

GOLD-EAGLE COOPERATIVE

THE PERSPECTIVE

www.goldeaglecoop.com



Energized by Our Look Into the Future

LOCATIONS

Eagle Grove
448-4775
800-873-1797

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

By Brad Davis
General Manager



I've participated in many strategic planning sessions over the years with our board of directors, but this year's event was hands-down the best. To me, it's a big deal when the board of directors and management team are able to openly discuss important topics that will influence the future of this cooperative for many years.

Facilitation of the strategic planning event was conducted by Dave Holm, Executive Director of the Iowa Institute for Cooperatives, who led our team discussions. He also walked us through something I'd call Cooperatives 101, a review of the circumstances that motivated great-granddad to join the co-op with other farmers when co-ops were forming and why granddad and dad continued to be loyal members.

After we covered the fundamentals, we went on to fruitful discussions of ways to manage our balance sheet—balancing members' equity with the need for constantly improving services. Naturally, we also spent a fair amount of time on the bigger dreams we share. We pictured ways we could enhance our existing facilities and blue-skied the possibility of future expansion. We shared a very enlightening discussion of planned succession in our management team, the people who have the abilities and vision to lead this organization for

years to come. In all, it was an exciting few days, and I predict our new sense of a cohesive team will benefit our members in lots of ways.

Our membership list is another strategic planning focus area. There are a fairly significant number of members who have become inactive the past several years. Some have moved, some no longer farm, and some we really don't know.

Certainly there are costs and producer inconveniences to maintaining an inaccurate membership list, so we will be communicating with this group in the next few weeks. This group will have the opportunity to communicate their current status and future intentions. We remain optimistic their future intentions include Gold-Eagle.

Another important step is the document you're holding in your hands. Our revamped newsletter represents another exciting change for Gold-Eagle. Scot DeShong, who worked on our newsletter for over 30 years, recently retired. Our new collaborators will employ new technology to build on our solid tradition of useful information. We'll publish this newsletter once every quarter and continue to pack it with timely stories such as the impact the awful PED virus has had on procedures at our feed mill (See page 5) and a review of new agronomy equipment ready to roll this spring (on pages 2 and 3).

We'd be pleased to know what you think of our new newsletter. If there are stories you'd like to see, let us know. ◀

Rain-Fast Times for Products in Stock at Gold-Eagle

(Clip this list and keep it handy throughout the crop season.)

*This information does not take the place of product label directions.

PRODUCT	RAIN-FAST TIME IN HOURS
ANTHEM™ OR ANTHEM™ ATZ	4
ASSURE II®	1
BALANCE® FLEXX	2 OR LESS
BUCCANEER® PLUS	1-2
CADET™	4
CALLISTO® 4SC	1
CALLISTO® XTRA ENHANCED	4
CAPRENO®	1
COBAL™ OR COBALI® ADVANCED	WHEN DRY
COBRA®	½
CORVUS®	2 OR LESS
ENLITE®	1
EVITO®	¼
FIERCE®	1
FIRSTRATE®	2
FLEXSTAR® OR FLEXSTAR® GT 3.5	1 OR WHEN DRY
FOREFRONT® HL	2
FUSILADE® DX	1
GANGSTER®	2
GOVERN®	WHEN DRY
GRAZON® P+D OR GRAZONNEXT®	4
HALEX™ GT	1
HEADLINE® OR HEADLINE AMP®	WHEN DRY
HEADLINE® SC	1 OR WHEN DRY
HERO®EC	1
HORNET®	2
IMPACT®	1
LAUDIS®	1
LIBERTY®	4
MARVEL	1
MCPA AMINE	4 TO 6
MCPA ESTER	5
PREFIX®	WHEN DRY
PRIAXOR™	WHEN DRY
PURSUIT®	1
QUADRIS® OR QUADRIS®OPTI OR QUADRIS TOP®	4
QUILT® OR QUILT XCEL®	4
REALM® Q	4
REMEDY® ULTRA	4
RESOURCE®	1
ROUNDUP POWERMAX®	1-2
ROUNDUP WEATHERMAX®	½
SELECT® MAX	1
SEVIN® XLR PLUS	2
SHARPEN®	1
STATUS®	4
SURESTART®	2
TARGA®	1
TELA® XP	4
AGRISTAR®THUNDER™ OR THUNDER MASTER®	4
TRIPLEFLEX™	2
VALOR®SX OR VALOR® XLT	1
VERDICT™	1
2,4-D AMINE	6 TO 8
2,4-D ESTER	1 TO 3

Here's How We Chart an Effective Spring Agronomy Season

By *Stu Pannkuk*,
Agronomy Sales
Manager



Around here, the important first signs of spring are the agronomy team's training and strategy meetings. Before the rush begins, I want to make sure everyone knows their responsibilities. It starts with a gathering of all our custom applicators. We review our spraying guidelines and give each of them the opportunity to ask me questions one on one. You want them to be ready and so do we.

Next come meetings with our agronomy operations people in all three regions. That's when we talk about floater assignments and tender assignments. We determine who will take fertilizer orders and who will create the loads headed for your fields. We talk about our system for keeping farm chemical inventories flexible as the workload moves from region to region throughout the crop year.

Because we make these decisions early and hand out job assignments ahead of time, everybody sees the whole game plan. Preparation also includes knowing who to call when you need backup at the most hectic times, so we make those responsibilities clear, too. During our

pre-season chart talks, we also talk about new equipment and improved services so the whole team knows what we can do for customers.

From your standpoint, everything that happens behind the scenes probably boils down to one question. "Will Gold-Eagle agronomy be ready to roll when I am?" Yes. And when we roll, you can be assured we'll know what we're doing, who is doing what, and why.

I've included some info from our meetings that should be useful to you throughout the spring crop season.

Equipment additions deliver with accuracy

A new STS 12 Hagie Sprayer based in Region 3 arrived well-equipped for all-season use with:

- Auto-boom shutoffs
- 120-foot boom
- Viper 4-spray volume controller
- Three-product injection system
- Interchangeable tires for pre- or post-emerge applications
- Raven Auto Steer.

Also covering Region 3 this spring, a new TerraGator® 7300 floater featuring adjustability for spray heights from 21 to 75 inches employing:

HERE'S WHAT'S ON HAND AT EACH OF OUR BULK CHEMICAL LOADING SITES THIS SPRING

CORWITH: Harness®, Harness® Xtra, and Roundup PowerMax®

EAGLE GROVE: Callisto® XTRA and Roundup PowerMax

GOLDFIELD: Harness and Roundup PowerMax

HARDY: Durango® DMA®, Flexstar® GT 3.5, NXT Volley ATZ Lite®, and Roundup PowerMax

LIVERMORE: Halex™ GT, Harness, Roundup PowerMax, and Volley ATZ Lite

RENWICK: Harness and Roundup PowerMax

TITONKA: Harness Xtra and Roundup PowerMax

WESLEY: Durango, Flexstar GT 3.5, Harness Xtra, Roundup PowerMax, Prowl®, Verdict™, and NXT Volley ATZ Lite.

A Different Kind of Year for Seed Availability

- Deep-drop elevation control
- A 60- to 80-foot Benson boom
- Raven Viper controller
- Smarttrax steering and Accu-boom section control.

In Region 2, we added two 3,500-gallon SS tender units.

A new automated treater at Wesley brings us closer to our goal of seed treating at every Gold-Eagle location. (For 2014, we'll be treating seed in Eagle Grove, Goldfield, Renwick, Thor, Titonka, and Wesley.) The new treater offers these advantages:

- Fully computerized product selection that eliminates the need for premixing insecticides or fungicides.
- Certified scales to assure absolute ingredient accuracy.
- A batch system that enables adding inoculates by request.

Touch base with these important reminders

If you apply insecticide on your continuous corn, be alert to the potential of harmful interaction between certain corn herbicides and the organophosphate insecticides. There's a real possibility of crop injury. Talk with your Gold-Eagle agronomist to determine what herbicides are compatible with the insecticide you plan to use.

In this era of resistant weeds, let's hope you decided to vary your herbicide program this year with a preplant, pre-emerge, or post-emerge product for soybeans. If you haven't made your final decision yet, here are post-emerge choices other than glyphosate that you can include in your arsenal. Consider Anthem™ (Zidua® plus Cadet™), which can be used up to the third trifoliolate stage, Marvel (Cadet plus Flexstar®), Flexstar® GT-3.5 (Flexstar plus Touchdown Total®, a glyphosate), Prefix® (Dual® plus Reflex®), and Cobra®. ◀

By Chris Petersen
Seed Sales Manager



After several years of cautioning you that seed supplies were short, we've come to a point where I can say our supply is in good shape. But that doesn't mean you should be complacent and wait too late to stake out your preferred hybrids.

I realize there is some indecision out there right now. Will it be corn or beans? We are noticing better corn sales than in previous years with beans lagging behind typical totals. So, I repeat, don't wait too long to order corn.

As in previous seasons, we are prepared to make early deliveries of your seed to your own shed. It's a free service that helps us as much as you, since we make room in our warehouses and limit the in-season rush to load orders. Tell your Gold-Eagle agronomist if you'd like your seed delivered.

Make a date to plant when the time is right

Iowa State University research puts most of our customers in the upper tier of counties with the narrowest planting window for maximum yields. That doesn't mean you should jump the gun, though. The recommended times for corn planting in our region are

from April 12 to May 2 to achieve 95 to 100% of yield potential with April 12 to 30 offering the most potential (98 to 100%).

Researchers point to May 1 as the first effective date to plant soybeans in the northern tier. Mudding-in beans, just to plant extra early, causes soil compaction that outweighs any benefit of early planting. Beans planted early often require two or three weeks to emerge and require an integrated-management approach that manages pathogens and pests. You really won't gain much by planting early, and you could risk replanting and a yield loss.

What about replanting beans? Relying again on ISU research, we know it is possible to replant beans until early July. The question is what will you gain? If stand reduction creates gaps less than two feet in diameter, adjacent plants are often able to develop branches that fill those empty spots. Those branches develop extra pods to compensate for the reduced stand.

If you're considering replanting corn, you first need to determine your surviving plant population. Randomly count stands in the affected field without concentrating your search in the worst spots. ISU suggests following a zigzag pattern across the field to fairly represent the situation.

Next, you want to evaluate stand uniformity. If most rows are emerged, you can

expect those plants to offer too much competition for your replants. If you can predict a two-week delay between those already emerged plants and your replants, you'll only make a 5% yield gain. At that rate, assuming the costs of seed and fuel, replanting won't pay. Your agronomist would be glad to talk with you about your replanting concerns if and when the time comes. We'll supply the info that will help you calculate your chance of replenishing yield. ◀



Spud Rahm and the new seed treater in Wesley.

Ready to Test Variable-Rate Seeding?

By Bruce Burns, Eagle Vision Precision Farming Services

Eagle Vision has the ability to create its own Variable-Rate Seeding (VRS) prescriptions. We use information we've collected—grid sample data and soil type layers—in conjunction with information you share with us, including your yield data. Talk with your local Gold-Eagle agronomist to find how you can start the VRS process.

If you're thinking ahead to VRS next year, that's good, too, because we'll have time to show you the advantages of FieldScripts® from Monsanto. Gold-Eagle is a certified FieldScripts agent with the ability to collect the data that feeds into that program.

FieldScripts requires at least three-acre grid samples that include data on the following attributes: water pH, buffer pH, organic matter, cation exchange capacity, phosphorus and potassium, magnesium, soluble salts, zinc, and sulfur. Along with that info, we need three years' worth of yield data—two of those must be corn. There are also equipment requirements for VRS with FieldScripts, but if you don't intend to start variable-rate planting until 2015, we have time to provide you the most up-to-date-list.

Grid sample after planting

We encourage sampling as soon as possible after planting. There is limited time before the 4-wheelers can no longer sample without damaging the crop. Sampling at this time allows our agronomy sales staff and our growers to have ample time to discuss the results and create a field plan for next year before harvest season. Also, as an added benefit, the cost of sampling in that time frame is reduced by \$1/acre! By requesting spring grid sampling, you'll be prepared to make

one phone call after harvest and spread according to your new plan and not have to wait 2-3 weeks to start tillage due to time lag of pulling the samples and getting the results back from the lab.

Research tells us spring and fall sampling results in the same field hardly vary, so long as you resample in the same season next year. Grid sampling a field is like taking inventory of nutrients so you'll know what and where to restock.

Grid sampling offers significant return because it pinpoints not only the need for lime, but also reveals any deficiencies concerning phosphorus (P), potassium (K), Sulfur (S), and micronutrients such as zinc. Eagle Vision uses top-notch software to produce excellent recommendations we combine with our first-hand knowledge of your fields to help maximize the return on your fertilizer investment.

We recommend sampling each field every fourth year. That way you'll always be working from an up-to-date set of recommendations even as a field's nutrient strengths and deficits fluctuate. If you direct us to sample one quarter of your fields each

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year, you'll also spread expenses. We encourage producers to incorporate grid sampling costs into their overall fertility expense total—it's a basic component that shouldn't be viewed as an add-on.

As you consider grid sampling for this spring, ask yourself a question. If you have a piece of ground capable of producing no more than 120 bushels, why would you spend the money to fertilize it at the 260-bushel level? Most of the time, grid samples reveal higher producing ground that's low in fertility and less productive ground sitting there with high fertility. Why? Year after year, you may be extracting too many nutrients from your better ground, nutrients you're not replacing. Meanwhile, your crops aren't requiring as much of your poorer ground, so fertilizer has been building up there. ◀



A new STS Hagie Sprayer in Titonka will serve Region 3 with a three-product injection system and interchangeable tires for pre- or post-harvest applications.

Tested and Ready

Brian Kelley and Rachel Howdysshell are continuing to guide our feed division against the industry-devastating crisis that is PED virus. "PEDv is like a hail storm," Brian said. "It hits and totally wipes out your production. You weather the storm and start rebuilding once it passes."

Rachel says it is hard to really grasp how devastating it is. "Since the disease is not reportable, it has been difficult to really gauge how much loss is out there. My sense is that it is greater than we realize and that is starting to be reflected more in the markets."

As Brian points out, "Swine producers are a resilient bunch. They recognize the devastation and start making all the necessary adjustments to start recovering. The most obvious change has been taking hogs to heavier weights. The last pounds that the pig puts on are the most inefficient pounds of growth. While hog numbers are down, our tonnage has maintained a higher level than we were anticipating, largely due to the increased feed usage of these heavier animals."



When PEDv first arrived in our trade area, Brian, Rachel, and the feed team took immediate action to protect feed customers. "We felt that we had a pretty strong biosecurity program in place—both in the mill and within our transportation department," Brian said. "When the virus entered our customer base, we added additional layers of protection, such as in cab disinfection, to really try to tighten barriers between the mill and our customers."

Rachel continues, "Our mill and equipment have undergone intense scrutiny in terms of testing for the virus. It was a great feeling every time those tests came back negative. The confirmation that our practices to protect our customers were working was a good

feeling. I'm really proud to work with such a great team of drivers who are so willing to go the extra mile to do the right thing."

The feedmill is also continuing forward on becoming HACCP certified. HACCP stands for Hazard Analysis Critical Control Points, a set of high standards to assure a safe product comes out of the production line. HACCP certification requires a lot of work and a pile of paperwork.

Brian explains why he's ready to go through it. "Today's consumer is more knowledgeable and demanding. The meats industry has been practicing HACCP for years, it just makes sense to follow the same program further up the food chain. We intend to be ready to meet the food safety requirements being put forth now and in the future. The feed industry is much more a part of the "food" industry than we may have considered ourselves in the past." ◀



AN OPPORTUNITY TO BENEFIT FROM DOING THE RIGHT THING

The Iowa Department of Agriculture and Land Stewardship is seeking producers who will showcase field tactics that lead to a nutrient reduction strategy in designated watershed areas. Two new project areas in the Boone River Watershed fall within Gold-Eagle territory. Producers who agree to serve as Farmer Champions in those areas will receive cost-share funding to complete their projects.

The Prairie Creek Watershed is bordered by Wesley to the north, Corwith at the east, LuVerne on the west, and Renwick to the south. The Eagle Creek Watershed area is close to both Goldfield and Eagle Grove on the west and Clarion to the east. If you farm in either of these watershed areas and are interested in the program, talk to Emily Funk at the Kossuth County Soil and Water Conservation District office in Algona. Eligible projects include strip till/no-till application, cover crop plantings, and effective use of nitrification inhibitors. The Farmer Champions who complete their projects will share their new knowledge of these practices with others. ◀

YOU ARE INVITED

2014 Grain Outlook Meeting

Thursday April 10

**9:30 a.m. Wesley
Community Center**

1:30 p.m. Goldfield School

**Jason Sagebiel
Risk Management Specialist
INTL/FCStone**

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A Series of Unexpected Events

By Duane Madoerin
Merchandising Manager



Black Swan Theory refers to an unpredicted event of major importance that everyone later agrees should have been highly predictable. Take the housing market meltdown of 2007. Upheaval in the Ukraine may be a Black Swan, surprisingly unsurprising and with an effect on our corn markets.

The Ukraine is responsible for 16% of the world's corn exports—making the country exporter number three. If the world loses those exports, where will buyers turn for corn? And if the U.S. takes up the slack, how will that affect our corn reserves?

When we look at the fundamentals, we can predict a decent U.S. corn carryout this year of 1.5 billion bushels with maybe 2 billion projected next year. Say our farmers plant 93 to 94 million acres in 2014...that could give us a potential 13.7 billion bushels next year with usage forecast at 13.3 billion. In our area, at least, those 2013 prevented planting acres will go to corn.

Consider those numbers and it would

likely be a good idea to watch for \$4.70-4.95 on December corn futures. It would be a respectable place to start selling new crop.

Bean acres in the U.S. this year are expected to increase to 78 or 79 million for a crop in the neighborhood of 3.4 billion bushels. On the heels of a large crop out of South America, that could mean lower new-crop soybean prices. With that in mind, you might want to look at selling \$11.65-11.95 November futures. Compare this year's crop revenue assurance February base prices at \$4.62 for corn and \$11.36 for beans to \$5.65 and \$12.87 in 2013.

Another unexpected buildup of negative events this winter can be expected to influence our grain markets. Initially, grain market logistics seemed to break down. The Burlington Northern, responsible for 47 percent of the U.S. rail grain market, fell far behind on grain shipments and that has affected all tributaries to that rail line. We're on the Union Pacific, which has, as a result, taken on more traffic and leased some power to the BNSF. The Canadian situation is much worse because they haven't been able to ship their crop since it came out of the field last fall.

It all started when the rail companies decided the preferred cargo would

be products of the Northern oil fields and products used in oil drilling. This concentration of the rail assets in the oil fields, in conjunction with the late harvest and an early onset of winter, has backed the grain pipeline up and could cause pressure on basis values.

As rail traffic backs up, Ethanol railcars and DDG cars are not returning fast enough. That, in turn, slows ethanol production. When ethanol production slows down, corn that would have gone to ethanol stays in the nation's corn pile. And if that wasn't enough upheaval, the PED virus began to ravage the nation's pork herd. Dead pigs don't eat corn.

Here's what I believe is your best defense as the ripples from a series of unexpected events flow through the grain markets: Talk to Darren Fritz, our Gold-Eagle marketing consultant. He's been conducting small-scale gatherings with producers in our locations and he'll gladly meet with you. In these smaller marketing sessions, he's helping farmers pinpoint their cost of production and determine how they can use contracting to achieve a profit. Since the groups at each session are small and personal, Darren is finding attendees more comfortable asking questions they wouldn't ask in a room full of people. Contact Darren in our Goldfield office to request a meeting. ◀