



GOLD-EAGLE COOPERATIVE

THE PERSPECTIVE

www.goldeaglecoop.com



LOCATIONS

Eagle Grove

448-4775
800-873-1797

-Feed Mill-

515-448-5392
800-722-3966

Thor

378-3314
866-210-9734

Goldfield

825-3161
800-825-3331

Renwick

824-3214
888-824-3214

Hardy

824-3221
866-210-9733

Livermore

379-1843
888-576-1843

Corwith

583-2462
888-581-2462

Wesley

679-4272
866-212-3890

Titonka

928-2272
866-203-9656

It Pays to Be a Gold-Eagle Member

By Brad Davis
General Manager



It's always more fun to get a check in the mail than a bill, isn't it? Members of Gold-Eagle Cooperative will be receiving a patronage dividend check for business conducted with the co-op during Gold-Eagle's past fiscal year, which ended Sept. 30.

You can't receive a patronage dividend, however, if you're not a Gold-Eagle member. If you have any question as to whether you're a member, contact our Goldfield office at 800-825-3331. If you're not a member, the investment is an

extremely reasonable \$25 subscription fee. This is a one-time investment with an excellent return.

If you sign up to become a member and receive board approval, you'll qualify to receive future patronage dividend checks. To become a member, stop by the Goldfield office, or give us your name, address and social security number over the phone to sign up.

This year marks Gold-Eagle's 31st consecutive year of earnings. Also, 2016 appears to be our third most successful year in history, which contributes to sizeable patronage dividend checks. We appreciate your ongoing support of Gold-Eagle and look forward to serving you this fall. I hope you have a safe, productive harvest. ◀

"Becoming a member is a one-time investment with an excellent return."

Big Seed Sales, Little Disease Pressure

By Chris Petersen
Seed Sales Manager



trade territory on July 17 had a much bigger impact than we first realized. Even though the corn wasn't lying flat, there was

substantial damage in some fields.

Fortunately, there has been very little disease pressure on corn this summer. While we're seeing some ear tip back, it's not consistent throughout the geography. Why did the tip back happen? There can be a lot of different factors, but it appears this was a heat-induced situation.

During pollination, the last kernels that get fertilized are the ones on the tip. The heat this summer drove the tassels out early and all the pollen was shed, but not all the silks were fertilized.

On the soybean side, it looks like there's huge yield potential this fall due to timely rains and few challenges with sudden death syndrome (SDS). Many growers in our area treated their beans with ILeVO® seed treatment, which helps protect against SDS and nematodes. We'll see if that equates to higher yield potential. ◀

The right genetics on the right acres create the foundation of a successful crop. I'd like to thank all of you who put your trust in us and purchased your seed from Gold-Eagle Cooperative this year. In terms of volume, corn and soybean seed sales were the highest in Gold-Eagle's history.

How have these crops fared? I think the windstorm that hit some parts of our

Are You All In or All Out With Roundup Ready 2 Xtend?

Roundup Ready 2 Xtend™ soybeans finally received all their export approvals. They're now accepted by all processors, and we have a few Asgrow Xtend varieties in our Gold-Eagle plots. It will be interesting to see how the Roundup Ready 2 Xtend soybeans yield in comparison to other varieties.

Roundup Ready 2 Xtend soybeans provide tolerance to dicamba and glyphosate herbicides, offering more consistent, flexible weed control. It's definitely something we'll want to watch, since some growers are frustrated with current weed control challenges in soybeans.

If you go with Roundup Ready 2 Xtend, we strongly encourage you to go all in, or not at all. If you don't go all in, spraying a dicamba-based program and then switching to a non-dicamba product can create big issues, including the increased risk of sprayer contamination and higher drift potential. There are ag retailers, for example, who are thinking about dedicating a sprayer just for the Xtend/dicamba program.

If you go all in, be sure you get Roundup Ready 2 Xtend soybean varieties that fit your agronomic needs for best results. We'll post our Roundup Ready 2 Xtend marketing plot results on Gold-Eagle's website this fall. Watch for more details. ◀

What's Disease Shield™?

You might be hearing a lot about Disease Shield™ from Monsanto for corn. This is a new designation for new hybrids that show strong resistance to five major diseases, including Goss's wilt, northern corn leaf blight, gray leaf spot, anthracnose stalk rot and southern rust.

Disease Shield is not a GMO trait. It's created by conventional breeding. Disease Shield won't carry back to any old hybrids currently on the market. Disease Shield products will be available for the 2017 growing season. For next year, we have one Disease Shield hybrid in a 109-day maturity that fits our geography.

Gold-Eagle members who joined us on Sept. 8 for a bus trip to Monsanto's Learning Center near Huxley received the latest updates about Disease Shield corn and Roundup Ready 2 Xtend soybeans. They also heard about new products Monsanto researchers are developing and had the chance to visit the DEKALB production plant near Boone. Thanks to all of you who joined us for this educational trip! ◀



Rebuilding Renwick

By Brad Davis, General Manager

We're excited about the yield potential of soybeans and corn in Gold-Eagle Cooperative's trade territory. Mother Nature created some challenges along the way, however, especially in Renwick.

Around 3:30 a.m. on Sunday, July 17, violent winds battered Renwick and Eagle Grove. Gold-Eagle lost 400,000 bushels of soybean storage at Renwick due to these straight-line winds. When I arrived in Renwick early that Sunday morning and visited with our team, we found one steel bin was destroyed, and a second steel bin sustained major damage.

I knew this situation would create a major inconvenience for Gold-Eagle and local producers this fall. While we won't be able to have replacement facilities completed for harvest 2016, we do see some long-term opportunities. We'll be able to build excellent new facilities at Renwick that will be operational next year.

Meeting the challenge this fall

Since we can't handle the same amount of grain volume into Renwick this fall as we did in years past, we'll be incenting certain fields to deliver grain to specific Gold-Eagle locations.

Our goal is to bring in 50% to 60% of the normal volume into Renwick, with the balance being redirected to other Gold-Eagle locations. As part of the financial incentive Gold-Eagle will be offering, we'll have total control of where the grain is delivered. We'll be communicating directly with growers about this.

Going forward, we'll be able to modernize the Renwick location. While we couldn't justify this major investment before the storm, now we can add new equipment, including more storage, a new dump pit and a larger grain leg. Thanks for your cooperation as we work through these issues and rebuild at Renwick. ◀



Meet Maddy Miller

Gold-Eagle's agronomy department is pleased to introduce Maddy Miller, who is working as a field marketer. Maddy joined Gold-Eagle shortly after earning her bachelor's degree in agronomy with a minor in ag business from Iowa State University in May 2016.

"I found my passion for agriculture when I was growing up on an acreage north of Webster City," said Maddy, who participated in 4-H and FFA and showed cattle at the county fair.

Maddy has been busy meeting growers and Gold-Eagle employees as she learns about the agronomy division at the co-op. "I'm very excited to see what the future will bring at Gold-Eagle as I learn more about ag and serve area farmers," said Maddy, who enjoys fishing, going antiquing with her fiancé and spending time with her family in her free time. ◀

Schedule Grid Sampling Before Harvest Starts

By Bruce Burns
Eagle Vision Precision
Farming Services



Grid sampling right after you harvest your fields is a key step that will help you maximize your fertilizer investment and boost your 2017 crop's yield potential. Now's the time to get on Gold-Eagle's schedule for this important job.

Taking a grid of your fields helps you pinpoint not only what nutrients are needed, but where they are needed. One of the main reasons to take 2.5-acre grid samples is pH. There's a significant return on investment for putting lime on your fields where needed. I'm hearing about very favorable potash prices this fall, so building up your potassium (K) levels, if needed, could be a priority for some of you. Phosphorus (P) and micronutrients like zinc (Zn) and sulfur (S) are a bonus. When we grid-sample your soil, we can make a solid fertilizer plan tailored to your fields' unique needs.

Gold-Eagle utilizes some of the best software to produce the best recommendations in the industry. Combine this with our team's knowledge of your fields, and we'll help you maximize your return on investment.

Soil sampling tips

Here's what we recommend for best results:

- Grid your fields every fourth year. That way you get an updated set of recommendations, as nutrient strengths/needs have likely changed. Spreading your grids out by doing one fourth of your fields yearly also spreads out your investment in the grid samples.
- Figure your grid expense into your fertilizer plan. Don't view grids as an add-on. Most of the time, grids show areas where you can fine-tune nutrient applications for better results.
- Please don't till your fields until we

have the grids taken and fertilizer applied. Studies have shown that your sample results will be skewed because of tillage. When the top 6 to 9 inches of the soil profile are disturbed, this area will test differently from topsoil that is not tilled. Also, tilled areas are very rough and tough on our equipment and the people doing the soil testing. Thanks for your patience and understanding on this.

Contact your Gold-Eagle sales professional today to schedule grid sampling for your acres this fall. We look forward to working with you. ◀



Count on Gold-Eagle for Yield Data Processing

By Bruce Burns, Eagle Vision Precision Farming Services

Yield data is a vital cog in the information sector and will continue to be one of the best layers of information you ever collect.

If you have an online account such as MyJohnDeere, AGCO AgCommand®, Climate FieldView™, Trimble or Raven Slingshot®, we can get your data into our system seamlessly. Please contact me at 515-605-5113 or bburns@goldeaglecoop.com, and we will get linked up.

If you don't have an online account, please bring in your data cards or thumb drives after you harvest your fields, and Gold-Eagle will process your data for you. We'll also work with you on how collecting this data can help improve your overall farm management.

Gold-Eagle utilizes some of the best mapping programs in the industry to process and deliver the most accurate data. We "clean" your data, so you don't have those outlier strips going down the road. This also addresses data that is collected on the ends if your header is down and also if your flow settings are not where they should be set in your combines.

Calibration of your data is key. We can adjust your data in the software using scale tickets for your harvest on a load or field.

Note: Gold Eagle takes your private field information seriously. We do not share anything with anyone without your permission.

Have a safe harvest, and thank you for your business. ◀

Remember the 4 Rs of Nutrient Stewardship

Want to boost your yield and profit potential while improving sustainability? Follow the 4 Rs of nutrient stewardship:

- **Right source.** Match nutrient and micronutrient types to crop needs.
- **Right rate.** Variable rate to match the right amount of nutrients to crop needs.
- **Right time.** Apply nutrients responsibly at the right time with greater efficiency.
- **Right place.** Position nutrients where crops need them, while keeping nutrients out of sensitive areas.

The goal of these best-management practices is to match nutrient supplies with crop requirements to minimize nutrient losses from fields. While these best-management practices can vary, depending on soil type, crop, management conditions and other site-specific factors, your Gold-Eagle Cooperative agronomist is ready to help.

All the dry fertilizer spreaders we'll be using this fall are capable of meeting the 4 Rs. Please check with Gold-Eagle's agronomy sales staff about our competitive fertilizer prices. We look forward to serving you. ◀

Did You Know?

You might be surprised by how many nutrients your crop needs for optimum performance and yield.

Corn Nutrient Removal Rate

.38 lb. of phosphorus per bushel
.30 lb. of potassium per bushel

Soybean Nutrient Removal Rate

.80 lb. of phosphorus per bushel
1.35 lbs. of potassium per bushel



Prepare for the Veterinary Feed Directive (VFD)

When the Veterinary Feed Directive goes into effect on Jan. 1, 2017, it will impact nearly everyone in the livestock industry. Now's the time for you to get ready.

The U.S. Food and Drug Administration (FDA) is taking key steps to fundamentally change how medically important antibiotics can be legally used in feed or water for food-producing animals. Now, the agency is moving to eliminate the use of such drugs for production purposes (growth promotion and feed efficiency) and bring their remaining therapeutic uses in feed and water under the supervision of licensed veterinarians.

A large share of antibiotics for cattle and hogs will be affected by the new VFD rules. This means you'll need to have a VFD in hand when you buy certain medicated feeds from us. While using antibiotics as a growth promoter is

By Rachel Howdyshell
Customer Sales and Support



largely going away, there are still tools we can use.

While all this may seem intimidating, the VFD is focused on good production practices. Be sure to have a relationship with your veterinarian in place now. Gold-Eagle's feed team is also here to help you prepare for the VFD. If I ask to meet with you, I just want to make sure you're ready for the changes that will go into effect Jan. 1.

Thanks for working with Gold-Eagle. We appreciate your business and are here to help. ◀

New Equipment Equals Efficiency

Investing in Gold-Eagle's application equipment is one more way we can help you maximize your farming operation. We've added a number of new rigs this fall, including:

Region 1

- Deere applicator complete with a New Leader® MultApplier dry fertilizer box.
- An additional 24-ton tender. Having two 24-ton tenders delivering product should virtually eliminate down time.
- An additional 50-foot toolbar and nurse tanks to our expanded anhydrous fleet.

Region 2

- A 7300 TerraGator® equipped with a L4000G4 multi-bin dry fertilizer spreader. This spreader unit can be used for

single or variable-rate application to broadcast phosphorus, potassium, sulfur and zinc from four bins, either independently or together, in one pass. That means more flexibility for a wider variety of micronutrient applications.

Region 3

- A new TerraGator 7300 equipped with a New Leader Edge, model NL4500, that will be used primarily at our Corwith location. The NL4500 variable-rate dry nutrient applicator spreads material faster, wider and more consistently. In addition, the advanced Edge features precise boundary spreading, resulting in improved nutrient placement for higher yield potential. ◀



Slingshot® Sends VRT Data the Easy Way

By Bruce Burns, Eagle Vision Precision Farming Services

Transferring electronic files to our dry fertilizer machines will be much easier, since we've purchased five Raven Slingshot® units for our main dry machines in time for fall application.

This means we can send variable-rate technology (VRT) files directly to these machines without having to put the data on a flash drive that must be delivered to the machine. The simple, easy file transfer will relieve some stress for our plant managers who've had to deal with flash drives in the past.

Other benefits include:

- **Remote support.** Anyone with access to a Slingshot account can log in with a code from the operator and help troubleshoot an issue. Also, if we need

support from Raven, their team members can access the system to address the issue.

- **Fleet management.** We can view where our machines are on a map in real time through an online portal. This lets us plan our day as it unfolds with more efficiency.
- **Data transfer made easy.** This technology will allow us to take data off the machine remotely.

We are also purchasing seven vehicle switch kits that will allow us to pull out our Slingshot Hubs for use in our other machines when we're done with the dry fertilizer units. In the spring when we don't utilize VRT much, if at all, we can put the Slingshot Hubs in our liquid floaters and Hagie sprayers. ◀


www.ravenslingshot.com



Harvesting Hope in Times of Uncertainty

As you harvest your crops this fall, stop and think about how much courage it takes to farm.

You can be reasonably certain that if you plant seed and tend the crop, you'll have something to harvest in the fall. There are no guarantees, though, about what the weather will do, how good yields will be, or which direction grain prices will move.

Uncertainty is life's way of saying there are only a few things any of us can control. One thing you can control, however, is who you trust. It's important to choose a business partner who can navigate the cyclical nature of agriculture. You need someone who has the experience, knowledge and

best interest of the farmer in mind to make it through times like this.

Gold-Eagle Cooperative has served local farmers for generations and is ready to help you, too. Our skilled team will work with you to find the right solutions for your unique needs, from agronomy to seed to feed.

We know farming isn't for the faint of heart. It demands discipline, smart decision-making, hard work and courage. Let us help you bring more certainty to a business that's often defined by uncertainty. Just like you, we're in this for the long haul and hope for a bright future for Iowa agriculture. ◀



GOLD-EAGLE COOPERATIVE 2016 FALL HARVEST POLICIES

Receiving for market

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

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

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

Special notice - 15 days grace period

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

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

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

REGULAR STORAGE RATES - WAREHOUSE RECEIPT - NO MINIMUM STORAGE REQUIREMENT

August - March
1/7 cent/bushel/day

April - July
1/20 cent/bushel/day

Regular storage billing

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

December 31

March 31

June 30

September 30

Moisture requirements

Corn Maximum = 25% Soybean Maximum = 15%

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

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

Special note on grain bank

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

Moisture averaging

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

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

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

Corn for drying

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

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

Shrink

Moisture Shrink = 1.18%

handling Shrink = 0.27%

Total Shrink = 1.45% per 1% of moisture removed

Discounts

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

Soybean moisture discount

The schedule is 3% shrink discount calculated by the 1/10% of moisture for soybeans between 13.1% and 13.5% moisture.

(Example: For 100 bushels of soybeans at 13.5% moisture, a customer will be paid for 98.5 bushels of soybeans with no cash discount.)

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

Price later contracts - corn and soybeans

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

Pricing Policy - Price Later

- Price later contracts can be priced any time Gold-Eagle Cooperative is open for business and bidding for grain.
- Price later contracts to be priced for cash price only—no forward contracting.

- Contracts will carry an expiration date of Aug. 31, 2017, and must be priced by the close of business that date or it will be automatically priced on Aug. 31, 2017.

THERE IS NO OPTION TO ROLL OVER

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

NOTE: ALL GRAIN CONTRACTS MUST BE SIGNED

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

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

Service Charge - Price Later

20 cents/bushel to Jan. 3, 2017.
3 cents/month Jan. 4, 2017 to Aug. 31, 2017.
20 cents will be billed at issuance.

Moisture - Price Later

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

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

Deferred payment contracts

Gold-Eagle will issue deferred payment contracts to those who request them for grain sold before Dec. 30, 2016, to have payment-specified contract date in 2017.

Grain bank rates

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

NO IDENTIFICATION TRANSFERS ARE ALLOWED

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

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

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

ALL POLICIES SUBJECT TO CHANGE WITHOUT NOTICE

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

Record Harvest Ahead?

A record U.S. corn and soybean harvest could be on tap in 2016, as the U.S. Department of Agriculture predicts 15.2 billion bushels for corn and 4.1 billion bushels for soybeans.

Iowa is predicted to see the most growth in its corn and soybean production, with an additional 401,000 bushels (compared to the three-year average), followed by Minnesota (+217,000 bushels), Illinois (+185,000 bushels), Nebraska (+148,000 bushels) and Missouri (+138,000 bushels).

Record corn and soybean production may stretch the nation's storage capacity to the breaking point this fall. Storage could be as tight as it has ever been.

Despite all the talk of potentially large crops, we're hearing a

lot of stories about tip back in corn. The missing kernels can be aborted kernels—ones that were fertilized but stopped developing—or can be kernel initials that weren't fertilized due to problems with the pollination process. Low sugar levels in the plant before, during and after pollination are often associated with such loss of kernels.

While time will tell how the 2016 harvest will play out, keep an eye on the U.S. dollar and the energy markets, since they also impact the grain markets. ◀

By Brady Hess
Merchandising
Manager



GOLD-EAGLE COOPERATIVE

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Thank You for a Great Year

*By Stu Pannkuk
Agronomy Sales Manager*



It's clear farmers in Gold-Eagle Cooperative's territory know that yield is king. Even when you consider current commodity prices, growers are willing to invest in the inputs they need to maximize yield potential.

I'd like to thank you for making 2016 one of the best years ever in Gold-Eagle Cooperative's agronomy division. Not only did we reach this milestone with support from loyal customers, but your cooperative also added a record amount of new business. This allowed Gold-Eagle to:

- Sell and apply record amounts of fungicide for corn.
- Achieve one of Gold-Eagle's best years in overall pesticide sales.
- Reach record NH3 sales (an 18% increase) while maintaining liquid nitrogen sales.

- Achieve one of our best years for dry fertilizer sales.

The good news is that there has been a substantial decrease in fertilizer prices for this fall, compared to 2015 fall fertilizer prices. In addition, the NH3 was completed and all dry fertilizer shipments were received by late August.

Thanks again for choosing to do your agronomy business with Gold-Eagle. We look forward to working with you this fall and hope you have a safe harvest. ◀

