



GOLD-EAGLE COOPERATIVE

THE PERSPECTIVE

www.goldeaglecoop.com



Focusing on Gold-Eagle's 2020 Vision

by Chris Boshart,
General Manager



It was good to see all of you who attended Gold-Eagle's annual meeting on Dec. 3, including the informational meeting at Renwick and the business meeting in Wesley. As we look back on 2019, we have a lot to be thankful for. Times like this also offer great opportunities for us to come together, ask questions, listen to and learn from each other as we look to the future.

That's more important than ever as we start a new chapter at Gold-Eagle Cooperative in 2020. We now have 15 locations, thanks to the merger with North Central Cooperative in 2019. We have some new location managers. We have some new board members, and we have new customers. As you know, I'm also new in the general manager role.

I'm grateful that we're all building on the solid foundation that Brad Davis helped guide during his 35 years as Gold-Eagle's general manager. Thank you, Brad, for all your leadership and your commitment to Gold-Eagle. You brought many new ideas that helped this cooperative grow. Now we'll be looking at new ways to help Gold-Eagle thrive in the years ahead.

Emphasizing Gold-Eagle's non-negotiables

I'm confident some of the best ideas that will improve Gold-Eagle in the years to come haven't even been discovered yet. I say that, not because your cooperative's directors and managers have 20/20 vision, but because we're focused on the future.

Your board members participate in an annual planning retreat during the first quarter of each year. We dedicate time to develop a three- to five-year plan that will guide your cooperative in the near future. As we develop these strategies, we remain focused on Gold-Eagle's three big non-negotiables:

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Focusing on Gold-Eagle's 2020 Vision

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1. Adding value. If a product, service or proposal doesn't bring value to Gold-Eagle's members, we're not doing it.

2. Balancing risk and reward. Profitability is vital, but we're not going to take big risks with the co-op's balance sheet. We want Gold-Eagle to remain a strong, viable business for decades to come.

3. Attracting and retaining top talent. We want to make Gold-Eagle an attractive place not only to work, but to grow a career.

In many ways, Gold-Eagle is a new company in 2020. While we don't have 20/20 vision to know exactly what the future holds, Gold-Eagle's past success lets us dream big as we find new ways to serve local farmers and enhance the rural communities we call home. Thanks for being part of this journey. We couldn't do it without you. ◀

"In many ways, Gold-Eagle is a new company in 2020."

GOLD-EAGLE OFFICERS AND DIRECTORS

Name	Address	Term Expires	Position
Jeff Morris	Wesley, Iowa	2022	President
Tracy Studer	Wesley, Iowa	2022	Vice President
Jon Nissen	Renwick, Iowa	2021	Secretary-Treasurer
Richard Christensen	Eagle Grove, Iowa	2020	Director
Wendell Christensen, Jr.	Wesley, Iowa	2020	Director
Peggy Erickson	Eagle Grove, Iowa	2021	Director
Laurie Johnson	Belmond, Iowa	2021	Director
John D. Meyers	Hardy, Iowa	2021	Director
Jim Moore	Clarion, Iowa	2022	Director
Brian Spellmeyer	Dakota City, Iowa	2020	Director
Kevin Steenblock	Kanawha, Iowa	2021	Director
Aaron Thompson	Kanawha, Iowa	2020	Director
Justin Ullmann	Woden Iowa	2022	Director

Want to Save 3 Cents Per Gallon on Fuel?

Now that North Central Cooperative has unified with Gold-Eagle Cooperative, we've pleased to offer refined fuels to customers throughout our trade territory. We're also offering ways to save on your fuel purchases.

We can supply you with premium diesel, highway diesel, #1 red, E10 ethanol (a 10% ethanol blend gasoline), and no-lead gasoline that contains no ethanol. "It's one-stop shopping, plus patronage is available," said Larry Weidemann, Gold-Eagle's petroleum manager.

Gold-Eagle also offers cardrol fuel stations in Clarion and Kanawha for your convenience. When you use our proprietary card, you can save 3 cents a gallon on your fuel purchases. Contact our Clarion office at 515-532-2881 for more details or to sign up for a proprietary fuel card.

Our top-selling fuel is Cenex® Ruby Fieldmaster®, a premium diesel fuel that provides optimal performance for high-tech engines to minimize costly downtime. "The additive package is state of the art," Weidemann said. "You won't find one better."

Gold-Eagle energy products keep you running

Farmers, commercial businesses and construction companies across northern Iowa count on Gold-Eagle

for fuel. In return, we've invested in new equipment to serve your energy needs more effectively, including a new 4,500-gallon fuel delivery truck with five different fuel compartments.

It's a far cry from the 1977, single-axle fuel delivery truck with a 2,000-gallon capacity that Weidemann started with when he began his career in the energy business in 1990. "So many things have changed in this business since I started in the Dows area, from the growth of renewable fuels to the amount of on-farm fuel storage capacity today," said Weidemann, who worked for North Central Cooperative for five years before joining Gold-Eagle.

Fuel delivery driver Nate Miller isn't new to Gold-Eagle, but he is transitioning into his new role. "I'm looking forward to serving more customers," said Miller, who hauled grain and feed for 17 years and also ran agronomy floaters before joining the fuel team.

Service drives everything at Gold-Eagle energy, Weidemann added. "You feel good when you come through for the people who depend on you." ◀



FUEL ORDERING MADE SIMPLE

If you'd like to have fuel delivered to your farm or commercial business, Gold-Eagle Cooperative welcomes new customers. We recommend a 24-hour lead time so we can accommodate your needs as efficiently and cost-effectively as possible. To place a fuel order, contact Larry Weidemann at 641-425-2517.

Nate Miller, driver, (left) and Larry Weidemann, petroleum manager, are ready to meet your fuel needs.

Why It Makes Sense to Stabilize UAN

Most of the farmers we work with stabilize fall-applied anhydrous ammonia, because they understand the value of preserving that nitrogen into the spring when the crop needs it. What gets overlooked sometimes, though, is the value of stabilizing spring applications of 32% UAN, as well as UAN during side-dress applications.

Those are prime times to stabilize the nitrogen, because soil temperatures are warming up, air temperatures are also warming up, there are more rain events and the sun has more power. All these factors can increase the frequency of nitrogen loss.

While we know that NH₃ can leach through the soil — that's why we use stabilizers — we can't see the process. It's much easier to see when NH₃ hits the air. Liquid ammonia expands 850 times when evaporating, and when the soil doesn't seal properly during application or the humidity is high, NH₃ starts to evaporate. What you see is the water vapor, and while the visual is alarming, it does not always indicate significant ammonia loss. Trusting your nose in this instance is your best bet, as even a small percentage of ammonia loss will chase you out of the field.

You probably won't know if you're losing nitrogen, however, if the same type of thing happens with UAN that's not stabilized, but you don't see the volatilization. Typically, you only see UAN loss at harvest, based on the numbers. Those 10, 15 or 20 pounds of nitrogen that may have been lost translate into lower yields.

Preserve the top end

Stabilizing all forms of nitrogen, including anhydrous and UAN, is a key way to preserve your crop's top-end yield potential while protecting the environment. After all, your agronomic decisions are also environmental decisions.

Gold-Eagle offers products that can stabilize nitrogen on a per-ton basis, so you can even stabilize on a low-use rate. You can prepay on nitrogen stabilizer, or you can wait and see what Mother Nature throws at you before you decide to purchase.

We offer N-Serve® nitrogen stabilizer for anhydrous, along with CENTURO™. We also carry AGROTAIN® nitrogen stabilizers, which provide more above-ground activity, and Instinct® II for more below-ground activity.

Remember — the whole goal is help provide nitrogen in July-August when your crop needs it the most. The cost of the stabilizer easily pays for itself by maintaining the yield potential of your crop.

For more information on nitrogen stabilizers, contact your Gold-Eagle agronomist. We appreciate your business and look forward to serving you in 2020. ◀

by Boone Morgan,
Sales Manager,
Agronomy Division





Air Versus Ground?

by Boone Morgan, Sales Manager, Agronomy Division

There's a long-standing debate about air versus ground when it comes to fungicide applications. We offer both options, so which is better?

While a question like this can lead to heated arguments, it also obscures the bigger issue: to apply or not to apply fungicide? That is the real question.

The majority of corn and soybeans are not sprayed with fungicides, which equals lost opportunities for yield. Studies prove time and again the yield advantage that comes from applying fungicides. Today's fungicides deliver much more consistent, effective results than the fungicides that first started hitting the market about a decade ago.

Why? Modern fungicides offer preventative and curative effects. You don't need to see signs of disease before you apply a fungicide. A fungicide not only controls disease, but it contributes to plant health, which translates into higher yield potential.

Every year we have growers around here who don't even question whether they'll use fungicides on their acres. For them, it's a given. "Using fungicide has done so well for me in the last few years that I want it no matter what this year," they tell us. "I can't afford not to do this."

Think of it like the flu shot

To me, treating your crops with fungicide is like a person getting flu shot. The treatment helps protect

you from disease. Staying healthy means you can work more efficiently.

If your crops can stay healthy, thanks to a fungicide application, they're more efficient at pumping yield into the ear or the pod.

Take advantage of these good deals

Many companies are offering financing on fungicides and on the application (either aerial or ground). You can find some 0% offers with all the cash discounts. Talk to your Gold-Eagle agronomist to learn more.

Also, if you're a first-timer when it comes to fungicides, or you haven't tried a fungicide in years, I encourage you to get on a three- to five-year program. By taking the long view, you'll benefit from the law of averages.

There are cases in the past where farmers tried a fungicide for one year, didn't think they saw any results and skipped fungicide the next year. They lost out on a 20-bushel yield advantage that second year. You just never know how each growing season will play out. In the years when Mother Nature cooperates, you'd better tighten the bolts on the bins, because fungicides can really pay off.

As always, don't hesitate to contact your local Gold-Eagle agronomist for more information. We appreciate the trust you place in us and are here to help you maximize your crop's yield potential. ◀

Why Qrome® Technology is a Game Changer

by Chris Petersen,
Seed Manager,
Agronomy Division



Now might be one of the most exciting times to be farming. With the new class of corn genetics for 2020, I think we'll see more potential for higher top-end yields than ever before.

With these newer hybrids, a normal growing season means you'll have strong yield potential, especially if you're willing to take your management to a new level by fine-tuning your fertilizer, fungicides and more. If Mother Nature gives us an exceptional growing season, it looks like the top-end potential is going to take yield to a whole new level.

I say this because of the new Qrome® technology, which you're going to hear a lot more about in the near future. Qrome products include a unique molecular stack of the proven Bt proteins from the Herculex® I and Herculex® rootworm traits. This new technology is the key to unlocking higher yield potential on your acres.

Qrome involves a new way of inserting the rootworm trait for an optimized balance of insect protection and agronomic performance. When plant breeders put the Herculex trait in

corn in years past, it sometimes held yield potential back. With new Qrome technology, it's a lot easier to maintain the crop's yield potential after inserting the trait.

We'll have Qrome technology with our Mycogen line of seed genetics. The former North Central agronomists who are now part of Gold-Eagle have a lot of insights into Mycogen genetics, so we'll be able to help you make the best choices for your acres.

Rootworm alert!

I'm especially interested in Qrome technology, because I'm concerned about the rootworm pressure I saw in 2019. Rootworms devastated some fields in parts of our trade territory in 2019, mainly on the east and southwest regions. In those areas, the affected fields tended to have crop rotations that included a lot of DOUBLE PROs®.

Will rootworms become a major challenge, especially in those areas, in 2020? It depends a lot on the weather this winter. I know it costs more to invest in rootworm hybrids, but you need to evaluate your fields and see if this technology makes sense for your acres.

If you'd like to learn more about rootworm hybrids or Qrome technology, your Gold-Eagle agronomist is here to help. We look forward to working with you. ◀

Feel the Burn with SDS? Not with Saltro®

by Chris Petersen,
Seed Manager,
Agronomy Division

Protecting your soybeans against sudden death syndrome (SDS) used to come with some complications. Some treatments created a halo effect (phytotoxicity), which can set back the crop's growth and development. Now Syngenta offers Saltro®, a new fungicide seed treatment to protect against SDS, without phytotoxicity.

That means Saltro not only controls SDS, which can reduce yields as much as 50%, but it can promote more vegetative growth early in the growing season, since phytotoxicity isn't an issue. Any time we can help protect the crop's yield potential, I'm all for it.

Contact your local Gold-Eagle agronomist for more details about how Saltro can work for you. ◀

Welcome Phil Divis, Agronomy Field Marketer



We're pleased to welcome Phil Divis to our agronomy team. He's based in Livermore and brings more than 22 years of agronomy experience to his role as a field marketer for Gold-Eagle Cooperative.

Divis is well-versed in agronomy in this area, since he has lived south of Algona near Irvington all his life. "I started out as an agronomy applicator early in my career then transitioned into agronomy sales," said Divis, who also farms with his father.

"I enjoy working with farmers to help them find solutions to be more profitable and get the most return on their investment."

Divis and his wife, Jen, have three children, including 17-year-old twins Lilly and Lawton, and 12-year-old Porter. Divis enjoys helping his kids with their 4-H and FFA livestock projects. He also serves as a township trustee and a member of the Kossuth County Extension Council. ◀

Are Enlist E3™ or Xtend® Beans Right for You?

by Chris Petersen, Seed Manager, Agronomy Division Manager,

You want to control weeds, but maybe you're more comfortable spraying Enlist than XtendiMax® herbicide. If so, you'll want to consider Enlist E3™ soybeans.

We're seeing a lot of interest in E3 beans. It isn't driven by a wide selection of these beans, superior performance or the seed supply. It's driven by farmers' desire for more effective weed control.

E3 soybeans have promised maximum flexibility and convenience for weed control. These elite varieties combine tolerance to 2,4-D, glyphosate and glufosinate in a three-gene stack for multiple modes of action. We have good supplies of E3 beans.

Maybe, though, you prefer Xtend® soybeans. These are the industry's first biotech-stacked soybean trait with both dicamba and glyphosate herbicide tolerance. Growers who have planted Xtend beans seem to like them. They are adapted to a wide range of environments and deliver proven yields.

Work with your Gold-Eagle agronomist as you make your seed selections for 2020. We're here to answer your questions and help you match the right seed genetics with the right acres to fit your management style. Thanks for your business. ◀



Keep Your Grain Moving

When you add up all the challenges the 2019 corn crop faced (late planting, high moisture at harvest, low test weights, lack of liquid propane in November for grain drying), it adds up to one big thing — this grain isn't going to store well.

While this is creating a lot of headaches for everyone, the most important thing you can do is to keep this grain moving. Don't think you can store it until late next summer. This grain won't keep until August.

Also, realize that ethanol isn't the default market for poorer quality corn. While people think you can just run this corn through the ethanol plant, CORN, LP needs corn at a certain percent moisture. If that doesn't occur, low-quality corn effects ethanol yields and distillers dried grains.

Your best resource is to take advantage of grain marketing tools through Gold-Eagle that help you capture rallies in the market. There are a variety of contracts available, and we can help you select the ones that can work best for your situation. Keeping yourself in the market and keeping

grain moving in the weeks ahead will help eliminate your risk of storing lower-quality corn too long.

Thanks for choosing to do business with Gold-Eagle. We're ready to help you with your grain marketing needs and look forward to serving you in 2020. ◀

by Brady Hess,
Merchandising
Manager



GOLD-EAGLE COOPERATIVE

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To get the latest on
cash bids, futures, weather,
news and services.

Manage Your Data the Easy Way

Now that harvest is over, we're busy working for you, processing and cleaning your 2019 yield data. All you have to do is bring in your yield data card or thumb drive to your local Gold-Eagle salesperson, and we'll process your data for you.

It's also time to reflect on the past year. Growers in our area saw pretty good yields, especially when you consider the weather we encountered in 2019. We're also coming off a huge, successful 2019 fall fertilizer season. Here's a big thank you for your business. We look forward to working with you in 2020 and beyond.

Attention, Climate FieldView™ customers!

If you use Climate FieldView, make sure you contact our staff if you need any help uploading data or need any fixes. Many growers in our area are using this program, and we're doing our best to help you with all your data, from planting to harvest.

We have Climate FieldView employees assigned specifically to Gold-Eagle to help assist you with any Climate FieldView needs. If you need to contact Climate FieldView support, please call 888-924-7475, and follow the prompts. These professionals answer promptly, speak clearly and are very good at what they do.

Think spring — and variable-rate planting

We're excited that Gold-Eagle's new fertilizer plant at our Hardy location is nearly completed. It will be ready for the 2020 spring fertilizer season. Speaking of spring — are you thinking about variable-rate planting? Contact your local Gold-Eagle salesperson or me to start the process now.

by Bruce Burns,
Eagle Vision Precision
Farming Services



Our contact info here is:

- Bruce Burns: 515-825-9655 (direct line) at Renwick Agronomy Center office along Highway 17
- Teresa Burns: 515-825-9652 (direct line) at Renwick uptown office

All of us at Gold-Eagle would like to thank you for your continued business. We wish you all the best in the New Year and look forward to working with you. ◀



Gold-Eagle's Hardy fertilizer plant is close to completion and will be ready for the 2020 spring agronomy season. This plant has a capacity of approximately 24,000 tons, depending on the densities of products used.