



# First Cooperative Association

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Visit Our Web Site At: [www.firstcoop.com](http://www.firstcoop.com)

June, 2011



## MANAGER'S CORNER

By Jim Carlson

General Manager

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Although the early part of the spring started out a little wet and cool, Mother Nature gave us a window of more favorable weather to close out April and start May, one that everyone took full advantage of to get their 2011 crop planted.

Things were extremely hectic at times, with everyone working long hours for many days in a row, and it has been really amazing to see just how much progress was made in such a relatively short period of time.

It took great teamwork and good communications between our customers and employees to keep things moving ahead at a strong, steady and smooth pace as the crop was being planted.

**Thank You** to our customers and to all of the employees for such a great team effort.

Also, thank you for your cooperation in planning and scheduling to help our employees coordinate the logistics of supplying your product, equipment and custom application needs, since that is another key to making good progress.

Let's also keep in mind the role of the head start you had on the spring workload thanks to a very good fall fertilizer season and the hard work and long hours you and FCA employees put in to ease the pressure this spring.

Although the crop was struggling a bit in the cooler weather we had for much of May, there have been some very warm temperatures to start June and the crop seems to be catching up quickly.

Corn is growing very rapidly at this



*The new 500,000 storage bin at Alta featured in this photo is one of several exciting construction projects for 2011 in FCA's on-going grain receiving, drying and storage upgrades. Also included in this project is a 13,500 bushel per hour covered dump pit and 4,700 bushel per hour grain dryer. A new office, scale and warehouse complex will also be built this summer.*

time, and the beans are emerging and benefiting from the extended hours of sunshine to mature quickly as well.

With both crops taking off like they are, the post-emerge spraying season is bound to be a fast-paced one in the weeks ahead, so I encourage you to continue to work very closely with your FCA Agronomists to assist them in coordinating your post spraying services in the weeks to come.

**PROJECTS:** Elsewhere we've featured pictures of two of the several construction projects underway at a number of FCA locations this spring and summer.

In addition to those mentioned at Alta and Aurelia, we are also working on ...

... **A new 380,000 bushel storage bin at the Schaller location.**

... **A new 382,000 bushel grain bin at the Linn Grove location, plus a new 170,000 bushel bin, 13,500 bushel per hour covered dump pit and installation of a new 4,000 bushel per hour grain dryer.**

There will also be some demolition projects underway at FCA locations to make way for these new facilities, with perhaps the most visible of those being the demolition of the Alta office/warehouse on the north side of the rail line as

we relocate to the new office on the south side of that line.

We're excited about these projects joining a substantial list of grain storage, drying and receiving projects that have been launched at FCA in recent years as we continue our drive to enhance capacities, efficiencies and capabilities in all phases of serving your grain needs for both the present and the future.

**THE MOVE:** The morning of June 2nd signaled a flurry of activity as we undertook the substantial task of relocating the main office operations from our former home at the leased and increasingly confined site to our newly purchased and remodeled facilities at 960 Riverview Drive, also known as the Hwy. 3 bypass just north of Cherokee.

At the time of this writing we were in the process of unboxing, arranging and settling in, and I'm sure any of you who have ever made a move from one home to another knows how challenging these times can be, particularly if it's been 14 years in the former site and the accumulation of those years has steadily grown.

Things are taking shape quickly, thankfully, and we are indeed fully oper-

**CORNER**

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**AGRONOMY  
NEWS  
&  
NOTES  
By  
Jim Compton**

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The introduction and wide-spread utilization of Roundup and its other generic counterparts derived from the same type of glyphosate chemistry which go by other names brought about one of the most significant changes in weed control we have ever witnessed.

First used in soybeans, then introduced for corn several years later, Roundup and other glyphosate products have now become the weed control of choice on the vast majority of acres planted to these crops.

Anyone who can recall or was a part of the era prior to the introduction of Roundup can certainly recall how things have changed in the battle against weeds, the role Roundup and its counterparts have played, and what a critical weapon it has become to have in our corner to enhance crop performance, boost yields and thus to add to bottom line returns per acre.

But we must also keep in mind that weeds are extremely adaptable, that is how they have been able to survive and thrive for eons.

We also need to recall other lessons in weed control many of us have been through in the past with other herbicide products.

We know from experience the consistent use of any particular product or products will, over time, cause that product to become increasingly less effective as weeds gradually adapt and build up resistance.

Weeds demonstrating increasing levels of tolerance and/or resistance have been identified with Roundup and its glyphosate counterparts more and more frequently year to year, and the situation is getting more serious each season.

***Therefore, unless farmers become more concerned, more serious and much more proactive in their efforts to prevent weed resistance to Roundup, the day may be coming far too quickly when we could lose this vital, flexible and valuable tool in our weed control arsenal.***

The easiest and most effective method to slow the development of resistance to Roundup and the other glyphosate products is to simply utilize herbicides that are formulated from chemistries which offer a different “**mode of action**” that will control/kill the weeds.

Fortunately, there are a variety of very effective herbicides available on the market these days that do an excellent job killing and controlling weeds in your corn and soybean acres which utilize a “**mode of action**” different than the one that Roundup and the other glyphosate products use.

The choice of those products is largely one of personal preferences based on items such as previous experience with them and, of course, on the specific weed spectrum that is the target of control in a particular field or fields, and which product provides the best control of that spectrum.

Here in **FCA Country**, many of our customers choose Callisto as a post-emerge weed control in corn acres, and turn to FirstRate in the post-emerge soybean treatments, since each of them offers a “**mode of action**” different than that of the Roundup/glyphosate products and thus they’re an effective, convenient way to help in the effort to extend the effectiveness of the Roundup glyphosate products.

Another attractive feature of these alternative herbicide chemistries is they are not only effective against most of the toughest weeds, they are also extremely economical, so please visit with your FCA Agronomist about using these products.

**AERIAL FUNGICIDES:** It’s likely the demand for aerial equipment to spray fungicides on corn and/or soybeans this season will be extremely heavy, so with that in mind we’re encouraging all customers who are interested in having either fixed wing or helicopter spraying services in their fields to talk to their FCA Agronomist as soon as possible to

line things up for these services.

We will need to get FSA maps for each field and all the other particulars coordinated well in advance so we will be able to secure both forms of aerial application equipment to meet the demand locally among FCA customers, and since **Timing Is Critical** to achieve optimum results, the sooner we can have the details arranged on who needs what and where, the better.

I can make the same statement if it turns out we will face another threat from soybean aphids in 2011, so please keep this in mind and get your maps and your orders in to your local FCA Agronomist as soon as you determine the need to spray.

It has been a busy season up to now, with everything happening in sudden, all out bursts of activity, so thank you to all for the great cooperation and good communications to help us keep pace with you and the progress taking place in your fields.

With the sunshine and heat these fields are getting today, along with the adequate moisture they got earlier and the nutrients you’ve applied, the crop is in good shape and taking off very nicely at these initial stages.

**FEED  
&  
LIVESTOCK  
NOTES**

**By  
Rick Heaton**

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In this my first newsletter article I want to briefly introduce myself to the many FCA members and livestock producers I have not had the opportunity to meet yet since Galva-Holstein Ag unified with FCA in early April.

I am originally from the Sioux City area, and following graduation from Morningside College I began

**FEED & LIVESTOCK**  
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**NOTICE OF HOLIDAY CLOSING**  
**All FCA Locations Will Be Closed**  
**MONDAY, JULY 4th**

*Please Plan All Of Your  
Supply-Service-Business Accordingly  
So We Can Serve Your Needs  
Smoothly & Efficiently  
Prior To The Extended Holiday Weekend*



## CONGRATULATIONS TO THE FIRST COOPERATIVE ASSOCIATION 2011 SCHOLARSHIP RECIPIENTS

Since 1997 when the First Cooperative Association Scholarship Program was established, your cooperative has awarded in excess of \$108,000 in scholarships to graduating seniors within our trade area.

As has been our custom in each June newsletter we are very pleased to introduce the 15 recipients that were each awarded a \$500.00 scholarship from the 2011 graduation class. Good Luck & Best Wishes to all of you in your future career choices.

### Luke Arnts

Luke is the son of Bernard and Peggy Arnts and a graduate of Alta Community School.

He plans to attend Morningside College and select a major course of study there.



### Cody Behrens

Cody is the son of Keith and Deneise Behrens and a graduate of Marcus-Meriden-Cleghorn Schools.

He plans to attend Iowa State University to major in Biology-Agriculture & Life Science.



### Molly Breyfogle

Molly is the daughter of Jay and Lisa Breyfogle and a graduate of Ridgeview High School.

She plans to attend Kirkwood Community College to major in Hotel & Restaurant Management.



### Austin Ehlers

Austin is the son of Brent and Carol Ehlers and a graduate of Sioux Central Schools.

He plans to attend Iowa State University to major in Animal Sciences/Genetics/Pre-Vet.



### Michaela Else

Michaela is the daughter of Grant and Shelly Else and a graduate of Ridgeview High School.

She plans to attend Concordia University to major in Biology (Pre-Physical Therapy).



### Blake Erdman

Blake is the son of Tim and Margie Erdman and a graduate of Marcus-Meriden-Cleghorn Schools.

He plans to attend Kirkwood Community College to obtain a degree in Diesel Ag Technology.



### Ryan Friedrich

Ryan is the son of Todd and Cary Friedrich and a graduate of Alta Community School.

He plans to attend either Buena Vista or Northwestern University to major in Ag Business or Business.



### Hanna Glienke

Hanna is the daughter of Bruce and Traci Glienke and a graduate of Alta Community School.

She plans to attend Buena Vista to obtain a degree in Early Childhood Education.



### Hillary Glienke

Hillary is the daughter of Bruce and Traci Glienke and a graduate of Alta Community School.

She plans to attend Morningside College and select a major there.



### Kylee Koivisto

Kylee is the daughter of Gary and Karla Koivisto and a graduate of Ridgeview High School.

She plans to attend the College of St. Scholastica to obtain a degree in Nursing.



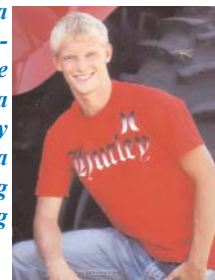
### Jamie Madsen

Jamie is the daughter of Ron and Karla Madsen and a graduate of Sioux Central Schools. She plans to attend Iowa Lakes Community College to obtain a degree in Animal Science.



### Cole Magnussen

Cole is the son of Duane and Cindy Magnussen and a graduate of Newell-Fonda Schools. He plans to attend Iowa Lakes Community College to obtain a degree in Ag Production or Ag Business.



### Samantha Myers

Samantha is the daughter of Eric and Jill Myers and a graduate of Washington High School in Cherokee.

She plans to attend Western Iowa Tech Community College to major in Childcare Supervision And Management.



### Kelsey Sears

Kelsey is the daughter of Allan and Janette Sears and a graduate of Marcus-Meriden-Cleghorn Schools.

She plans to attend South Dakota State University to major in Animal Science.



### Audrey Winterhof

Audrey is the daughter of Dan and Lynn Winterhof and a graduate of Aurelia Community School.

She plans to attend Simpson College to major in Elementary Education.



## ONLINE ACCOUNT ACCESS IS NOW AVAILABLE!

Our Web site ([www.firstcoop.com](http://www.firstcoop.com)) now features a new tool that will help you keep up with important account information with convenient, anytime access to grain contracts, balances, payments, statements, and more.

With the introduction of this new customer service, you now have the option to view your account information online through the **iView Tool**, giving you quick and easy access to information 24 hours a day, 7 days a week, at the click of the mouse.

That means now you can review your information at your convenience, without having to play phone tag with us or make a trip to our office. And, there's absolutely no cost to you for this service!

**You can get at-a-glance summary information** about your accounts in one place, including grain contracts, grain storage and inventory balances, grain settlements, scale tickets, accounts receivable statements, invoices, sales orders, delivery receipts, and payments.

**You can choose the information** you want to see based on details you specify, with the ability to filter to view specific documents.

**You can also** drill down to access additional details or view related information to gain more information when you want it.

Plus with the ability to print reports or download information to spreadsheets if you choose, **You will have timely information on hand** in the format you prefer.

Most importantly, **You can be sure** that all of your data remains totally secure, safe and private. The individual member ID and password that you set up, along with built-in security features using encryption standards, will help keep all of your data private.

We're excited to bring you this new tool as one more way to improve our service to you, our valued customer. We hope you will take advantage of using the iView online account access tool and see how easy and helpful it is.

To get started accessing your account information online, visit our Web site and follow the simple steps to register as a member.

We will then send you an e-mail to let you know when your online account access is set up.

**It's That Easy.**

If you have any questions about this new tool or would like more information, feel free to give us a call here at the office.

## SPECIAL NOTICE FOR FCA CLEGHORN CARDTROL CUSTOMERS BEGINNING MONDAY, JULY 13TH

We Will Be Upgrading The Cleghorn Cardtrol System And  
**INSTALLING NEW BLENDER PUMPS TO OFFER**  
**E-85 \* E-30 \* E-20 \* Super No-Lead**

This Upgrade Project Will Last Approximately 2 Weeks  
And There Will Be Limited Service Available For  
The First Week Construction Is Progressing

*Please Excuse Any Temporary Inconvenience During Construction  
As We Upgrade The Pumps To Offer Greater Selection For Customers*



## THE PETROLEUM REPORT

By  
Jim Bieber

[jbieber@firstcoop.com](mailto:jbieber@firstcoop.com)



In the April issue of the newsletter I discussed some of the information related to the **Spill Prevention Control & Countermeasure (SPCC)** regulations which will be going into effect November 10th.

As a reminder, the SPCC requirement applies to any facility that stores oil or oil products in above ground storage tanks in a quantity of 1,320 gallons or more that could reasonably be expected to discharge those products into water sources must establish an SPCC Plan.

A point of clarification: All oil storage containers with a capacity of 55 gallons or more must be included in your total as you tally the overall aggregate storage of your farming operation to determine if it has a 1,320 gallon total which requires you to prepare and implement a SPCC plan for your farm.

Mandatory compliance with this legislation is set to begin November 10, 2011, and if you are one of the many customers who falls under these requirements, I encourage you to take action now rather than waiting until the deadline to prepare your SPCC plan.

FCA, in conjunction with the Petroleum Marketers of Iowa and several cooperatives in northwest Iowa will be hosting an informational workshop on July 28th in Spencer at which a representatives of EPA will be putting on a presentation and answering questions you may have about SPCC regulations.

Please contact Michelle at the main office in Cherokee or e-mail me at [jbieber@firstcoop.com](mailto:jbieber@firstcoop.com) by July 15 to let us know if you plan to attend this workshop so appropriate arrangements can be made.

Also, please contact your FCA Fuel Deliveryman if you have questions about or need additional assistance with fuel containment or diking systems.

**FALL DIESEL CONTRACTING:** In response to a number of customer calls and e-mails inquiring about opportunities to start locking in their fall diesel needs, I am pleased to

announce that as of now FCA is offering our flexible **3 Contracting Options** for you to choose from to start layering in fall diesel needs:

- 1. 100% Pre-Paid Contract**
- 2. Maximum Price Contract**
- 3. Firm Booking 20 Cents Gallon Down Payment Required.**

As always, the customer's account must be current to participate in any of these special savings.

**PROPANE NOTES:** We began the **LP Contracting & Summer Fill** Programs in May, and many customers have already ordered and locked in a significant portion of their needs for the 2011/12 season.

Once again, the same **3 Contracting Options** specified above are available to contract your LP needs, and your FCA LP Team is ready to take your orders.

Don't forget, FCA offers a **Budget Billing Program** for its residential customers, and a 2 cent per gallon discount for all LP customers who sign up for scheduled delivery.

There's one more month to receive the 10 Cents/Gallon Discount if you order your tank Summer Filled before June 30th.

The discount becomes 7 cents for July fills, and 5 cents for August fills.

An additional 10 cents per gallon discount is available for paying for a Summer Fill order within 5 days of delivery, or you can have the payment deferred until August with payment due by September 20th.

## FEED & LIVESTOCK

*Continued From Page 2*

my career in the livestock production/nutrition industry in 1979 working for Cargill in the northern Iowa, southern Minnesota areas.

After 10 years in that position, I accepted a similar position with Hubbard Feeds in the northern Iowa area where I worked for another 10 years until joining Galva-Holstein Ag, where I've worked for the past

12 years as Feed Division Manager.

Throughout the past 32 or so years I have been in this business, I have always been amazed at and done my best to keep pace with all of the dramatic changes and advances our livestock industry has gone through, and which you as pork and beef producers have also experienced in your own operations during those years.

My wife Beth and I make our home near Quimby. We have three adult children, all boys, and we're the proud grandparents of 8 grandchildren ranging in age from 6 months to 18 years old.

Playing golf when time and weather allow, enjoying landscaping projects at home and spending as much time with the family and grandchildren as possible keep Beth and I plenty busy.

I want to thank everyone for making this transition from Galva-Holstein Ag to FCA a smooth and seamless one, and I continue to look forward to meeting more of you as the time passes and, of course, to working with you and with the outstanding group of knowledgeable, well trained, experienced men who are customer service oriented and who comprise your FCA Feed Team.

**Your Feed Team is:**

**Doug Davis, Swine Specialist** with **19 years of experience** and who headquarters in Aurelia.

**Marc Hinners, Beef Production Specialist** with **26 years of experience** who works from the Cherokee location.

**Matt Lacey, Beef Feed Salesman** who has **16 years of experience** who works out of Battle Creek.

**Dan Walker, Retail Sales** with **35 years of experience** who headquarters at the Galva location.

**Rand Whitney, with 30 years experience** who's the **Ida Grove Location Manager and serves as Swine Project Manager.**

**Attention Farmers With 1,320 Or More Gallons Fuel Storage**

**FREE SPCC WORKSHOP FOR FARM FACILITIES**

**Will Be Conducted By The EPA At The  
Spencer Convention Center - 9:00 a.m. to 1:00 p.m.  
THURSDAY, JULY 28TH**

*This will be the only workshop conducted by the EPA in Iowa to present information and requirements of the Spill Prevention Control & Countermeasure (SPCC) regulations which will become effective November 10, 2011.*

*This new regulation will require compliance for Any Farm Facility Storing, Using Or Consuming Oil or Oil Products in Above Ground Tanks With Aggregate Capacity Of 1,320 Gallons Or More.*

**PLEASE RSVP BY JULY 15TH TO HELP US IN PLANNING**



## HEDGERS' HOTLINE

By  
Randy  
Dunn

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5057 Highway 3  
Cherokee, Iowa 51012

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If you like chaos, you have to be loving the last 6 months of activity in the grain markets.

Uncertainty causes volatility in the markets, and I can't really imagine what else could come along to add any more to the uncertainty we have been having ever since last fall.

Uprisings in the Middle East, earthquakes, tsunami, drought in wheat regions, floods, delayed planting, tight supplies, and a very unstable world economy are just some of the factors driving grain prices.

Add in record amounts of speculator money being invested in commodities, and we get huge price swings nearly every day the CBOT is trading.

Where we go from here is anyone's guess. Many of the grain traders now feel that we will make old crop supplies stretch out to the new crop without making new highs.

With all the flooding and the slow planting pace this spring, new crop acres are still up in the air.

At the end of March, USDA expected somewhere around 93 million acres of corn to be planted, but at this time it doesn't look like that will happen due to the flooding and late planting challenges I mentioned.

Normally a few lost acres wouldn't be that big of a deal, but this year, with the tight carryover picture and strong demand from the domestic and overseas markets, we needed all of those acres in production this season, and they needed to produce a record crop.

New crop corn has recently made new highs, and prices could go a lot higher with a little adverse weather later in the summer.

The same goes for the next couple of crop years too, as it doesn't look like we can produce ourselves into any kind of surplus as long as the ethanol industry stays viable and/or as long as a lot of the productive CRP acres aren't released early for row crops.

And that's only half the story. The U.S. soybean supply next year could be even tighter than the corn supply, and if we lose many bean acres at all from the March planting intentions, we could be dealing with a rationing situation next year.

One factor that's somewhat tempered soybean prices so far is the fact that South America has just finished harvesting a record bean crop.

This has pushed the world bean supply to a little more comfortable level than that of corn.

### CORNER

*Continued From Page 1*

ational and open for business to serve our customer's needs despite needing to complete some of the finishing decorative tasks that will make things complete.

So if you're in the neighborhood, please feel free to stop in to say hello and take a look around.

**iVIEW:** Elsewhere in this issue we've introduced an exciting new customer service that offers added convenience and flexibility to all FCA members, one we

believe will be very popular, widely used and greatly appreciated by everyone looking for a way to simplify various business tasks in these hectic times.

Please take a look at this service and feel free to call if we can be of any assistance to you in setting things up for your farming operation and home.

**CONGRATULATIONS:** In closing, I ask all of you join me in extending congratulations and best wishes for the future to each of the **2011 FCA Scholarship Award Recipients** featured in this issue of the newsletter.

Please also congratulate and recognize all of the young men and women in the graduating class of 2011 who will be taking the next important step in their lives and careers.

**Good Luck & All The Best  
To Each Of You For The Future.**



*Work on the new 500,000 bushel storage bin at the FCA Aurelia location was just being completed as we went to press in early June. In addition to expanding storage capacities at the FCA Aurelia location with this bin project, we have also installed a new 7,000 bushel per hour grain dryer, which will significantly enhance efficiencies in handling higher moisture corn.*