



FARMERS COOP SOCIETY

[farmerscoopsociety.com](http://farmerscoopsociety.com) | Fall 2021

# PRECISE DATA LEADS TO PRECISE DECISIONS

pg 10



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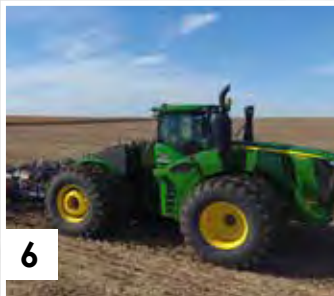
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## Company Comments

**John McDaniel**

CEO

I am pleased to announce that we expect to have a solid year again in 2021. While the details are still being sorted out, we expect your cooperative to show profitable performance in all areas of the business. While it is always our expectation to be profitable in all areas of the business going into each new fiscal year, I would have told you last March that it was not going to be possible as we were dealing with exceptionally challenging grain markets, a pig supply shortage, labor shortages, and serious pig disease issues. I couldn't be prouder of our team at FCS and how they dealt with these difficulties—they rose to the challenges and, through grit and smarts, were able to turn the ship around.

The hot/dry summer this year appears to have taken the top end off of our yield potential overall while, in a few areas that missed the spotty rains or have lighter soils, yields are likely to be well below normal. Despite this, we do expect to see good production volumes on average across our trade territory.

In the summer magazine, I spoke about the significant inflation we were seeing in some segments of the economy, and fertilizer is certainly one of these areas that has experienced significant price increases over the last 12 months. While prices are roughly two times where they were last year, take a look at the grain price/fertilizer price ratio... Fertilizer is still a relatively good value. The key here is locking in the price on a percentage of your 2022 crop grain to lock in that historically favorable ratio when you buy your fertilizer this fall.

I am looking forward to seeing all of you this fall as you bring your grain into our facilities. I hope you have a good harvest and thank you again for the opportunity to earn your business.

Be safe!

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# INTRODUCING THE PURINA PLUS PROGRAM



**Cole Greiman**  
BEEF SPECIALIST

*We are excited to introduce to our customers a new program by Purina Animal Nutrition. The Purina Plus program is a new innovative precondition program that combines a complete nutritional foundation, proven health protocols and progressive management to distinguish high-value calves for sale-day advantage.*





In terms of giving calves a great start to their foundation, we first want to look at health and nutrition. Weaning disrupts a calf's life and resets its basic needs, all this starting with nutrition and intake by giving calves the best chance for success in the weaning phase and going forward.

A successful weaning program focuses on transitioning healthy calves from the pasture to a feedlot setting in the most efficient way possible. Getting them off to a great start often starts with getting them eating right away. By providing calves with the quality nutrition they need for ruminant growth and development, we are creating a stronger immune system and in return creating a solid foundation.

Purina has partnered with leaders in the ruminant health field to create the Purina Plus program. This is to ensure our customers and producers can maximize their calf's potential. Cow/calf producers participating in the program will have access to a vast network of representatives in the animal health field of Merck Animal Health, Elanco, Zinpro, Zoetis, and Boehringer Ingelheim. Like our partners, we all have the goal of moving the cattle industry forward with innovation, research, and practical solutions that will produce results.

As we dive into the Purina Plus program from the nutritional side of things, there are a couple guidelines to follow. All calves on this value-added program must be weaned on a Purina Starter such as Accuration


Starter, Precon, and a Stress Care Supplement for a minimum of 45 days. This ensures that the animals represented will be high value, low risk cattle going into the marketplace. Along with this, there are protocols for vaccinations and boosters to fully capture every value-added avenue we possibly can.

**A SUCCESSFUL WEANING PROGRAM FOCUSES ON TRANSITIONING HEALTHY CALVES FROM THE PASTURE TO A FEEDLOT SETTING IN THE MOST EFFICIENT WAY POSSIBLE.**

We understand that one program does not fit all. Purina Plus gives cow/calf producers the flexibility to select from high-quality nutrition options for a strong weaning program. This unique opportunity offers you the ability to work directly with myself as well as select ruminant health specialists to fit your operation's needs.


If you have any questions about the Purina Plus program and how you can qualify, please get in touch with me.

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# ***GETTING ROI OUT OF HIGH-PRICED FERTILIZER***

Fertilizer prices have risen sharply in the past 6 months to levels not seen in around 10 years. On top of higher prices, we also look to have less available manure in our area due to livestock industry issues and limited 2021 rainfall. So, this situation leaves us with different management challenges this year than we have had for a while. What are the best ways to deal with the situation this fall?



**Kris Norgaard**

AGRONOMY DEPARTMENT MANAGER,  
CCA, 4RNMS, SSP





## **USE PROVEN TECHNOLOGY TOOLS**

Intensive GPS soil samples like a 2.5-acre grid sample are the best places to start to understand your fields. If you are using manure, make sure to get it tested to understand the nutrient value it contains. This technology has been available for many years and, combined with variable rate (VR) applications of fertilizer and lime, can get you the best ROI possible. Inexpensive fertilizer unfortunately had caused some people to revert back to flat rate applications and, in some cases, overapply or underapply. Nutrients are simply too high priced to not be placing them where they need to go. Every FCS machine is capable of VR, including custom anhydrous toolbars and liquid and dry machines. VR can be used to accurately take into account nitrogen credits from DAP fertilizer applications. Also, as mentioned in Kevin's article on page 9, accurate yield data can be used to calculate variable crop removal within a field that can potentially be factored into your fertilizer applications.

## **DON'T TRY TO OUTGUESS THE MARKET**

Holding out hope that the input price will drop heading into next spring by delaying a typical fall application is a risky strategy. VR technology based on accurate soil samples will result in much greater cost savings and better ROI.



VR P/K applications are agronomically more effective in the fall and cannot be combined with VR nitrogen in the spring. So doing a single flat rate application in the spring will leave too many areas of the field overapplied or underapplied. Fall P/K prior to frozen ground is still the best agronomic decision. Also, if you look at current fertilizer vs. new crop corn or soybean ratios, technically this fall has a better ratio than a year ago at this time.

## **LOWER TESTING SOILS AND NORMAL SOIL PH HAVE HIGHER ROI**

It is a simple agronomic fact that has many years of data behind it that lower testing P/K soils respond more to applications and will give a better ROI. In some cases, your P/K levels may be high enough to reduce or eliminate an application and, if that is the case, that's just smart business. However, the reality is that every field has variability due to uneven yields throughout the field that cause uneven nutrient removal. So make sure you understand the variability

within the field and manage accordingly. To illustrate the point, if you look at all of the FCS soil samples sent into our soil lab, these are the percentage of tests that fell below the “Optimum” range for soil tests in 2020:

**POTASSIUM ..... 31.4%**

**PHOSPHORUS ..... 28.4%**

**PH ..... 66.7%**

Also, remember that soil pH directly impacts nutrient availability, so getting pH in the 6.5 range is always a good practice, but especially with higher priced nutrients.

### ***DON'T FORGET ABOUT MICROS***

Soil-applied sulfur and zinc micronutrients are a cost-effective way to ensure high yields. Despite higher than average P/K

soil tests in our region, we still have a high need for both of these nutrients in most fields. These nutrients can be easily added to VR P/K applications.

### ***COST EFFECTIVE NITROGEN MANAGEMENT***

Nitrogen management starts with using the rate with the best ROI potential with higher-priced nitrogen. Simply just putting more on the field is unlikely to get your best ROI. Your management practices combined with your tolerance to risk must be considered. Nitrogen stabilizers like N-Serve and Instinct are always a good practice; however, this year, scrutinizing your rates along with using a stabilizer should be considered. As mentioned above, make sure to take into account all of your nitrogen sources, including manure and any fall DAP application.

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# PRECISE DATA LEADS TO PRECISE DECISIONS



**Kevin Rozenboom**  
PRECISION AG MANAGER, CCA, PSAP

Harvest has arrived and we are just as anxious as you to get in the field and see the results of another crop. I think we will find some surprises once the combines roll. Some good, some not so good, but, nevertheless, we are thankful for what we have. The results may have an influence on your planning decisions for next year, and we always want to find out what is and is not working in the field. Analyzing that data can help drive your decisions for your operation and, ultimately, work to add profit to the bottomline.

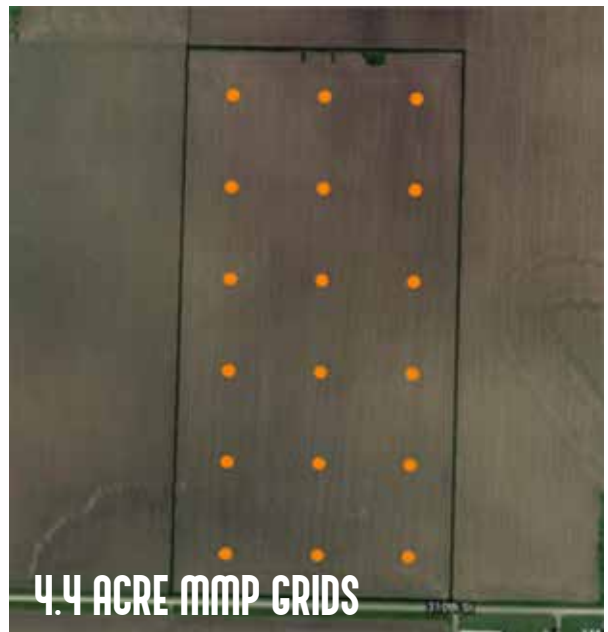
Looking at this process, let's start with the combine to ensure you collect good yield data. Take the time to recalibrate the combine each year and each crop you harvest. If you combine high-moisture corn it is better to have a separate yield calibration for high-moisture corn verses a standard 15-20% corn harvest. Be sure to take the time to collect quality calibration loads and use a high-quality scale to weigh loads. In my opinion, it is best to do your calibrations when the corn moisture is in the 17-19% range and soybean moisture is in the 11-13% range.



This fall, we face higher fertilizer prices than the past few years. With that in mind, variable-rate applications help with better placement and, at the same time, keep total fertilizer input dollars down.

Grid sampling has been discussed thoroughly, but I still will remind you of the importance of knowing what your field's soil nutrient test levels are. Be sure to have sample results that are more recent than 2017, with results coming preferably from 2.5-acre grid samples. Using 2.5-acre grids deliver almost twice the number of sample points when compared to 4.4-acre grids and 4 times those from 10-acre MMP samples. Using these test results can help better apply Ag Lime to balance the soil pH in areas that help your field raise the best crop possible. Besides adjusting soil pH, you can use variable rate technology to apply your nitrogen, phosphorus, potassium, sulfur, and micro-nutrients to better suit your field's recommendation and put your dollars where they make the most sense (or cents!)

Review your yield data and soil grid sample results. This may push you to consider updating your equipment to implement some new technology on your farm. Make





sure to have these discussions about your spring plans with your technology advisor very soon. Many equipment companies are experiencing some level of shortages with parts and components. We don't really know how long the shortages will last, but in some cases, I believe they could last well through spring 2022. Please don't be afraid to contact us with your questions about spring products and equipment options.

Finally, I have a simple solution for those of you wanting to get the most out of your existing planters before next spring. Make sure your planter seed meters are running to the best of their ability. We can help by placing them on a meter test stand, have

them checked out, and give you a simple report of their performance. The focus is to improve meter singulation. For example, increasing singulation by 1% will have a 4-6 bushels per acre impact on yield and your checkbook. Doing this before winter will give you peace of mind that the meters are ready for spring and get you ROI from this small investment.

Please consider implementing these ideas for the success for your operation. Feel free to contact any of the FCS Agronomist or Precision Ag Specialists about these opportunities to better your operation for the 2022 crop year and have a safe harvest!

## SOMETIMES GROWING YOUR WORKFORCE STARTS WITH THE RIGHT IMMIGRATION ATTORNEY.

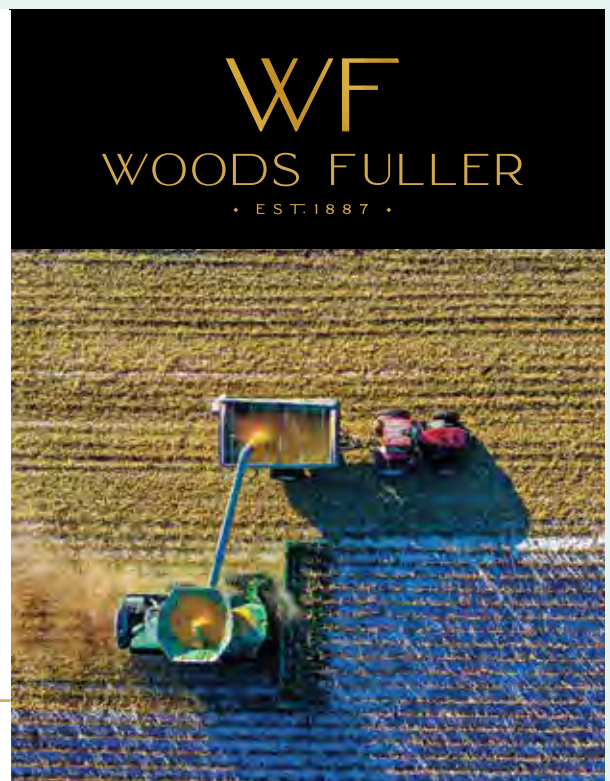
### **Immigration and I-9 compliance laws are complicated.**

When using work visas for recruiting or retaining your workforce, you need an experienced specialist at your side. At Woods Fuller, we keep up with changing immigration laws, so you don't have to.

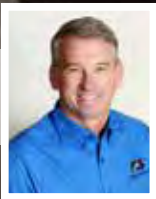
Amanda J. Bahena, Immigration Attorney

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**Galen Mars**  
SWINE SPECIALIST

*The Farmers Coop Swine Team hopes that your summer was enjoyable with your family and friends. We are so blessed to live in the Midwest and have the freedoms we have, and we thank all the service men and women that have given their time and service for our freedom we have today.*

The FCS Feed Team is here to help you with multiple services that you can choose from:

## QUALITY FEED AND TIMELY SERVICE

Analyze and monitor all ingredients. We also monitor micron size of grain and consistency of corn. Mack Jensen is our Quality Manager, and you can reach him at 605-860-1563.

## FEED BUDGETING

FCS uses top nutritionists in the industry, helping producers formulate diets and utilizing ingredients to optimize performance and least-cost diets. FCS also has FAS (Feed Allocation Systems) available to our producers. Sara Godberson will help you with this at the Proven Swine office - call her at 712-722-5959 if you're if you're interested in this program.

## CONTRACTING AVAILABLE ON CORN AND SOYBEAN MEAL

Grain-banking is also available to our producers. Matt McCord or Warren Drew at the FCS Main Office are available for help with this.

## PIG PROCUREMENT

Contract pigs or spot pigs. Your FCS Swine Team will help coordinate for producers.

## BARN PROCUREMENT

FCS Swine Team will help line up nurseries or finishers for you.



## PROVEN SWINE MANAGEMENT

Proven Swine's team will manage and market your pigs through the nursery or finisher phase. Also, Dr. Logan Huisman is available for herd health issues. If you need any of these services please contact Brady Goslinga at 712-722-5959.

**RETROFIT AND BUILDING PROGRAMS** - We're willing to give financial incentives to update buildings if needed. Your FCS Swine Team can help assist you with ideas on barns if it's a new or existing site. FCS is always looking for good facilities.

**MANURE MANAGEMENT PLANS** - Jeff Koops will assist producers on new construction or existing buildings. Check out Jeff's article on page 14 for manure pumping guidelines.

**YARDAGE PAYMENTS** - Mindi Hulshoff coordinates payments to barn owners.

## UPDATE ON ASF AND PROTOCOLS

Regulatory officials will limit the movement of animals and animal products to try to control the spread of certain diseases found in United States livestock. We encourage you to check out the information and fillable plans at [securepork.org](http://securepork.org) so you can be prepared and have a protocol in place for your farm.

Your Farmers Coop Swine Team wants to thank you for your business, and our hope is for a healthy and safe fall season for your family. If you need help with any of the programs, give our FCS Swine Team a call!

# SUPPLYING ALL YOUR FEED NEEDS

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# MAXIMIZE

## YOUR INPUT INVESTMENT WITH

# MANURE SAMPLING



**Jeff Koops**  
NUTRIENT MANAGEMENT SPECIALIST

*As fall approaches and the crops are maturing, it is time to start thinking about manure application and putting down the needed nutrients for next year's crop. With the value of today's inputs, it is very important to know the nutrient content of your manure.*





## PIT PUMPING REMINDERS

Utilizing your manure to the best of your ability is essential. Nutrient content of pits or stockpiles can differ greatly year to year, so knowing what you are applying is important—important environmentally, but also economically. Sampling is a simple, economical test that will give you a rundown of the nutrients available to you in your manure.

Manure sample results can vary due to many factors, including changes in diets, weather, and management practices, and the only real way to know the analysis is to take a sample.

If you are looking to have a pit or stockpile tested, give me a call and I can come out and take samples. If you have samples you want tested, bring them in to me and I can typically have results back to you within a week.

If taken correctly, samples taken before pumping/spreading give you a very close representation of what to expect when you do apply the manure. I have done comparisons with pit samples taken prior to and during pumping, and they come back very similar with very little change. The benefits of sampling prior to application allows you to determine the correct application rate prior to applying the manure. This can help alleviate any under- or over-application and will allow you to better utilize the manure you have available and allow you to cover the most acres possible. With the significant increase in fertilizer input costs, maximize your manure options for your fields with a simple test.

### **Keep in mind the following this fall when pits are pumped:**

- No one should enter the barn while the pumping or agitation process is occurring. Post signs on the door that pumping/agitation is occurring.
- NEVER enter the pit. Provide maximum ventilation in barn to disperse gasses. This includes turning on wall fans and/or dropping curtains accordingly.
- If manure is within 18" of slats, don't agitate until pit fans are fully operational.
- Shut off all heaters and pilot lights (ignition source).
- Feed line motors and any other non-essential electrical sources should be turned off (ignition source).
- Only agitate when it can occur below the liquid surface.
- Don't let jets of manure hit walls or columns.
- Once pumping is completed for the day, continue to ventilate for at least 1 hour before turning down fans or closing curtains.
- With young pigs in the barn, be sure to set proper ventilation and relight and set heaters after pumping has been completed for the day.
- Don't leave covers open when not actively pumping.

If you have any questions regarding any of this, feel free to give me a call.

Have a safe and prosperous fall!

# SEPARATION DISTANCES

As we get into manure hauling season, be sure to pay close attention to separation distances. If manure is injected or incorporated on the date of application (or within 24 hours if from a confinement), the separation distances from residents, creeks, and rivers is typically 0'. Anything that is surface-applied and not incorporated has some type of separation distance regulation. For details on separation distances, see the DNR webpage—[http://www.iowadnr.gov/Portals/idnr/uploads/afo/fs\\_sepdstb4.pdf](http://www.iowadnr.gov/Portals/idnr/uploads/afo/fs_sepdstb4.pdf).

It is important to remember that ALL manure, liquid or dry, regardless of where it comes from, is subject to some separation distances. All manure that is not incorporated on the date of application (or within 24 hours if from a confinement) CANNOT be applied within 200' of a creek or river unless there is a 50' grass buffer present.

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# HARVEST 2021: READY, SET, GO!

## **Matt McCord**

DIRECTOR OF GRAIN MERCHANDISING  
AND RISK MANAGEMENT



Your cooperative has been working quickly and diligently in preparation for the 2021 harvest just as you have been preparing as well. We have been shipping remaining grain to processors, doing maintenance, and working with contractors to finish up capital projects just in time for the 2021 harvest. While we don't know what's in store for the harvest season and new year, we do know that there are good prices for your grain and good yield potential—even considering the challenging weather of the last 5 months.

The last marketing year brought about many changes to the grain markets from where they had hovered during the last half-a-dozen years. We witnessed Derecho winds across the state of Iowa a year ago, followed by large increases in export demand for both corn and soybeans, rejuvenated bio-fuels demand, Covid-19 supply shocks for a variety of commodities, adverse weather in South America (drought, then too much rain, returning to drought, then freezing temperatures) and Europe, and, lastly, drought conditions in the US. Corn and soybean futures rallied to prices not seen since the drought year of 2012 and the following record-low soybean stocks year of 13/14. And, unlike other high-priced years, the reduced supply was met with increasing demand. It was a good year for our grain customers and the cooperative. We appreciate your continued patronage.

We have invested new capital at some of our locations over the past year to add efficiencies to our operations, creating efficiencies for you as you deliver grain this fall. Boyden's new grain bin will be in operation this fall, which means less corn on the ground and less time waiting to dump on the ground. Also, Pit 2 was doubled in size and the reclaim speed doubled while

also fully connecting Pit 2 with the whole facility with new conveyors. This gives us a second fast unloading pit that can be used for both commodities. Little Rock had a new scale put into service this spring, and bunker walls were moved from Worthing to Little Rock to increase the capacity of the ground pile there. These upgrades wouldn't be possible without your business.

We also continue to offer new tools and services that bring value to your operation. Early summer, we launched the grain app where producers can submit grain offers, sign contracts electronically, and review contracts and grain that is in delivered position. We hope that you will check it out and find value. To sign up, call your local FCS location and one of our friendly grain staff will be able to assist you in setting this up. Another technology service, one which we have been offering for several years, is the location hour updates. Sign up for this on the app or with your local location.

Speaking of grain staff, we have some of the best in the business. They are here to serve you, and they take pride in that. They will be happy to put a grain offer in that works when you aren't able to, review your contracts, discuss marketing options, or stay open that extra 10 minutes to assist you in finishing the field. They are flexible, friendly, knowledgeable, and want to earn your business.

We look forward to the new challenges and opportunities of the upcoming harvest season and marketing year. We are ready!



# THE LATEST OUTDOOR COOKING GAME CHANGER



**Brad Pearson**  
HOW-TO BUILDING CENTER DIRECTOR

After the last year of cooking more meals at home, many have explored the convenience, versatility, and potential for creativity of cooking on a Blackstone Griddle.

Not familiar with the Blackstone Griddle? It's an outdoor cooking game-changer! A Blackstone Griddle has a flat-top, cold-rolled steel surface (much like your trusty cast iron pan), a surface similar to the grill in a restaurant or bar kitchen. It does a great job of distributing an even flow of heat equally over your cooking surface.

With a griddle, you are able to cook about anything... scrambled eggs, hash browns, fajitas, fried rice, pancakes... Can your grill do that? Plus, the cooking smells stay outside instead of roaming through your house!

Another advantage to this way of cooking is that cleanup is very easy. You merely scrape off the flat surface and wipe it off with a moist towel. Do not

clean it too good—just like with a cast iron skillet, the seasoning builds better over time.

With the Blackstone Griddle craze spreading like wildfire, there are Facebook groups, Pinterest boards and YouTube channels filled with recipes and tips that can offer inspiration.

We sell two different models at the How-To Building Center, and the price point for this product is another advantage. The 28" two-burner model sells for \$299 and the 36" four-burner model sells for \$399. Both have metal lids to retain heat and protect from the elements.

Please stop by the How-To Building Center for a look at the griddles, and we can show you the many accessories we also carry to add to your cooking toolbox. We also have some great recipe ideas you might want to try!





# MEET OUR 2021 AGRONOMY INTERNS

*For over 10 years, our Agronomy department has offered several internships. Our program is developed so that students interested in agriculture can gain real world experience and knowledge. Not only are they learning about different jobs and roles in agronomy, but they are an essential part of our FCS team. They support and help our Agronomist during this fast-paced season. FCS strives to hire locally so we can continue to support the next generation of farmers. This past year, we had three Northwest Iowa interns, and one was a returning intern from 2020!*



Adison Evans is originally from Inwood but lives in Boyden, IA, and recently graduated from South Dakota State University with a degree in Agriculture Science. Adison grew up on her family farm, and agriculture has always been a big part of her life. This past summer she helped Mike Tiedeman and Aric Den Herder out of our Ireton location. Adison is a second-year intern, and she could come in knowing the basics of logistics and really focus her effort on learning. She expanded her agronomy knowledge on weeds and chemicals and got to spend more time with customers.

She really felt like the team trusted her abilities and was given more responsibilities this year. Day-to-day, Adison worked on scouting, chemical runs to customers, seed sorting, and test plots. Adison's summer project involved testing a new product on some of our customers' fields. This involved collecting soil samples and doing stand

counts to compare the treated vs. untreated fields. Adison hopes to stay local and pursue a career using her degree.

Haley Borman grew up on a farm Southwest of Rock Rapids and is a Junior at South Dakota State. She grew up on her family farm working alongside her family and driving her passion for agriculture. She is majoring in Agronomy and hopes to work at a cooperative in the future so she can work side-by-side with producers. This summer, Haley



worked with Mark DeKam in our Sioux Center location. She spent a lot of her time crop scouting and identifying various weeds in the fields. Haley's summer project revolved around corn rootworm tracking. She hung traps in various fields and tracked what kind of insect pressure they were seeing. She was surprised at how localized the corn rootworm pressure is in our area and directly seeing the impact of how years of corn on corn can affect the beetles. When she graduates, Haley would like to work at a coop that allows her to also farm with her family.

Davis Duistermars also grew up on a family farm in NW Iowa. His family has row crops as well as two hog barns. Getting interested in ag came naturally since he worked alongside his dad for most of his life. He enjoyed the work, and his ag teacher at MOC—Floyd Valley was also very influential in his life. Davis is currently a Junior at Iowa State and is majoring in Agriculture Education.

Davis worked out of the Sanborn location and worked mostly with Ben Van Beek and Grant Schuver. Over the summer, he did a lot of crop scouting, stand checks, and even hung seed signs. His favorite days were days around the locations. He learned a lot about the different jobs and really got a close-up view of how a coop operates. He was most surprised at the dedication the coop employees have for our customers—the long hours the employees put in and how life revolves around the customers. Davis also worked on a corn rootworm project. He would set up traps and then collect the traps and track the data a week later. Once he graduates, Davis would like to work in ag but is still deciding on a direction. He really enjoyed his time at FCS and enjoyed the agronomy sales experience.







FARMERS COOP SOCIETY

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# SAVE THE DATE!



FARMERS COOP SOCIETY

## ANNUAL MEETING

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**Thursday, December 2, 2021, at Noon**  
**Terrace View Event Center, Sioux Center**

**There will be gifts  
and chances to win  
some FUN door prizes!**

**WATCH FOR YOUR INVITATION!**