

# GOLD-EAGLE COOPERATIVE

---

# THE PERSPECTIVE

---

[www.goldeaglecoop.com](http://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

## Unleash the Power of Partnerships

by Brad Davis  
General Manager



Remember that classic picture of two little boys dressed in striped denim overalls, caps and boots who ask, "You been farming long?"

I've been in this business since 1974. Like many of you who've farmed any length of time, I've seen a lot of ups and downs in agriculture. I'll never forget my first year in the business, when an early frost led to 40-pound test weights on corn, which came in at 40 percent moisture. It was terrible, but we went on.

Just about the time you feel comfortable that you have things figured out, Mother Nature humbles you again. Clearly, 2018 was one of those years, from blizzards in April to excessive rain at harvest.

Farming isn't for the faint of heart, but it reminds us that this business is all about dealing with challenges and capitalizing on opportunities. Now's the time to revisit our business plans, have frank discussions with trusted advisors and move forward together.

### We're in this together

It was good to see many of you at Gold-Eagle's Annual Meeting December 4th in Renwick and Wesley. The annual meeting gives us all a chance to come together and reflect on the successes and challenges of the previous fiscal year, make projections for the year ahead, and thank everyone—from our members to our managers and employees—for their individual contributions to the success of your cooperative.

I'm pleased that Gold-Eagle had a good year in fiscal year 2018. This success reflects the power

*Continued on next page*

## What Do Other Farmers Know That You Don't?

In times like these, maximizing your grain marketing opportunities is more important than ever. That's why Gold-Eagle introduced a number of new specialty grain marketing contracts in the past few years to help you capture more value from your bushels.

Since we started offering these contracts, we've seen a 400% increase in the number of growers using these marketing tools. Want to see what contracts might fit your needs? Contact your local Gold-Eagle location for more details. ◀



by Brady Hess  
Merchandising  
Manager



### Flying Blind

Calling the grain markets "volatile" lately is like saying a Ferrari is just a car. If you thought the grain markets were volatile in 2018, welcome to 2019.

- The partial government shutdown that started on Dec. 22, 2018, has delayed the release of many key U.S. Department of Agriculture (USDA), including final estimates of the size of the 2018 corn and soybean crops, export data and more. Without those reports, the market is flying blind, which creates more volatility.
- Chinese importers returned to the U.S. soy market on a limited basis since the two countries agreed to a truce in their trade war. It sure feels like China needs to buy more beans, especially if they're trying to get by until South America's soybean crop is harvested. By January 7, U.S. soybeans were about 14 cents higher per bushel than soybeans from Brazil.
- The U.S. soybeans carryout is huge—approximately 1 billion bushels. Carryout hasn't been that high for at least 10 years. Just a few years ago, the U.S. soybean carryout was less than 300 million bushels.
- The U.S. corn carryout is huge, too. While Iowa produced a smaller corn crop in 2018, this didn't lower the carryout, because the ethanol industry has idled 1.5 billion gallons of capacity due to poor profit margins. It goes back to the refinery exemptions that the U.S. Environmental Protection Agency (EPA) has issued, which could steal billions of gallons of domestic ethanol demand.

Growers in our trade territory and beyond are concerned about how the spring 2019 planting season will play out, from market volatility to a compressed window of opportunity to get all the work done, since inclement weather prevented so much fieldwork last fall.

Yet there are bright spots. Government payments to help buffer the impact of the China-U.S. trade war mean farmers have been getting close to \$10 beans. Negotiations are also continuing with China to help resolve the trade issues impacting American agriculture.

In the meantime, remember that the Gold-Eagle grain team is here to help. We offer a variety of marketing tools, including specialty grain marketing contracts. Stop by your nearest Gold-Eagle location to start the conversation, or give us a call 800-825-3331. We look forward to serving you in 2019. ◀

## Unleash the Power...

*Continued from previous page*

of partnerships that define a solid cooperative. We're in this together. Gold-Eagle is with you every step of the way, through the good times and the challenging times.

**“As a cooperative, we believe that coming together is a beginning; keeping together is progress; and working together is success.”**

While your cooperative's financial performance remains strong, thanks to your support, we understand the trials you're going through right now. Our board members are farmers, and we listen closely to our members. Your voice matters at Gold-Eagle, where we're blessed with strong leadership and a talented, dedicated team of employees who are focused on serving you.

As a cooperative, we believe that coming together is a beginning; keeping together is progress; and working together is success. Thanks for your ongoing support of Gold-Eagle. We look forward to growing this partnership and helping you succeed, now and in the future. ◀

# Surviving “Shock and Awe”

Happy New Year! I think all of us are glad to say goodbye to 2018. About the only way to describe last year was “shock and awe.”

First, there were the blizzards that kept hitting our area in April. Then came the wind in early July before the corn pollinated. Just 20 to 30 minutes of those violent winds destroyed 50 to 100 bushels per acre of yield potential, especially in the central part of our trade territory. The winds hit farms

from Livermore to Renwick to Thor and Eagle Grove.

Then came the rains in September into mid-October, which delayed harvest and interfered with fall field work. It looks like 2019 will be a challenging spring, as we deal with the ongoing effects of 2018.

Going forward, know that we’re here to help. Boone Morgan, who is our Gold-Eagle agronomy sales manager,

by Chris Petersen  
Seed Sales Manager



and myself are happy to meet with you to discuss your agronomy needs. We can meet you at your nearest Gold-Eagle location or on your farm.

Remember, we’re all in this together. Thanks for your business, and I wish you a successful 2019. ◀

## High-Quality Pork Starts Here

by Chris Boshart  
Feed Department  
Manager



Could you use an extra \$53.47 in your pocket? If you’re a pork producer, U.S. pork exports boost your bottom line.

It can be easy to forget just how big the opportunities are worldwide for high-quality U.S. pork, including the pork you produce right here in north-central Iowa. U.S. pork is sold to more than 100 countries around the world.

Export values returned an average of \$53.47 per head back to U.S. pork producers in 2017, according to the most recent annual figures from the National Pork Board. Also, U.S. pork and pork variety meat exports accounted for a whopping 26.6 percent of total pork production in 2017.

We’re proud to supply the feed you need to produce this high-quality pork that’s in high demand around the globe.

- We serve all types and sizes of producers, from large integrators to independent producers.
- Gold-Eagle has feed mills in Eagle Grove and Goldfield to supply not



only hog feed, but poultry layer feed, cattle feed and more.

- We offer a wide variety of other feed-related products, from pre-mixes to bagged feed and show feed.
- We can work with you to fine-tune your feed rations and adjust the amount of distillers dried grains (DDGs) to maximize results.
- We can look at ways to help you save money, where possible, on feed.

The U.S. pork industry has done a phenomenal job of providing high-quality pork options that consumers

worldwide want. Buyers also know we can offer a consistent, reliable supply.

Consistency and quality also define Gold-Eagle’s feed division. We’re proud to be a link in the chain that brings U.S. pork to dinner tables around the world. We’ll do everything we can to provide you with the feed you need to stay competitive.

If you have any questions, feel free to call me at 515-825-9637. Thanks for your business. We look forward to serving you in 2019. ◀

# Thanks for the Memories

Where were you in 2002? Our country was still reeling from the 9/11 attacks, President George W. Bush vowed to expand the fight against terrorism, and here at Gold-Eagle, I was starting as the new agronomy sales manager.

Since then, I've had the opportunity to help grow Gold-Eagle's agronomy division to serve you better. Now it's time to hand the reins to Chris Petersen and Boone Morgan. By the time you read this, I'll have been retired since the end of December.

It's hard to believe how fast the past 16 years have flown by. In newsletter terms, that's approximately 165 articles of Stu's News! When I look back, there have been some big changes along the way.

## Growing from five to nine

Gold-Eagle grew from five locations to nine in 2002. Back then, there was no formal agronomy sales manager position, so that's the role I filled when I started on Sept. 1, 2002. One of the biggest changes I made was to reorganize agronomy services management from nine different locations to a smaller group of regions.

To the farmer, this might not mean much, but moving to the region system helped make the agronomy division more efficient to serve you better. This change was vital as farms in our trade territory grew larger and equipment became bigger.

Through the years, I also believed we needed to expand our nitrogen business to meet farmers' needs. Gold-Eagle became one of the first suppliers in the area to offer large-volume anhydrous ammonia nurse tanks.

During my time as agronomy sales manager, I focused on maximizing available resources and working as a team to serve our members and customers effectively. That's what a co-op is all about. We're all in this together.

## What's next

I don't even know where to begin to thank everyone now that my time at Gold-Eagle has ended. I'm grateful to our growers for all your business, our agronomy team for their dedication, Brad Davis and the Gold-Eagle board for their leadership, and the many agronomy suppliers who have served Gold-Eagle through the years.

Now it's time to pass the baton to Boone Morgan and Chris Petersen. I have all the confidence in the world

by Stu Pannkuk  
Agronomy Sales Manager



they will do an unbelievable job managing the agronomy division and help Gold-Eagle remain a leader in agronomy.

Both bring their own areas of expertise to their new roles, with Chris being well-versed in seed, and Boone bringing extensive knowledge of fertilizer and crop protection products. It's a winning combination, since these two guys' skill sets complement each other. This formal arrangement also expands on some informal partnerships that have already existed internally to keep the agronomy department strong.

As we head into 2019, I wish you and Gold-Eagle all the best. Thanks for the opportunity to serve you. ◀

**Editor's note:** Stu looks forward to spending more time with his family and traveling now that he has retired.

“

I certainly want to thank Stu for his loyalty and dedication to Gold-Eagle. When people retire, you have mixed emotions. It's sobering to think they're leaving, but it's exciting to see other team members build on a solid foundation and take things to the next level. We wish Stu all the best.”

—Brad Davis, Gold-Eagle General Manager

## Have You Checked Your Grain Bins Lately?

Pop quiz—if things go wrong in a grain bin, how fast can mold grow in the stored grain?

You can go from 1 foot to 10 feet of mold in a matter of days if conditions are right. Shocking, isn't it?

Just because harvest is over and your grain is stored, this is no “set it and

# Meet Boone Morgan, Agronomy Sales Manager

Now that Stu Pannkuk has retired as agronomy sales manager, we'd like to introduce you (or reintroduce you) to the duo who will be leading Gold-Eagle's agronomy department, including Chris Petersen, who has served Gold-Eagle members for 26 years, and Boone Morgan.

While many of you already know Chris, we wanted to help you get to know Boone, who has been with Gold-Eagle since 2010.

**Q: What's your agriculture background?** I grew up on a farm south of Thor, where my family raised corn, soybeans and show hogs. My family's roots run deep in this area. After graduating from Eagle Grove High School in 2001, I earned an associate's degree in education at Iowa Central. I planned to become a teacher and attended Buena Vista University, but I decided that agriculture was where I wanted to be.

**Q: What experience do you bring to your role?** I began my career in Ag at the Illinois Foundation Seed Company in Clarion. Our goal was to find the new inbred blockbusters that could become commercialized into top hybrids. I worked there nearly six years before coming to Gold-Eagle in 2010. I started off as the co-agronomist with Todd Ramsey and became the Eagle Grove location manager in 2011.

**Q: What do you want growers to know about the changes in Gold-Eagle's agronomy division?** Our goal is

to maintain business as usual. Yes, there are different faces in new roles, and we're looking for ways to improve on efficiencies, but we're not rocking the boat. Things have been working well for Gold-Eagle and our growers, and we want to maintain this momentum.

Chris Petersen

We always want to add value for you, especially when times are tough. We're on your side and want to work with you if there are any issues with the products you purchase from us. We don't make excuses; we look for fair, equitable solutions.

We know you have lots of choices for your seed and agronomy inputs, so we appreciate the opportunity to serve you.

**Q: What do you enjoy about the cooperative system?** A co-op is all about people helping people. When we face challenges, we face them together and solve them together. A co-op is also a unique partnership that's designed to benefit everyone. We'll continue to work hard to earn your business, because we want our relationship with you to be even stronger tomorrow than it is today.

**Q: What do you appreciate about Gold-Eagle?** Working with people in the area where I grew up makes my job so rewarding. Gold-Eagle has the best producers around, and we have the best team around. I'm rooted here, my wife and I have chosen to raise our family here, and we're in it for the long haul.

To contact Boone, call 515-825-9630 (office), 515-293-2838 (cell), or email [cmorgan@goldeaglecoop.com](mailto:cmorgan@goldeaglecoop.com). ◀

**Editor's note:** Boone has been married to his high school sweetheart, Lindsay, since 2003. She works at Security Savings Bank in Eagle Grove. The Morgans have two children, including Mack, who was born in 2005, and Mya, who was born in 2008.

Boone Morgan



forget it" deal. Not only were the 2018 fall weather conditions tough, but much of the grain going into the bins was too wet. If the heart of the corn kernels aren't cured, the moisture can generate heat that can lead to mold, or even combustion.

Fluctuating temperatures throughout the winter into spring can also

create challenges. Below-freezing temperatures for an extended period, followed by warmer temperatures, can create moisture condensation, which can lead to grain quality problems.

To stop potential problems before they start, check your bins at least once a month, and core the middles. Check more often if there are wide

temperature swings, such as the 30-degree temperature swings with 40-degree days and 10-degree nights.

Making time for these routine checks can help you protect your investment, paying big dividends for a relatively small effort. ◀



# Solar Energizes Savings, Efficiency at Wesley

*By Brad Davis, General Manager*

Managing costs at a grain elevator isn't always easy, especially when it comes to the electric bill. Depending on the season, it's not uncommon for electrical bills to vary \$20,000 in a 30-day period at our locations.

This variability makes it difficult to be efficient. It's also why we started looking into new options and reached out to a solar energy consultant from the Des Moines area to help us run the numbers. As we researched how solar power could work for Gold-Eagle, we discovered the potential for a five-year payback. I was shocked. When you can get a 20% return per year right off the bat, it just makes sense.

We decided to install a solar facility in the fall of 2018 at our Wesley location to power the grain handling system. We took advantage of a tax credit that's almost 30% of the cost of the entire project. This made possible the five-year payback, which is also influenced by the average sunlight in a year.

The solar array includes panels that track the sun's movement throughout the day. If the wind blows faster than 30 miles per hour, the panels turn flat so they aren't damaged.

The Wesley solar panels are capable of generating all the power needed (when averaged across a 12-month period) to run this location's grain-handling equipment, although during times of heavy usage, such as harvest, supplemental power will be needed.

Also, these panels are designed to still function at nearly 80% capacity 25 years from now. This is good, since it's hard to believe energy costs will decrease going forward.

While we've looked into solar power for another Gold-Eagle facility, that location had a 10-year payback, so we decided to wait. Where tax incentives and other factors make sense, however, we'll continue to look into adding more solar energy to help your cooperative operate as efficiently as possible. ◀

## Thinking about Variable-Rate Planting?

While winter is still here, planting isn't all that far away. Contact me or your local Gold-Eagle salesperson if you're considering variable-rate planting in 2019.

Years of experience have taught me that it's never too early to start preparing for the next planting season. Contact me at 515-605-5113 to start the conversation, or stop by the Renwick Agronomy Center office along Highway 17.

All of us at Gold-Eagle Cooperative would like to thank you for your continued business and appreciate the chance to serve you in 2019. ◀

*By Bruce Burns  
Eagle Vision Precision  
Farming Services*

## Unlock the Answers in Your Data

Collecting data when the combines are rolling is one thing. Making sense of all that information is something else entirely. Let Gold-Eagle make it easy for you.

Bring in your yield data card or thumb drive to your local Gold-Eagle salesperson, and we'll process your data for you. We've been busy this winter processing and cleaning yield data for customers across our trade territory.

It's also time to reflect on the past year and plan for 2019. We've been visiting with growers and agronomy staff, tweaking anything with the precision ag tools they're using. If you have any precision ag questions, contact me at 515-605-5113 at the Renwick Agronomy Center along Highway 17. I look forward to working with you in 2019. ◀

# Save Money with Agronomy Financing Options

There are many financing options available in 2019 from a wide range of companies we work with. Take a look at these options, and contact your local Gold-Eagle agronomist for more details.

## **BAYER**

---

0% financing option through John Deere Financial on all Crop Protection products as well as many Fungicide products and application of fungicides purchased by Aug. 31. Also, many Bayer products are a part of the Roundup Rewards program offering rebates on several of their products.

## **MONSANTO**

---

Prime minus 1% offering through John Deere Financial on qualifying seed herbicide/pesticide, and seed applied solutions products all purchased by June 30. Many Monsanto products are a part of the Roundup Rewards program offering rebates on several of their products.

## **FMC**

---

0% financing option through John Deere Financial purchased by July 31 as well as Freedom Pass Rewards that offers a rebate on several FMC products.

## **BASF**

---

1% financing option through John Deere Financial on Crop Protection products as well as the Grow Smart Rewards program which offers rebate incentives on BASF product pair ups. Fungicide offers include per gallon rebates as well as 0% financing if purchased by Feb. 28.

## **SYNGENTA**

---

Financing options through Rabo AgriFinace are available for Syngenta products. Please see your local Gold-Eagle Agronomist for details.

## **CORTEVA**

---

There are several different options surrounding the TruChoice offerings; Corteva Cash, Prepay, & Financing. Please see your local Gold-Eagle Agronomist for details.

# GOLD-EAGLE COOPERATIVE

PO Box 280  
415 N. Locust St.  
Goldfield, IA 50542-0280

PRSR STD  
U.S. POSTAGE  
PAID  
VISTACOMM

“Since offering specialty grain contracts, **we’ve seen a 400% increase** in the number of growers using these programs.”  
**Learn what other farmers know that you might not on page 2.**

## Precision Ag Made Easy: Put Eagle Vision Acre to Work for You

It’s no secret that 2018 brought tough growing conditions, but there’s good news from Eagle Vision Precision Farming Services. We had a successful fall in terms of variable-rate applications of dry fertilizer and lime, plus we’re coming off another successful year of precision ag in 2018. All of this means more momentum to serve you even more effectively going forward.

Did you know variable-rate planting and fertilizing recommendations, along with deluxe mapping options, are big benefits of the Eagle Vision Acre packages? We have fully customizable precision ag packages to fit growers of any size. More growers have been signing up for our program that offers all of our agronomy precision services. Grid sampling is the common element offered in all three of our precision ag packages. (If you don’t want grid sampling for any reason, however, you can eliminate it.)

When you sign up for Eagle Vision Acre, Gold-Eagle will manage all your fields for grid sampling. 25% of your

total farm acres will be sampled yearly. We have all the grid dates in our software and can run a Grid Sample History Report and visit with you about what farms need to be re-sampled every year. We recommend sampling every four years on every specific field. Sample every two years if you have big changes going on (manure, tile, pH and fertility concerns).

### Field region reports available through Climate FieldView

Climate FieldView (CFV) is a data collection software program and is another key feature available through our precision ag package. We’ve received great feedback from growers who used an iPad® for the in-cab, FieldView experience in 2018.

CFV has many helpful features, including the field region report. This has four tool choices that let you draw the areas you want to single out on the

By Bruce Burns  
Eagle Vision Precision  
Farming Services



map you’re looking at, whether it’s a planting map, spray map or yield map.

Once you have this region drawn out, you can access advanced yield analysis, which drills down by soil type, planting population, elevation and planting date. You can save these custom layers and insert notes, as well. All this information can be saved with a time and date stamp, so it’s easy to access in the future.

To learn more about the Eagle Vision Acre packages, or if you have not tried Climate FieldView (there is a Try Before You Buy offer for new customers until Aug. 31, 2019), contact your local Gold-Eagle salesperson. We look forward to serving you. ◀



# EAGLE VISION ACRE

