

*"Leading Producers with Innovation and Excellence!"*

# SPOTLIGHT ON SANBORN

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# Company Comments

Whether we are ready for it or not we are quickly moving into another growing season and all of the staff at FCS are looking forward to it. After all of the snow and cold we have experienced so far this winter, I think we are all ready for some warmer temperatures and anxious to see things green up.



**John McDaniel**  
CEO

Hats off to our feed operations team for the outstanding job they have done this winter getting feed out to our customers through some very challenging weather conditions. They have done and continue to do an excellent job serving our customers at the highest level, while keeping everyone's safety top of mind.

We are very excited about several new strategic investments that will begin this year. The first is the addition of a new 1.2 MM bu corn piling system in Ritter that will allow us to handle 20,000 bu per hour through a large single 1,200 bu pit. This investment will bring Ritter up to FCS's, and our customer's, current standards for speed and efficiency and will be ready to take grain this fall. I appreciate our Ritter customers' patience with us as we worked through some operational issues that prevented us from handling corn there last fall. The second investment that we will start work on this spring is the construction of a new liquid fertilizer/chemical plant in Sanborn, along with the addition of a larger UAN storage tank. This investment will significantly improve our tender truck turn time getting product out to the field faster and allowing both FCS and our customers to cover more acres daily. This plant will be fully operational for the spring of 2024. The last strategic investment being made this year is the construction of a new elevator located at the 306th Street exit off of Interstate 29 (exit 38) in Union County SD. This elevator will initially only handle soybeans with plans to add corn handling and storage in the future. The elevator will consist of a 2.5 MM bushel flat storage building with capacity of 30,000 bu per hour through a single 28ft long 1,100 bu pit. All of these investments are targeted specifically at serving our customers better and growing the business. We will continue to look for investments that improve customer service, position FCS for growth, and keep us on the leading edge of operational excellence.

After two very strong years for agricultural producer incomes, this year we may see some decline in total income. There are still, however, excellent opportunities to lock in strong margins despite higher input costs. Don't lose sight of the fact that we are at historically lofty prices for commodities and make prudent forward sales accordingly.

Here's to hoping that this year will bring a weather pattern closer to normal, as we have experienced two very dry years in a row..... the precipitation this winter has gotten us off to a good start. Best of luck this year with planting, and thank you for the continued support of your coop.

Be Safe!  
John





# No Basis Established:

## Creating Flexibility Within The Grain Market



**Isaac Buresch**

SR. DIRECTOR OF MERCHANDISING & ORIGATION

### ***Give yourself a little flexibility...***

No Basis Established (NBE), Hedge-To-Arrive (HTA), and Futures-Fixed (FF) contracts – these are all different names for the same type of contract. These contracts were initially offered by eastern corn belt elevators in the late 1980's and have over time become a fairly standard contract offering of most commercial grain buyers. At their core, these contracts are simply a short futures position held by the buyer with a seller's commitment to make an associated basis sale in the future. The absence of

an up-front basis commitment gives the buyer and the seller the flexibility to roll the hedge position forward to a new delivery period that best fits the seller's delivery preferences or market biases. The most common NBE contracts we write are against new crop December futures with a presumed delivery date during harvest. Since the seller has the option to roll to a new delivery period later in the year, they are not beholden to deliver anything at harvest if market or logistical circumstances dictate they should do otherwise. When rolling, the seller will either gain (in the case of a futures carry) or lose (in

the case of a futures inverse) the difference in the value between the futures months against which the delivery period applies.

When coupled with the ability to utilize FCS on-farm pick up or direct shipment programs an NBE contract gives you as a seller a tremendous amount of flexibility on where and when you physically market your grain. The two components of every cash sale (basis and futures) can, and often should be traded separately and a perceived weakness in one portion of the cash equation should not preclude you from making a decision that capitalizes on an otherwise attractive number in other. If you feel that forward new crop futures prices justify some type of action given their historically high offerings, consider at least laying off at least some futures risk through an NBE contract.





While I would say that these contracts are not utilized by most producers, they do have a very strong year over year utilization by the relatively small portion that do use them – indicating a strong success rate. Consider these benefits of NBE and talk with one of our grain marketing staff to see if they might be a good fit for your marketing plan:

- ▶ ***Flexible delivery points including direct shipment to processors, on-farm pickup, and FCS elevators***
- ▶ ***Flexible delivery timeframes from initial sale***
- ▶ ***Ability to capture carry in futures markets***
- ▶ ***Ability to capture basis appreciation in local markets***

Call Isaac today at 712-422-0027 or email him at [iburesch@farmerscoopscociety.com](mailto:iburesch@farmerscoopscociety.com) to talk more about which grain contract might serve you and your operation best.

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# MINERAL SUPPLEMENTATION

## *For High Producing Beef Cows*



**Jared Terpstra**  
SR. DIRECTOR OF FEED

"High producing beef cows" can mean different things to various producers. To certain producers this can mean raising a calf with the highest weaning weight as efficiently as possible, to another producer it may mean producing the highest quality embryo's. When I was a kid growing up on a small cow calf operation, my definition was making sure that my prized fair heifer got bred the next year because I knew what happened to the cows that didn't breed, so high producing might also mean the most important cows.

High quality forages, high quality water, and other feedstuffs can furnish a majority of the mineral supplementation a cow needs. The lower the quality of these feedstuffs the more mineral supplementation you will need, but no matter how good the grass is or the feed we feed our cows they will still need mineral supplementation if we want them to be high producing beef cows.

The Macrominerals or major minerals we look at first are salt, calcium, and phosphorus. Cows will naturally consume about 1 oz of salt a day, and this will add in consistent intakes on the mineral supplement and entice water consumption. Salt also provides proper function of the nervous and muscular system. Lack of salt will reduce forage consumption and thus lower the body condition scores of the animals. The optimum calcium and phosphorus ratio is about 1.5:1. Most high-quality forages carry enough calcium so phosphorus must be used to balance these diets. The main driver in our calcium and phosphorus ratios is increasing there milk production after calving. Other macrominerals we look at are magnesium and potassium. Remember that a high magnesium mineral may be required early in the season when its cool and wet and the grass is really growing. This will help in reducing the chances of your cows getting grass tetany. We must also be mindful that this can also occur later in the summer if we get a cool wet spell and the grass begins to really grow again.

The Microminerals or minor minerals we focus on are copper, zinc, and selenium. Copper is the most common minor mineral deficiency in grazing cattle. Low copper levels can lead to low fertility, delayed cycling, and depressed immunity. Zinc helps





FCS has a mineral promotion  
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with immunity, skin, and most of all hoof health and we definitely want our beef cows to be highly mobile. The proper zinc to copper ratio should be 3:1. Selenium is directly related to new born calf health. Low selenium in cows will cause white muscle disease in newborn calves or cause the calves to be weak and susceptible to disease after birth.

At Farmers Coop Society we offer the top of the line **Purina Wind and Rain ProCycle Mineral**, to meet all of the mineral supplementation needs for your high producing beef cows. This mineral is an elite mineral designed to get cows bred, keep them bred, and deliver to your bottom line. The mineral contains a cutting edge combination of organic and inorganic trace mineral sources to maximize absorption potential. It contains proprietary blends of enzymes to support fiber digestibility and improve body condition score. This mineral also comes in the granular form that makes it weather resistant to wind and rain. ProCycle Mineral is designed for high performance and is a good fit for seedstock, club calf and commercial operations, and programs using artificial insemination or embryo transfer.

Whatever your definition of a high producing beef cow is, we can find the proper mineral program for you. Whether that be the ProCycle, a custom mineral, or a mineral tub we will have the products that will fit your operation and goals.

**If you have any questions please call me or Al Clough at 515-570-6038**



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**PURINA**



# BIOLOGICALS –

## EASY OPTIONS FOR YOUR OPERATION

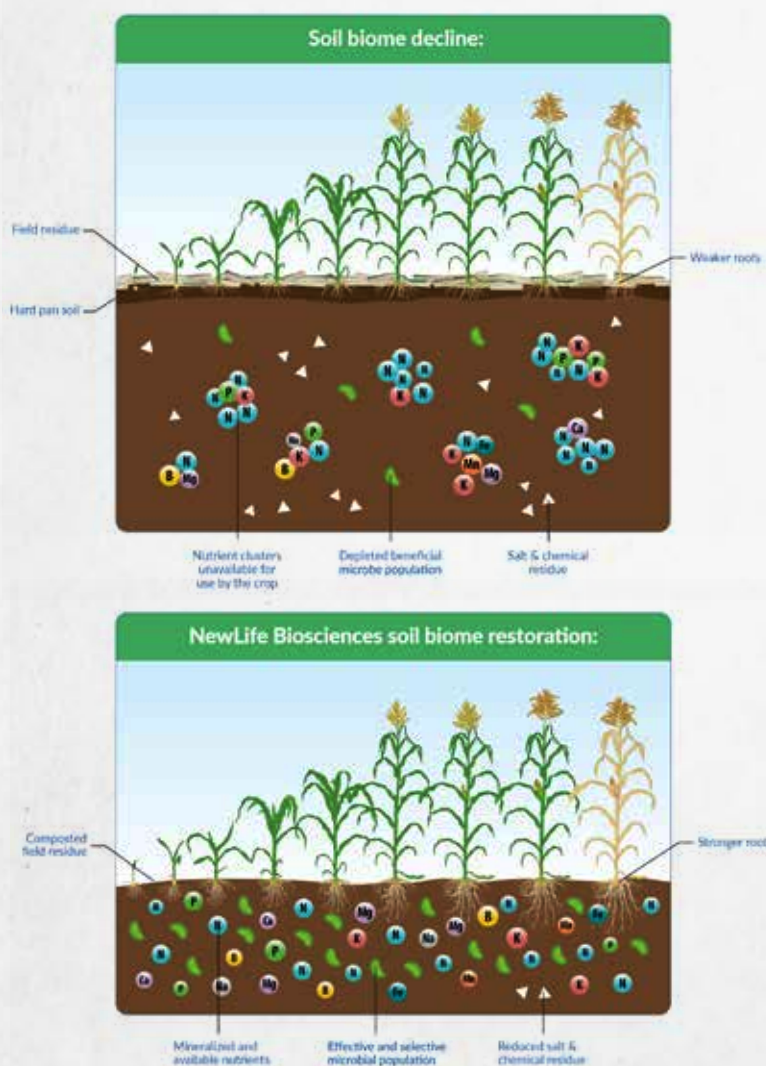
Biologicals – a common buzz word that we have heard in the agronomy world for a little while now, but what are they? Do you use any? Where should you start?



**Cody Van Drie**

ELITE CROP & INNOVATION LEAD  
CONSULTANT, CCA – 4R-NMS, SSP, RMS, PASP

## ION Stryke™



The Stryke brands from New Life BioSciences and Heliae's PhycoTerra are a couple options that FCS offers that would be a good place to start when looking to get into the 'Biological' realm. Both products are easy to use and help to improve your soil biome. They can be applied in-furrow or broadcast applied with your pre-herbicides, each product is versatile enough to fit into your operation. Each product has it's specific use - depending on your goals, pick one or choose both!

### What is soil biome decline and its effect on your farming operation?

Soil biome decline is the reduction or loss of a properly functioning soil biome. A properly functioning soil biome is capable of effectively and efficiently mineralizing nutrients, composting residues and supporting a healthy root zone for maximum yield potential.

### What factors contribute to soil biome decline?

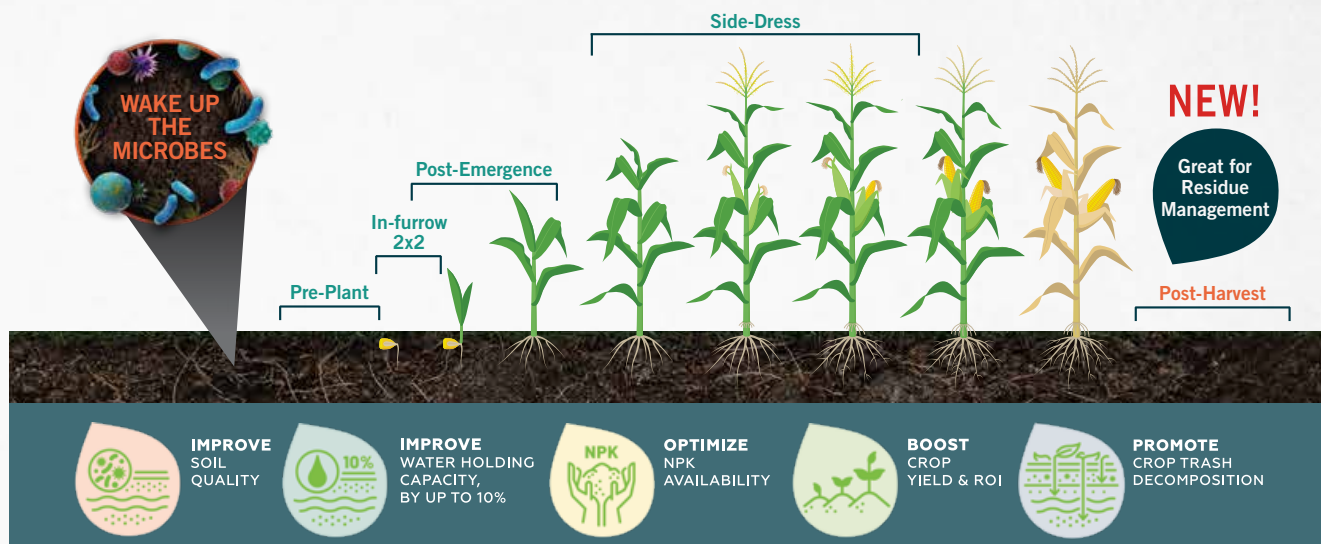
Many factors contribute to soil biome decline including, but not limited to, tillage practices, salt and chemical residue, crop rotation practices, loss of organic matter and topsoil erosion.

The Stryke brand from New Life BioSciences offers a couple options – Ion Stryke and Ion Stryke LG. **Ion Stryke** is designed for use on a corn crop and adds new microbes to your soil. These microbes are designed to add diversity to your soils with the customized blend of specially selected bacteria to help with nitrogen and micronutrient mineralization. Ultimately improving the plants nutrient uptake and efficiency. **Ion Stryke LG** is similar, but designed for use in legume plants such as soybeans. It contains specially selected bacteria to enhance nodulation along with nitrogen and phosphorus boosting bacteria to improve mineralization throughout the growing season. Using either of these products adds diversity to your current soil biome and improves soil health and productivity.





75% of your microbes in the soil are starving and dormant – by adding *PhycoTerra* you wake those up and energize them, increasing microbial activity up to 33x.



**PhycoTerra** from Heliae is a soil microbial food source powered by microalgal technology. PhycoTerra is designed for use on corn, soybeans, alfalfa, and many other crops.

An active soil biome can increase nutrient availability, improve water holding capacity, support plants through abiotic stress, and improve soil aggregation. Using PhycoTerra energizes your soil microbes and allows you to reap the benefits they can provide.

### Application Timing & Uses

**In-Season Applications:** Apply around planting, in furrow, post-emerge or in side-dress to improve soil health and aggregation, support crop establishment, improve water retention and nutrient uptake, and support crops through environmental stress.

**Post-Harvest Applications:** Apply post-harvest to optimize soil microbial activity that supports crop residue management, nutrient release, and improved spring soil temperatures.

**Recommended Rate:** 1-2 qt/ac/application

**Ask your local FCS Agronomist for more details about how Ion Stryke, Ion Stryke LG, and PhycoTerra can help improve your soil biome!**

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# TRAEGER TIMBERLINE



**Jeannine VanVoorst**  
HTBC ASSISTANT MANAGER



## THE ALL-IN-ONE OUTDOOR KITCHEN

**The new Timberline is the most luxurious grill on the market, pellet or otherwise.**

HTBC has had the new Traeger Timberline in the store for a few months and it has really turned some heads. From ribs to chicken to briskets to burgers, the new Traeger can do it all in style.

The Timberline features a redesigned **touchscreen controller** and updated drive system giving you unprecedented control and stability keeping you in the perfect “thin blue smoke” zone more consistently. The controller now supports two temperature probes as well as numerous MEAT probe support through the **Traeger App** so you can monitor multiple items. A large three-tier, all stainless-steel grate system give you plenty of space for large items, or multiple smaller. This combined with a redesigned exhaust system gives you the best utilization of smoke and pellets to date.



The Timberline also boasts the category exclusive side induction burner giving you quick access to heating a side dish, or an incredibly fast reverse sear.

The new P.A.L (Pop and Lock) rail system lets you customize your grill with even more ease-of-use accessories and a redesigned clean up system makes disposing of grease and ash a breeze.

While each of these is exciting in its own right; taken together they offer the easiest set and forget BBQ experience allowing you to do more of what you love and still be rewarded with great BBQ. Overall, the breadth of features that initially spook most turns out to be a natural, easy addition to the grilling process.

On top of these new features, the Timberline boasts the power, build quality, and massive cooking space you'd expect from a premium grill. It also ups the ante in terms of versatility (something Traeger has always done well) with the addition of the sear station. Essentially, the Timberline has become a full outdoor kitchen in one sleek, approachable package.

**No matter your skill level, you'll be producing bigger, better meals with less effort with the new Traeger Timberline. Stop in The How-To Building Center today to find out more information on the Timberline or all of your Traeger needs.**







# Spotlight on Sanborn

The Sanborn location is one of nine Farmers Coop Society locations located throughout Northwest Iowa and Southeast South Dakota. This location was acquired in 2002 along with the other Siouxland Coop locations. Currently, there are about 30 employees who work out of the Sanborn location, of the employees Dave Van Egdom is the most senior, with 31 years of experience. The Sanborn location is more than just a grain facility, the location has a 500 ton per day feed mill, state of the art agronomy facilities, including a brand-new seed shed, and operates as an application hub for our entire eastern agronomy operations.

One of the many excellent employees, currently working at the Sanborn location is Dakota Boerhave. Dakota has been at the

location since October of 2021 serving as the locations manager and agronomy operations. When reflecting on his time at FCS he mentions that some of his favorite memories have come out of community events such as the golf outings. "It's nice to meet customers and fellow employees in an environment where everyone is having fun" (Dakota). There are a lot of good things... ..about working at the Sanborn location, according to Dakota, he enjoys working with the agronomy department and having the chance to start the day off as a team. He also enjoys being able to go outside and work with the operations team, getting to work with hands-on projects. Sanborn is an active location, but currently the buzz is all about the new seed shed. When asked how he believes

the seed shed will impact FCS Dakota mentioned that, "The shed will help organize seed deliveries and lead to greater efficiency for both our agronomy team and customers. It will also provide an obvious place to start when looking to help a customer." Core values are important to all of our locations and each location displays the four values, accountability, innovation, integrity, and leadership, in their own way. Dakota commented on Sanborn's display of innovation stating that the location is always trying to improve.

***"We strive to constantly innovate, so that our customers can continue to be innovative as well."***  
-Dakota



**New Seed Shed Construction Progress**



# Spotlight

## on Sanborn

Dakota isn't the only one who is happy to work with the individuals, both employees and customers, at the Sanborn location. Brad Tebben, feed mill operator, enjoys the culture and comradery just as much. Brad has worked at the feed mill in Sanborn since 2007. He is proud of the work he does and the services the feed mill has to offer, having the unique ability to produce a large variety of rations, including nursery feed. Overall, Brad enjoys his work, more specifically he enjoys going home knowing that it's a job well done. He also appreciates his coworkers and the way they work together to make sure the work gets done right. Brad takes pride in taking extra steps to ensure the quality of the feed that is being produced at the Sanborn Feed Mill and making sure that every customer gets exactly what they ordered. When asked which core value Sanborn best exemplifies Brad comments that Sanborn is committed to accountability. Brad said that it takes extra care to make sure that customers get exactly what they ordered and that if something goes wrong it's important that they take ownership and correct the error before the customer receives the incorrect blend.



***“Helping growers succeed is one of my favorite parts of what I do.” – Ben***

The final member of the Sanborn team interviewed was Ben Van Beek, lead agronomist. Ben has been an agronomist with Farmers Coop Society since 2005. In his over 15 years with the company Ben says his favorite memories have come out of working with the agronomy team. He comments on how close the team members are, allowing them to have the ability to joke and make every meeting fun. Similarly, his favorite parts of the day stem from working with farmers and empowering them to grow better crops.

When considering the various aspects of the Sanborn location he notes the high-quality people who work at the location and the good facilities. These facilities include the brand-new seed shed, which Ben says will lead to improvement in overall company logistics. When discussing core values, he commented on the integrity displayed at the Sanborn location, “We do what we say we’re going to do” (Ben). The people that work at the FCS Sanborn location remain true to their word.







***“FCS is a really great place to work,  
we work hard and do our best.” –Brad***

This statement rings true throughout the entire company. Sanborn is an excellent location that serves the local community well. FCS is proud to be able to serve the Sanborn community and is committed to continuing to grow and improve.

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# Succession



**Jackson Schuiteman**  
CHIEF FINANCIAL OFFICER

In my professional career, I've been involved in some sizable financial undertakings that involved significant debt. One reflection of that process is, from the beginning you spend a lot of time determining what happens in the unfortunate event of a default or business insolvency. The process isn't fun because none of the parties involved want or expect the worst to happen, but if it does, the plan to sort it out must be in place. If the debt is paid off, the plan never has to be put into effect, but if a plan isn't in place and the worst case now looks inevitable, there's too much fear and emotion to keep things orderly and civil. Likewise, when talking about succession planning, I see some similar challenges. In the debt scenario, it's contingent on whether the debt gets paid. However, for succession planning, death and taxes are certain and your operation will have to get sorted out. It's up to you to

determine if a plan is in place and ready.

It's easy to jump on your favorite online search engine and there's plenty of information at your fingertips. So, availability of the concepts is not a problem, while I wouldn't rely or suggest you use the first option that comes up as your main go-to, you can certainly begin to gather ideas and suggestions.

For some, getting started is the hardest part, possibly, because we can always find a more pressing matter. For those in the infancy stages, a start could be as simple as engaging your spouse, partner, or closest stakeholder(s) in a conversation. That may be as simple as just voicing your hopes, desires, and concerns. Writing them down like an inventory is a good way to track these items, as you then have something to return to or edit as you progress and

develop your thoughts. While you might think you can keep track of your thoughts in your head, documenting them becomes an exercise that will help you define, develop, and articulate these goals. It can also become a list to track throughout the process and ensure you don't stray from the things most important to you.

The above might seem simple enough as it just requires some sharing with those closest to you. Yet, it will be critical to find and engage the right professional towards the front end of the whole process. To some, this might be more challenging as the conversation becomes more formal with "outside" individuals and costs could begin to incur. Regardless, choosing the right experienced professional will prove to be valuable if they have the right background and training in this arena. If you went through the exercise explained above, that




# Planning:



## *Preparing For The Future*

may come in handy when first starting with a professional. It can begin to give them a glimpse of what the result should look like.

Farm operations are extremely unique, It's a livelihood and a business in one. Planning for its future transition, while complex and maybe not fun, is vital for its continued success. Consider how having a plan in place can assist in growth and decisions today because the future roles, responsibilities, and obligations are no longer in question. In Ecclesiastes 10 it says, "If the ax is dull, more strength is needed, but skill will bring success". Meaning, engage a professional in the process. They have the skills and training to guide you through the complex legal and tax implications. Don't let the next generation to struggle through the emotions and unknown on their own.




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# The Future is Now: Warden CX II



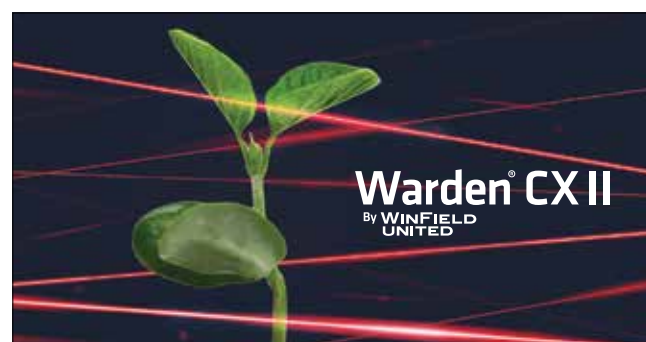
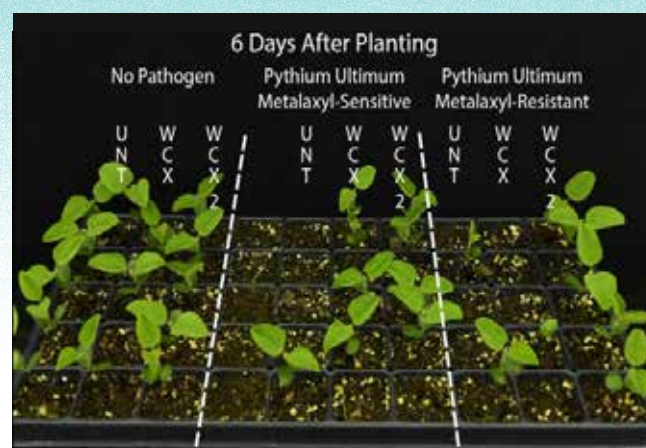
**Daniel DeBoer**  
AGRONOMY TECH

Seed treatment plays an important role in protecting the seed during planting season. Seed treatments provide a way for growers to manage risks associated with early season pests and pathogens. It also provides a way to safeguard their seed investment. In a time where seed and input costs are high, protecting every dollar matters. Not all seed treatments are created equal, and what is in your seed treatment ultimately, can decide whether the investment is worth it or not. FCS will be transitioning to a new seed treatment this coming season, with an even broader spectrum of protection, Warden CX II.

FCS is proud to announce that a new core seed treatment will be added, Warden CX II. This seed treatment features a new fungicide active ingredient (AI) called Vayantis. It is an important resistance management tool that builds off of Warden CX. This AI is critical for controlling Pythium, which has become one of the most common early-season soybean diseases with resistance becoming more prevalent in major soybean-growing areas of the USA. As U.S. soybean growers continue to plant earlier with reduced seeding rates, early-season Pythium protection is more important now than ever before.

Warden CX II is a premix formulation with four fungicides and an insecticide to provide multiple modes of action with a low use rate. It also contains additional polymer and enhanced colorant for improved seed flow and handling. Beans will ultimately be a sharper red color compared to the old variant of Warden CX.

As seen in the photo below, when Pythium is present, Vayantis protects the seed and creates a better stand. A better stand translates to better yield, and ultimately a better ROI, making Warden CX II a better choice. In previous years, FCS has offered Warden CX as our core treatment option. Like the previous version, Warden CX II allows for flexibility when adding additional treatments. These other options include Phycoterra ST, Right Start II, and Preside Ultra, these products include both biologicals and increased white mold protection. **Contact your local FCS Agronomist today for more details about seed treatment.**



**HELP YOUR FIELDS STAY  
SAFE FROM EVEN THE  
STEALTHIEST  
OF THREATS.**

**Protect your soybean season like never before  
with Warden CX II seed treatment.**

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for more information.**







**Jeff Verdoorn**  
DATA ANALYST

\*2022 data breaches Per  
Verizon and Statista

# HOW TO KNOW IF YOUR DEVICE IS SAFE AND SECURE

*In 2022, the number of data comprises in the US totaled 1,802 cases. With the continuous rise of cybercrime, it's important to stay on top of your device security. But how do you know if your device is secure? Below are some best practices that can help protect you.*

## **UPDATE YOUR MOBILE DEVICE:**

For phones and tablets, make sure to stay current with the software updates the manufactures release. Make sure your device is using the newest version of its operating system. Turn on automatic updates or make it a habit to check if there are any new updates to installed. Another good idea is to periodically review your Apps and determine if you still need some of them. Old Apps that haven't been updated for a while can have serious security flaws – they also take up space and may affect battery life. If your device is old, it may be unable to stay up to date and you should consider replacing it.

## **UPDATE YOUR SYSTEM:**

Make sure your computers are getting the needed updates as well. Regularly check for updates, at least twice per month. There are frequent updates to the pc's operating system to help keep them secure. As hackers find and exploit vulnerabilities, the manufactures are quick to patch them and send out updates. This is why they need to be installed on a timely basis. A good anti-virus software is import as well. A few of the options, as suggested by Forbes. com, are McAfee, Avast, Norton, and Avira. Anti-virus software companies constantly keep their Virus Definitions current with frequent updates. They can offer a good layer of security, helping keep you safe while online.

## **BE CAREFUL:**

When out in public, be very cautious of which Wi-Fi networks you connect to. What might appear as a legitimate and safe Wi-Fi network, might not be secure. If the network is compromised, you could expose your passwords and share other valuable information with bad actors. It's best to use the data provided by your cell phone carrier.

## **BE SUSPICIOUS:**

The above are all good practices, but the best defense can be you. The things you do or don't do are critical. Be suspicious of unexpected emails & messages or phone calls from unknown numbers, don't open files from people you don't know or trust, use complex passwords, enable multi-factor authentication when you can, make sure the website looks & feels reliable and be careful where & what you click.

**STAY SAFE OUT THERE IN THE DIGITAL WORLD.**

## INTRODUCING THE NEW 700 SERIES GRAIN TRAILERS



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# QUALITY CAN COME



**Mark Jensen**  
QUALITY MANAGER

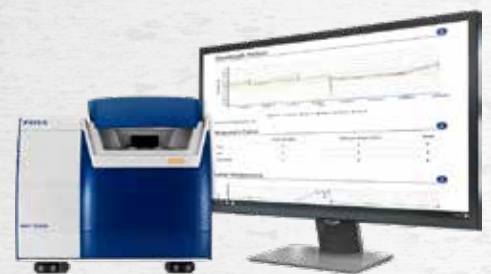
The Quality Assurance program at Farmers Coop Society strives to meet the challenges in the ever-changing feed world, from evolving regulatory rules to customer expectations. While the QA team consists of three people (Sarah Mulder, Tom Toel, and myself), every employee in the feed department plays an important role in ensuring that our feed exceeds customer expectations and remains within the guidelines of the FDA and our HACCP accreditation.

The most important factor in making high quality feed is starting with high quality ingredients. That's why we only use number two corn in our diets. In the past year, we hired Tom Toel to grade multiple daily samples from our facilities to ensure the corn meets number two criteria. In today's feed market, particle size has become an area of emphasis for our customers. The mills are constantly checking the particle size of our corn and adjusting the mills to meet expectations. QA staff also test random samples multiple times per week as secondary checks to make sure the particle size meets expectations for feed efficiency. Sarah regularly tests corn, soybean meal, and our distillers for mycotoxins. We

ramp up the mycotoxin sampling during harvest so we have an idea of the levels coming into our facilities.

This past year, FCS purchased an **NIR machine** so we can do in house testing on some of our major ingredients and hold our suppliers accountable to quality standards. We also have a supplier approval program that our suppliers must pass before we order any ingredients from them. We review the approved supplier list periodically to make sure that our suppliers continue to supply us with high quality ingredients.

Additionally, we have an ingredient and complete feed sampling program. We take a retain sample of every complete feed we make at all our facilities and keep that sample for six months. We will regularly send a sample of feed to a third-party lab to make sure the





# TY YOU UNT ON!



nutritional values are in line with expectations. Similarly, we take a sample of every incoming ingredient that comes into every facility and keep that sample for four months. We will also periodically send ingredient samples out to a third-party lab to ensure the nutritional value that ingredient matches the guaranteed analysis on the bill of lading that comes with the ingredient. We also complete pellet durability tests in house to ensure that the pellets we are making meet our customers' expectations.

All the feed mills at FCS are federally licensed to make medicated feed products. Because we are a federally licensed feed mill, we are subject to regular audits by the national Food and Drug Administration (FDA). Our mills are typically audited every other year to ensure we are in compliance with the Current Good Manufacturing Practices and Veterinary Feed Directives. During these audits, the FDA looks at, among other things, our feed production records, housekeeping, employee training records, and pest control records. We are also required to pass analysis on every Category 2 Type A medicated feed article three times a year to ensure that the inclusion rates on the drugs are correct.

Sampling and analysis is also required for our production equipment. We collect mixer distribution samples on an annual basis and send them to an external lab that tests for a specific ingredient (usually zinc) to see if it is present at a consistent level throughout the feed.

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The quality program also oversees our **HACCP (Hazard Analysis Critical Control Points)** audits and certifications. Each of the FCS owned mills are HACCP certified and subject to an annual audit from a third-party auditing firm. During these audits, our production records, mill housekeeping, and employee training are reviewed to ensure that the feed sent out is free of any hazards. Another step in place to ensure safe feed is that all of our production records are double checked for accuracy by the mill managers. They are double checking the batching and sequencing of the feed during production and shipping and looking for any type of nonconformances.



Adequate employee training is essential. All of the feed staff, from order writers to mill operators to the truck drivers, are trained on our standard operating procedures twice a year so they have the knowledge to do their jobs effectively with feed safety and quality in mind. We also have several personnel in the feed department that are certified Preventive Control Qualified Individuals. Becoming a certified PCQI requires successfully completing a training on food/ feed safety and the federal regulations that oversee the manufacture of feed.

Each of these aspects of the program are in place to ensure that safe, high-quality feed is manufactured every time for our customers.

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# HOW TO MAINTAIN GRAIN QUALITY IN STORAGE

As we empty farm storage today and in the future, I would like to share some tips on maintaining grain quality. It won't be long before we will be refilling bins this fall as harvest will undoubtedly sneak up on us.



**Tyler Farnham**  
SR. DIRECTOR OF GRAIN OPERATIONS

01

A common misconception is that grain can be stored above 15% moisture for extended periods of time without risking quality. I would recommend having all 15% and higher moisture corn moved by spring as temperatures rise. If storing corn into the summer months and beyond, please have all grain dried down to 15% moisture or lower.

02

Run aeration fans as you fill bins, it will help equalize grain moisture. Watch ambient temperatures and try and cool the grain to below 50°F as soon as possible, as insect and mold activity does not happen below this temperature.

03

As soon as you can after harvest core every bin (pull the peak down, so the center is just below the corn at the side walls. This will provide better air movement to the center of the bin.

04

Store grain at proper temperatures, store grain cold during the winter months! Keep grain approximately 10-15 degrees below ambient temperatures during spring and summer months. This will keep the grain from deteriorating due to condensation in the bin.

05

This is the final, but the most important tip... **INSPECT YOUR BINS!!!** Climb to the top of the grain bin (without entering) and observe if there is a crust or any sort of odor coming from the grain or inside the bin.



# SUMMER PLANTER INSPECTIONS ADD VALUE!



**Kevin Rozenboom**  
PRECISION AG EQUIPMENT SPECIALIST,  
CCA

You have heard about the importance of having your planter in prime working condition. Since you only get one chance to plant the crop each year, getting it done right will benefit your bottom line. You want a planter that singulates the seed well, places it at a consistent depth, and closes the trench completely, creating a good environment for the seed to germinate. We believe that a post-season planter inspection can be just as, if not more helpful than a preseason inspection.

## BENEFITS OF PLANTER INSPECTION INCLUDE:

### REMEMBERING WHAT WENT WRONG

Equipment errors and broken items will be fresh in your memory, in case you forget to write them down. It is easy to forget about these issues as time goes on.

### PARTS AVAILABILITY

Part shortages leading up to Spring happen often and this gives you time to identify worn down parts early and get them in your hands.

### DISCOUNTS

Some suppliers offer summer discounts on items such as free shipping or percentages off on orders.

### WEATHER

It's warmer out! If you don't have the space in your shop, it will create a better working environment for you and your help.

### IT'S READY

When you *do* put the planter away, you will have the assurance that you will have one less thing to worry about when the snow melts next Spring!

The FCS Precision Ag team offers a post season planter inspection. Prices are determined by the row, and our report contains the following:

- **TOOL BAR – LEVEL**
- **DEPTH CONTROL PARTS WEAR**
- **DISK OPENER – INSPECTION**
- **GAUGE WHEEL – INSPECTION**
- **PARALLEL ARMS – BUSHINGS & BOLTS, WEAR ON ARMS**
- **CHECK SEED TUBE & SEED TUBE GUARD**
- **ROW UNIT – BUSHINGS & RIDE, SHANK & GOAL POST**
- **CHAINS**
- **CLOSING WHEEL SYSTEM.**

Please consider this option for your operation! Get in touch with anyone on our Precision Ag Team to learn more about how we can help prepare your operation for next spring!

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Learn about our growers, their legacy, and their influence on local agriculture. These are Farmers Coop Society's growers and these are their stories.



Hulshof Family Farm



Verlyn Raak's Story



Mike Dorn's Story

FULL STORIES AND VIDEO FOUND AT: [farmerscoopociety.com/community/customer-stories](http://farmerscoopociety.com/community/customer-stories)