%	N/A

## Special note on grain bank

Any bushels subsequently sold to the market out of grain bank will be assessed regular storage rates. After one year, regular storage rates will be assessed and billed on a quarterly basis. Grain bank can't be transferred to other ownership. Grain bank can only be used in feed rations or as processed grain.

## Moisture averaging

*To be averaged, grain must be delivered during the same time period and placed on same settlement sheet.*

**Corn:** All corn moistures will be averaged. Corn will be shrunk to the moisture requirements shown above, and dried according to the drying requirements shown elsewhere.

**Soybeans:** Gold-Eagle Cooperative will average all soybeans 13.5% moisture and below. Soybeans 13.6% moisture and above will be averaged. Soybeans over 15% moisture are subject to rejection or discount on merit.

## Corn for drying

Gold-Eagle Cooperative will charge 3.5 cents per bushel for each 1% of moisture, or fraction thereof, which is removed.

*(Example: Corn for warehouse receipt, which is delivered at 16% moisture. Corn will be dried to 14% moisture. 2% of moisture removed times 3.5 cents drying charge will result in drying charge of 7 cents per bushel.)*

## Shrink

Moisture Shrink = 1.18% Handling Shrink = 0.27%  
Total Shrink = 1.45% per 1% of moisture removed

## Discounts

The discounts for heat and moisture damage, insects, mold, test weight and others, which are in effect from the grain trade at the time of settlement, will be applied.

## Soybean moisture discount

The schedule is 3% shrink discount calculated by the 1/10% of moisture for soybeans between 13.1% and 13.5% moisture. *(Example: For 100 bushels of soybeans at 13.5% moisture, a customer will be paid for 98.5 bushels of soybeans with no cash discount.)*

Soybeans that average 13.6% moisture and above will receive a shrink discount of 4% calculated by the 1/10% of moisture.

## Price later contracts - corn and soybeans

(Remember: Price later grain is not eligible for seal.)

### Pricing Policy - Price Later

- Price later contracts can be priced any time Gold-Eagle Cooperative is open for business and bidding for grain.
- Price later contracts to be priced for cash price only—no forward contracting.
- Contracts will carry an expiration date of Aug. 31, 2018, and must be priced by the close of business that date or it will be automatically priced on Aug. 31, 2018.

### THERE IS NO OPTION TO ROLL OVER

Contracts will be priced at our regular posted bid, less service charge, which applies as described below.

### NOTE: ALL GRAIN CONTRACTS MUST BE SIGNED

All grain contracts, including deferred and price later, **must be signed by the customer in a timely manner**, with a copy of the signed contract to be on file in our office to be considered a valid contract.

Signing contracts is **the responsibility of the customer**. If any contract has not been signed by the customer, it is not valid. Grain involved in unsigned contracts will be placed into storage, with appropriate drying, shrink and storage rates to apply.

### Service Charge - Price Later

20 cents/bushel to Jan. 2, 2018.

3 cents/month Jan. 3, 2018, to Aug. 31, 2018.

### Moisture - Price Later

Contracts will be made for dry bushels with normal drying/shrink charges as listed elsewhere to apply.

*Maximum moisture allowable is 15% for corn and 13% for soybeans.*

## Deferred payment contracts

Gold-Eagle will issue deferred payment contracts to those who request them for grain sold before Dec. 29, 2017, to have payment-specified contract date in 2018.

## Grain bank rates

Grain bank charges are 3 cents/bushel to feed customers of Gold-Eagle Cooperative for one year and are only for producer-delivered corn. Grain bank is not available for soybeans.

### NO IDENTIFICATION TRANSFERS ARE ALLOWED

Any individual/entity that delivers corn to grain bank must be the same individual/entity using grain bank corn in their feed. No exceptions are allowed.

After one year, regular storage will be assessed and billed quarterly. Any grain bank bushels which go out of the elevator in "unprocessed" form will be subject to "regular storage" rates plus an in/out charge of 21 cents per bushel.

The "unprocessed policy" is a Department of Agriculture requirement for Gold-Eagle to maintain its grain license. We will not jeopardize the company's grain license.

## ALL POLICIES SUBJECT TO CHANGE WITHOUT NOTICE

**Any changes which are made will be posted in each office.**







## Watch for Molds and Toxins in Grain

Drought stress doesn't just curb yield potential in corn. It also raises the chances of vomitoxins and aflatoxin in corn, which can spell trouble for livestock eating this grain.

*By Rachel Howdyshell  
Customer Sales and Support*



Aflatoxin can be produced in standing grain before harvest. If moisture and temperature conditions support continued mold activity after harvest, aflatoxins could continue to grow during storage. Aflatoxin, once produced, is quite stable to heat, milling, pelleting and many chemicals.

Aflatoxin is a potent toxin. Low levels of aflatoxins in feeds—sometimes less than 1 part per million (ppm)—can cause poor growth, interfere with the immune system and result in liver damage and bleeding, according to Iowa State University (ISU). High dosages cause acute loss of appetite, hemorrhage, diarrhea and death.

### Young animals are especially susceptible

Animal susceptibility varies with species and age. In general, young animals (pre-weaning to early adolescence) are more affected than adult animals. Animals that are moderately sensitive include all swine, turkeys, broiler chicks, pre-ruminant calves and horses. Animals most resistant are beef feedlot cattle, open cows and sheep.

The best course of action is to stop trouble before it starts. Keep a close eye on your grain in the weeks ahead, and if you have any questions about grain quality, contact your Gold-Eagle feed specialist. We appreciate your business and look forward to serving you. ◀

## Audit Confirms Gold-Eagle Feed's High-Quality Standards

*By Brian Kelley  
Feed Department Manager*



We completed a hazard analysis and critical control points (HACCP) audit in mid-June at Gold-Eagle's feed mill in Eagle Grove and received very high marks, which is great news for our feed customers.

An independent auditor conducts this in-depth assessment. This is our third HACCP audit, and the bar keeps rising each time. These efforts are part of the federal Food Safety Modernization Act and reflect our commitment to providing the highest-quality feed possible. Thanks for your ongoing support of Gold-Eagle feed. ◀



*Gold-Eagle General Manager Brad Davis (left) greeted U.S. Department of Agriculture Secretary Sonny Perdue during an event for Iowa ag leaders at Kirkwood Community College on June 21, 2017, shortly before President Donald Trump spoke at his Cedar Rapids rally.*

*"I appreciate these leaders' support for agriculture, specifically for biofuels," Davis says. "Trump specifically expressed his support for biofuels, including ethanol. He has not forgotten his campaign promises." During Trump's remarks at Kirkwood Community College, he talked about ways to empower America's farmers and protect America's proud farming legacy, including ethanol. "Family farmers are the backbone of America, and my administration will always support the farmer." ◀*

## How the Corn Checkoff Pays Off for You

By Brady Hess  
Merchandising Manager



What have you done for me lately? It's a legitimate question to ask when it comes to the corn checkoff. Here are some answers.

**Q: I'm already a member of Farm Bureau. Why should I support Iowa Corn?**

**A:** Membership in a commodity group like the Iowa Corn Growers Association (ICGA) is all about strength in numbers. While there are many challenges in the corn industry that are too big for any one farmer to tackle, progress is possible when farmers work together, much like they do in the cooperative system. Plus, ICGA is focused exclusively on the needs of the corn industry, from ethanol to exports, and takes the lead on corn-related issues at the state and federal level.

The ICGA is a membership organization lobbying on agricultural issues on behalf of its 8,000 members. The Iowa Corn Promotion Board (ICPB) works to develop and defend markets, fund research, and provide education about corn and corn products. Both organizations focus on the joint mission to create opportunities for long-term Iowa corn grower profitability.

**Q: How do my checkoff dollars benefit my farming operation?**

**A:** Checkoff dollars fund education, research

and promotion efforts, including new soil health initiatives that are studying ways to boost corn yield potential while protecting the environment. Checkoff dollars are also invested in developing more foreign markets for U.S. corn. Less demand for Iowa corn would push basis even wider, but exports help keep basis levels firm in Iowa.

**Q: Everyone knows the corn industry is important to Iowa, so why we do have to promote it?**

**A:** Even some of America's most famous companies, from Chevrolet to Coca-Cola, never stop promoting their products. We need to do the same with corn since public opinion can measurably affect corn's continued use in various products. Consider how an Iowa grocery chain recently took aim at high-fructose corn syrup (HFCS). The implications of this are serious, since 163 million bushels of Iowa corn are used to make HFCS each year, adding \$1.9 billion in value to Iowa's corn industry. Your corn checkoff dollars help give the corn industry more clout at the state and federal level to protect your interests and your markets.

If you're not an ICGA member, I encourage you to sign up. For more information on the corn checkoff, ICGA and the Iowa Corn Promotion Board, visit [iowacorn.org](http://iowacorn.org). ◀

