



**GOLD-EAGLE  
COOPERATIVE**

www.goldeaglecoop.com



# THE PERSPECTIVE

## WINTER 2020

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### LOCATIONS

Galt 515-825-9673	Hutchins 641-843-3828
Clarion 515-532-2881	Kanawha 641-762-3251
Corwith 515-583-2462	Livermore 515-379-1843
Eagle Grove 515-448-4775	Renwick 515-824-3214
Eagle Grove Feedmill 515-448-5392	Thor 515-378-3314
Goldfield 515-825-3161	Titonka 515-928-2272
Hardy 515-824-3221	Wesley 515-679-4272
Holmes 515-825-9675	Woden 641-926-5301

## New Capital Projects Underway in 2021

As 2020 draws to a close, I'd like to take the time to thank both our members and employees. While this year was a bit of a roller coaster, there were some bright spots; our offices and business stayed fully operational keeping our team members employed and allowing us to continue to serve our patrons. Gold-Eagle remains hopeful for a great 2021; there are plenty of things outside of our control, but we can assure you we will continue to be here to help you to be successful in the years ahead. While we have gone back to essential business only at our locations, we are available for in-person meetings by request and look forward to when we can conduct our business safely face-to-face on a regular basis.

We had a great fall season. Gold-Eagle is caught up on fertilizer application and seed sales are already off to a great start as our members start to plan for the 2021 crop. Our annual reports have been printed and are available for pick up at any Gold-Eagle location. We celebrated our 34th consecutive year of positive earnings and will be allocating over \$6 million back to our members!

As farming operations grow and evolve, we know the coop needs to continue to update our equipment and facilities in order to keep up with you. I'm pleased to officially announce Gold-Eagle Coop's newest capital project: our plans to build a greenfield site north of Clarion over the coming year and a half. We believe this facility will be

a valuable asset for producers offering modern and more efficient loading, unloading, grain handling and storage capabilities. We realize this is a big financial commitment, but we are confident this facility will benefit producers now and for generations to come. We anticipate this site will be up and running by the summer of 2022 and ready to handle that year's harvest.

We continue to update our agronomy fertilizer application fleet, investing over \$15 million in the past year on application machines, transportation equipment, and facilities. We are currently constructing a 750,000 bushel bin to be completed next summer at the Woden location. Gold-Eagle's management team and board of directors are meticulous about the investments we make to ensure they are in the best interests of our patrons. We look forward to continuing to make improvements to maintain the modern, efficient services you have come to expect from us.

We are so appreciative of our members and their loyalty. We value the trust you put in us and we look forward to continuing to serve you in the new year and for years to come.



**CHRIS BOSHART,  
GENERAL MANAGER**



# What is the Precision Ag Department Doing for Our Customers Now?

Whew - what a fall! One of the earliest I have ever been involved in during my 30+ years in Agriculture. Without much interruption due to weather, we had a heck of a fertilizer run also! We are two months into the fertilizer season and it is STILL ongoing as I type this article. We are on pace for record numbers of tonnage and acres covered in a fall season. Now, to turn our attention as we wind things down on the fertilizer side, let's talk about what needs to be done with all the information that has been collected.

Now is the time to process and clean your Yield Data. If you are a Gold-Eagle customer, we would be happy to process your yield data at no cost. Also, for our valued customers, a PDF of your maps can be emailed to you at no cost. If printed, there may be a small fee involved to cover some expenses. Bring your yield data card or thumb drive in to your local salesperson and we will process your data for you.

With pretty good yields for the weather we encountered in 2020 and coming off a huge and successful 2020 Fall Fertilizer season, we want to give a big "Thank You" for your business. We look forward to working with you in 2021 and beyond.

Climate FieldView customers, make sure you are in contact with our staff so we can help you upload data or fix anything that may need it. We have a large number of growers utilizing this program and we are doing our best to help you with all your data: from planting to harvest and everything in between. We have Climate FieldView employees assigned specifically to Gold-Eagle to help assist with any Climate FieldView operational needs. If you need to contact Climate FieldView Support, please call (888)924-7475 and follow the prompts; very clear speaking support personnel who answer promptly and are good at what they do.

Fast forward to spring - thinking about Variable Rate Planting? Contact me or your local salesperson to start the process on that project. All of us here at Gold-Eagle Cooperative would like to thank you for your continued business! Don't hesitate to give us a call.

**Bruce Burns (515) 825-9655 (Direct Line)**

**Teresa Burns (515) 825-9652 (Direct Line)**



**BRUCE BURNS, EAGLE VISION PRECISION FARMING SERVICES**



## GOLD-EAGLE OFFICERS AND DIRECTORS

### PRESIDENT

Jeff Morris  
Wesley, Iowa  
Term Expires 2022

### VICE PRESIDENT

Tracy Studer  
Wesley, Iowa  
Term Expires 2022

### SECRETARY-TREASURER

Jon Nissen  
Renwick, Iowa  
Term Expires 2021

### DIRECTORS

Richard Christensen  
Eagle Grove, Iowa  
Term Expires 2020

Wendell Christensen, Jr.  
Wesley, Iowa  
Term Expires 2020

Peggy Erickson  
Eagle Grove, Iowa  
Term Expires 2021

Laurie Johnson  
Belmond, Iowa  
Term Expires 2021

John D. Myers  
Hardy, Iowa  
Term Expires 2021

Jim Moore  
Clarion, Iowa  
Term Expires 2022

Brian Spellmeyer  
Dakota City, Iowa  
Term Expires 2020

Kevin Steenblock  
Kanawha, Iowa  
Term Expires 2021

Aaron Thompson  
Kanawha, Iowa  
Term Expires 2020

Justin Ullmann  
Woden, Iowa  
Term Expires 2022

# Meet Board Member Wendell Christensen, Jr. of Wesley: Forming Relationships Helps Us Connect.

Wendell and his wife, Teresa, have been married for 36 years and share two grown children. Teresa is the office manager at the Pioneer bean plant in Renwick. Their son, Jason, and his wife are both veterinarians in Corvallis, Oregon and have two boys aged 11 and 7. Their son, Jacob, is a Pioneer associate and is also part of the family farming operation. Jacob and his wife have an 18 month old daughter. Wendell and Jacob raise hogs together and Wendell helps Jacob with his 50 head of sheep.

## **Q: What's your farming and educational background?**

**A:** I attended Iowa State University for two years and decided that I wanted to pursue farming instead. My father purchased some land in Southern Iowa where I began my farming career at the age of 19. I spent eight years farming in that area where I also met my wife; then came back home to the Wesley area to continue farming closer to home.

## **Q: How did you get involved with the co-op board?**

**A:** I had been asked by the nominating committee to run for the board a couple of times, but had not been elected. When another board member retired mid-way through his term, I was asked to serve the remainder of his term since I had shown interest in the past. I was then re-elected for another term.

## **Q: What has been one of the most eye-opening parts of serving as a board member?**

**A:** The money. Managing my own farming operation budget versus managing the budget of a cooperative are vastly different. The budget is big, expenses are big, projects are big, and equipment expenditures are big. It takes a fair amount of time to get used to the numbers that are tossed around in our discussions; what seems like a large expense for an individual operation may be on the smaller side for the coop. It's all about perspective and gaining that knowledge of what makes sense in terms of spending money and investing in projects on a different scale.

## **Q: How has your service as a board member changed you?**

**A:** It has certainly opened my eyes to the bigger picture of running a large business. There are so many moving parts to Gold-Eagle Coop; the management, the people, the team. You hear from several different department leaders and learn how each team ties into the overall success of the business.

## **Q: What excites you about the future of Gold-Eagle?**

**A:** Gold-Eagle has assembled a fantastic team of employees. We have several new department leaders who have stepped up as others have retired and we have a great opportunity for them to expand upon the foundations left by their predecessors. It has now been over a year since the unification with North Central Cooperative and I'm pleased with how well our employees have handled the change and come together. We have huge growth potential and I'm excited to see where our future leads us.

## **Q: What did you enjoy most about the board retreat?**

**A:** The trip to the Port of Grays Harbor was definitely memorable. It was interesting to make the connection from the grain produced here at home and see just how far-reaching our impact is in the world. I enjoyed getting to know the new North Central board members and their spouses both in meetings and on a personal level during some of our free time. I think forming those relationships really helps us connect as a board and allows us to best serve Gold-Eagle's patrons.



# Gold-Eagle Grows Seed Offerings

I would like to start off the first newsletter of Gold-Eagle's fiscal year by saying "Thank You" to all our members for your support and business and for the successful fiscal year of 2020.

The seed business is a fast moving, ever changing business. This coming year, we have headlines for the introduction of Xtend Flex soybeans and a new seed brand called Brevant. In laymen's terms, the Xtend Flex soybeans are soybeans that you can spray with Roundup and Dicamba products like Xtend, Enginia, or Fexapan. The "Flex" addition to the name means you can now also spray

these soybeans with Liberty herbicide. Hopefully this gives us yet another tool to fight against tough-to-control weeds in soybeans.

Asgrow will be the lead brand at Gold-Eagle with Xtend Flex soybeans, followed by Latham and Croplan. Several product development plots demonstrate that there is no difference in yield with the Xtend soybeans compared to the Xtend Flex soybeans. Asgrow has a full line up of Xtend Flex soybeans and had production large enough this past year to supply half of our local market with the Xtend Flex soybeans.

One of the headlines that will have the biggest impact in our seed business at Gold-Eagle this year is the introduction of Brevant Seeds. Brevant Seeds is the retail Corteva Agriscience seed brand that was launched in 2018. Corteva is using Brevant as the brand that they will sell through ag retail and Corteva chemistry partners. We welcome the Brevant brand to Gold-Eagle and hope to find added success with them.



**CHRIS PETERSON,**  
**SEED MANAGER,**  
**AGRONOMY DIVISION**

Gold-Eagle's seed business took a huge leap when we started selling the Monsanto brands of Dekalb and Asgrow; these brands have been our core products for many years. We have found great success with the products' consistency in performance from one end of the field to the other, year after year. The Dekalb and Asgrow brands have been the lead products that have brought about the newest insect and herbicide protection traits. The name Monsanto, which is now owned by Bayer, falls under the Bayer name. Bayer can easily claim that they have one of the largest seed breeding programs in the world and have provided the genetics for a lot of other seed companies here and abroad. Dekalb and Asgrow position themselves as the seed industry's premier product and leader.

Brevant brings yet another choice to Gold-Eagle Coop. Brevant corn and soybeans are backed with Corteva genetics. Corteva, along with Bayer, can claim to have one of the world's largest seed breeding programs. The Corteva genetics are indeed very different and can sometimes be very easily distinguished from the Bayer genetics a lot of our customers have become accustomed to. Brevant is the

## LOCAL PERFORMANCE

**BREVANT**

- > 2020 Commercial on-farm head-to-head comparisons and 3<sup>rd</sup> party trials
- > Minnesota and Iowa Data only
- > Maturity range +/- 0.3RM comparisons

### KEY BREVANT BRAND ENLIST E3 SOYBEANS

Brevant Product	Brevant Yield Advantage <sup>1</sup>	# of Comparisons
B149EE	0.87	134
B209EE	(1.26)	242
B210EE	(2.22)	261
B240EE	2.85	125
B260EE	(0.11)	121
B269EE	4.21	107

<sup>1</sup>Brevant 2020 Commercial on-farm head-to-head comparisons and 3<sup>rd</sup> party trials, from Minnesota and Iowa, within 0.3 RM and min of 3 comparisons.

## BREVANT E3 VS XTEND

**BREVANT**

- > 2020 Commercial on-farm head-to-head comparisons and 3<sup>rd</sup> party trials
- > Minnesota and Iowa Data only
- > Maturity range +/- 0.1RM comparisons

### KEY BREVANT BRAND ENLIST E3 SOYBEANS

Brevant Product	Brevant Yield Advantage <sup>1</sup>	# of Comparisons	Products included in comparison
B149EE	2.48	24	AG14X0, AG14X8
B209EE	(0.98)	75	AG18X0, AG19X0, AG20X9
B210EE	(3.10)	84	AG20X9, AG21X9, AG22X9
B240EE	3.67	17	AG23X8, AG23X9
B260EE	(0.38)	29	AG26X0, AG26X8
B269EE	5.28	31	AG26X0, AG26X8, AG27X0

<sup>1</sup>Brevant 2020 Commercial on-farm head-to-head comparisons and 3<sup>rd</sup> party trials, from Minnesota and Iowa, within 0.3 RM and min of 3 comparisons.

exclusive brand for the retail market; their sole focus at Brevant is the success of the retailers that support them and support Corteva chemistry. Brevant works closely with us, just like Dekalb and Asgrow, to help us provide our members with products and seed services that fit their unique operations. One big difference that currently separates Brevant from Asgrow, is that Brevant is viewed as a leader when it comes to Enlist E3 soybeans. Asgrow does not have any Enlist E3 soybeans, but, in the same breath, Brevant doesn't have any Xtend Flex soybeans. Latham, Stine, NK, and Croplan are the other brands we carry that offer Enlist E3 soybeans as well as Xtend Flex soybeans. Brevant can claim they too are a premiere brand and are also backed with the power of Corteva. Brevant brings a whole different line of genetics and is viewed as a premier product with a *price point* that is very attractive when compared to the other premier brands we carry.

Please see the charts on pages 6 and 7 for some yield comparisons that show how competitive the Brevant brand is when compared to Dekalb and

Asgrow. Brevant provides a full line of corn hybrids and soybean varieties. One of the Brevant Seed launch catch phrases that are echoed by some of our customers is "It's About Time"

Last, but not least, Latham. Latham also has a long history with Gold-Eagle Coop. The company is locally owned and operated in Iowa. Latham CEO, John Latham, was elected this last year as president of the American Seed and Trade Association. John, in serving in this role, has the pulse for the whole seed industry not only here in North America, but around the world. Latham as an independent seed company aligns themselves with all trait providers, giving you many choices. Latham's trait line up on the soybeans includes: RR2 soybeans, Xtend, Xtend Flex, Liberty Link, and Enlist E3 soybeans. Their corn line up is primarily in the Smart Stax and VT Double Pros and RR. Latham is still one of the few companies that also have conventional corn hybrids. One thing we like about Latham is that their soybean seed is bred and grown in our local area. Latham understands our need for very defensive soybean varieties that handle

a large range of diseases and tough pH soils. Latham has a distinction they give to these soybean varieties called IronClad. Latham seed has become a common sight in our plots and in the F.I.R.S.T. Trials program. This year they racked up several first place wins with their corn hybrids and soybean varieties. You can view the F.I.R.S.T. trials and Latham local plot information that also includes Gold-Eagle Latham seed plot information at [www.lathamseeds.com](http://www.lathamseeds.com).

The brands detailed above are the primary brands we sell at Gold-Eagle. The Croplan, NK, and Stine products are great for use in filling any gaps in the full lineups that we put together for you. Our knowledgeable sales staff looks forward to providing further details and helping you determine the right fit for your fields. We also have large amounts of plot information available at all our locations; our agronomists would be happy to email them to you or print hard copies for you to take home.

		2020 Northern Iowa Corn Plot Data (Yield:bu/ac)															
Location	Planting Date	Brevant B97G09	Brevant B98R95	Dekalb 49-72	Brevant B01Z88	Dekalb 52-34	Brevant B02V87	Brevant B04H94	Dekalb 54-64	Brevant B04Z92	Brevant B07H01	Dekalb 58-34	Brevant B08C92	Brevant B08K90	Brevant B09Z08	Brevant B12C01	**Location Average
*Garner	1-May	185.7	226.5	215.0	208.3	183.1	178.9	210.2	232.7	246.8	265.4	242.1	224.2	250.9	235.4	250.5	220.1
Manson	22-Apr	N/A	N/A	N/A	188.0	192.6	201.2	207.9	184.6	220.0	208.0	189.6	185.3	188.2	202.5	227.2	191.0
Burnside	22-Apr	N/A	N/A	N/A	176.7	176.9	186.6	N/A	180.7	190.6	212.5	183.0	173.8	192.2	211.9	191.8	183.9
Livermore	23-Apr	210.4	218.3	197.8	224.6	218.0	226.7	N/A	227.3	229.4	N/A	226.6	230.1	N/A	248.2	241.7	226.5
Manly	25-Apr	228.4	230.1	232.7	234.8	229.8	229.1	227.0	216.3	229.9	219.3	233.8	237.0	234.1	241.2	N/A	229.7
Spencer	30-Apr	185.2	185.6	185.5	194.3	189.4	192.8	197.3	204.3	219.3	226.3	205.7	210.2	197.9	213.6	N/A	200.1
Woden	1-May	220.2	198.6	180.1	200.6	181.3	209.3	N/A	239.2	221.2	265.4	238.8	236.3	N/A	244.6	N/A	219.7
Clarion	27-Apr	239.0	244.8	242.1	240.6	231.9	243.3	247.2	242.8	233.3	210.4	231.3	236.1	221.5	228.1	N/A	230.3
<b>Hybrid Avg:</b>		<b>211.5</b>	<b>217.3</b>	<b>208.9</b>	<b>208.5</b>	<b>200.4</b>	<b>208.5</b>	<b>217.9</b>	<b>216.0</b>	<b>223.8</b>	<b>229.6</b>	<b>218.9</b>	<b>216.6</b>	<b>214.1</b>	<b>228.2</b>	<b>227.8</b>	<b>214.9</b>

\* Garner Plot was Corn on Corn. B08C92 and B09Z08 were non-traited products for CRW.

\*\* Location Average is whole plot average, not just average of products listed on this sheet.

# Options Create Opportunity

With an early harvest behind us and most of the fertilizer already applied, it's time to start looking at the diverse options available for pre-pay. Gold-Eagle examines all the offers presented by the major companies to put together a package unique to your farming needs. Whether it's Xtendimax, Enlist, or Flexstar, our knowledgeable sales team will work with you to determine the best fit for each operation.

Along with helping you decide which products to use, we can also help you get the most bang for your buck by capitalizing on the various rebates and rewards programs currently being offered by several companies; many of which can be combined with 0% financing options.

## Here's why it pays to pre-pay with Gold-Eagle:

- Our prices increase approximately 1% each month on seed and crop protection products and in-season price increases by manufacturers are not uncommon. The early programs and offers often run out, so make sure to take advantage of them early to save anywhere from 2% to 5% in total on your inputs. Add to those offers the 0% financing available from many of our suppliers and pay

for your products over the course of the next year.

- It never fails, the best seed varieties and some crop protection products inevitably sell out. By pre-paying and locking in your product choices early, you significantly increase your chances of getting exactly the products you want.
- Any pre-pay money that goes unused can be returned to you at any time.



**BOONE MORGAN,  
SALES MANAGER,  
AGRONOMY DIVISION**

Gold-Eagle wants to earn your business, whether it's early or in-season. By putting your trust in us, we will ensure you receive the best programs we can offer. We encourage you to consider pre-paying; we will make the process as easy and profitable for you as possible. See the table below for more information on the pre-pay options and offers. Please chat with a member of our sales team to learn more about these programs and make the best plan for every acre.

Company	Finance Offer	Additional Offers	Source	Minimum Purchase	Program Dates	Payment Terms
FMC	0%	Freedom Pass Rewards	JDF	\$10,000	October 1, 2020-September 30, 2021	Due in full December 2021
Corteva	Prime-1	10% Cash/5% Credit	TruChoice	\$7,500	Thru January 15, 2021	1-Dec-21
	Prime-1	5% Cash/3% Credit	TruChoice	\$7,500	January 16, 2021-February 26, 2021	2-Dec-21
Bayer	0%	Bayer Plus Rewards	JDF/Rabo	\$10,000 (2 Products)	September 1, 2020-August 31, 2021	Due in full November 2021
BASF	0%	N/A	JDF/Rabo	\$5,000	October 1, 2020-September 30, 2021	Due in full December 2021
Syngenta	1.90%	N/A	Rabo	\$10,000	N/A	15-Dec-21
Valent	0%	Bayer Plus Rewards	JDF	\$5,000	2 Choices	2 Choices

## Gold-Eagle & CORN, LP Give Back

We decided to try something new this year – an employee led fundraiser with proceeds going to “adopt” families for Christmas in the four counties in which we are located. The goal was to adopt one family per county, but the employee contributions blew us away. With additional contributions from some

local organizations, the total raised came to \$7,108. This amount allowed us to adopt nine families; providing Christmas gifts, clothes, and food to 13 adults and 28 children. Thank you to all

the employees who donated and to the employees who collected the money, found the families, did the shopping, and wrapped the gifts. We are so proud of the generosity amongst our team and look forward to continuing this new tradition next year.



## Watch the Headlines Heading into 2021

Far more often than not, grain prices are lowest during harvest. In true 2020 fashion, we saw one of the earliest harvests in recent times, variable yields in our trade territory with some close to records in our northern most areas, and prices rise throughout the fall and continue to do so today. Much of the soybean price increase is due to the large U.S. export program on beans which has rallied beans over three dollars since mid-August and pulled the corn market up with it. Carryout stocks of 190 million bushels will keep the beans supported, and we will have to keep a watchful eye on South American weather for more help in the bean rally. The carryout and South American weather, coupled with the Chinese ramping up their U.S. corn buying as they rebuild their pork production and need for feed, will make for a more interesting winter than we have had in the past few years.



**DAVID DOLAN,  
MERCHANDISING  
MANAGER**

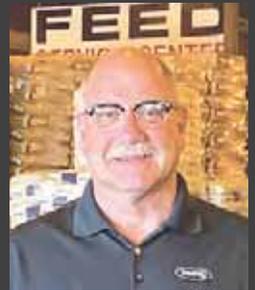
The January 12th end of year USDA report will be one to watch and, as a reminder, if you have a target price in mind be sure to put in an offer. Putting offers in by either calling your local Gold-Eagle grain contact or utilizing Gold-Eagle's DTN offer portal, you can be sure your bushels will get sold if the market trades through your price. As we look toward spring sales for bushels stored on the farm, it is important to remember to keep a watchful eye on your bins even with moisture lower than normal coming out of the fields. The old analogy still stands true, 10,000 bushel of corn in a bin is now worth around \$40,000; if you have \$40,000 in cash sitting in the bin, most would probably check that on a daily basis. Don't let Mother Nature steal your cheese!

Vaccine news, a new administration taking office in January, and Chinese buying are all going to drive markets in the coming weeks and months. As 2020 draws to a close, keep a watchful eye on the markets and sell incrementally as you are comfortable. The grain staff at Gold-Eagle wishes you and yours a happy, and healthy, holiday season.

**Editor's Note:** David Dolan has stepped into the merchandising manager position in Goldfield, filling the role left by Brady Hess. David started in the agricultural industry working for Bunge for nine years before joining the Gold-Eagle team almost five years ago. He and his wife, Kaylea, live in Boone with their two year old daughter, Sadie.

## Take Time to be Thankful

I think we can all agree we have a lot to be thankful for this holiday season. From our farmer members, to the administration and staff at Gold-Eagle, we are all considered essential workers; essential to do our part to feed the world. I am thankful to have the opportunity to be a part of this great and successful cooperative.



**BRAD DE VRIES,  
FEED DIVISION  
MANAGER**

Being a part of the essential workers group, most of us have been able to keep our jobs through this roller coaster we call 2020. Even with COVID, unrest and riots, derecho, a dry August, a new Supreme Court justice, and a hotly contested election, we can be confident that God has this under control. Even with all those curveballs, your Gold-Eagle Cooperative had a great year; much in part to its members and employee group.

The feed division has been developing a solid team from feed manufacturing to feed delivery; our fleet of feed drivers is almost back to full strength. We have and will continue to make substantial investments in our mills and transportation fleet to ensure we provide the best service to our customers. Building our team while working closely with other divisions within Gold-Eagle is setting us up for long term success. Part of this success involves partnering with our customers.

A comment was made at a recent manager's meeting about how bleak things were looking for agriculture, crops, livestock, and ethanol in the late spring, early summer. As the economy started to open back up, people started traveling, livestock harvesting and processing returned to relatively normal, and markets started to improve. With China needing not only pork, but large amounts of grain, our markets started to rally giving producers a rising market through harvest that is still climbing. You can view this market as a gift; yet the gift may not last long if the economy needs to shut down again.

It is great being a part of the food industry; there will always be a need for us. We are our own version of frontline workers, our jobs cannot stop without long-reaching consequences. There are many uncertainties finishing out this year and going into next. This holiday season, as you gather with family and friends (safely), remember to be thankful for what we have, living in this country and doing this important work.



# GOLD-EAGLE COOPERATIVE

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Goldfield, IA 50542-0280

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

## With Adversity, the Strong Prevail

We'd like to thank our loyal and new customers for a successful season. There were and are many unknowns out there, but having the core customers, morals, and values that we do here at Gold-Eagle Coop, we are able to stick to a plan and stay the course. One of those unknowns came in the form of pricing challenges with the replacement values of fertilizer this year. Volatility seemed to be the name of the game in the fertilizer market. Phosphates started the show with a countervailing suit presented by Mosaic against imported tons from around the

world, giving us a roller coaster ride that seems to be never ending. Potash and Nitrogen soon followed as the stress on one impacted the others and having a "fall of falls" tilted demand beyond supply. Our goal in times like these is to continue with business as usual; ensuring our team and customers don't suffer from the adverse effects the aforementioned issues create. Taking positions or holding steady when necessary have created the consistency needed to stay true to our values and hold our price card steady. This allowed time for our sales team to reach out and for customers to commit, ensuring that each customer

is treated fairly and no one is left behind. Our customer base and the relationships we've formed make us, and you, successful and are valued by all of us here. Our sales team looks forward to continuing to help you reach your 2021 goals through business planning this prepay season.



**BOONE MORGAN,  
SALES MANAGER,  
AGRONOMY DIVISION**

## DEF Coming to Clarion

I'd like to thank all our members for a great harvest season and wish you a happy, healthy holiday season. We are pleased to announce that Clarion will begin stocking bulk DEF by the old truck shop located at 101 3rd Ave SW starting in January. Just give us a call, bring your tote(s) in and we'll get them filled for you. We are excited to make another fuel product readily available for our patrons.

Markets have been creeping up recently with news of a pending vaccine. I'd recommend filling up your tanks and looking out to next spring and even as far out as next fall to

lock in some prices for the coming year's needs. As always, Nate and I appreciate the support and business we've received from our customers; we look forward to continuing to serve you. Please contact Larry at 641-425-2517 or Nate at 515-825-8813 for all your fuel needs and visit <https://www.goldeaglecoop.com/bulk-fuel-prices/> to check out current bulk pricing.



**LARRY WEIDEMANN,  
PETROLEUM  
MANAGER**