

# FSC Monthly Update

January 31, 2010

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**ELECTION RESULTS.....**Bob Saunders was elected as the Director representing District 2 at the FSC Annual Meeting on January 28. We thank Gary Hall for his 18 years of dedicated service on the Board of Directors.

**HAZ-MAT & RIGHT-TO-KNOW TRAINING.....**The February FSC Safety Meeting will be used to provide Haz-Mat and Right-to-Know training for FSC and Leinen employees. Every location employee needs to attend this training every three years. There will be two sessions to choose from on Wednesday, February 17 at either 9:30 A.M. or 1:00 P.M. at the Therkildsen Center in Harlan. Each session will last approximately 2 hours. If you have any questions regarding this training and whether you need to attend, please visit with your branch manager as they have been provided a list.

**NEW EMPLOYEES/NEW RESPONSIBILITIES.....** We welcome Dean O'Conner at Leinens. We wish you good luck in your new position.

**EMPLOYMENT ANNIVERSARIES...** The following FSC employees achieved an employment anniversary during the month of January:

Employee	Hire Date	Location
<i>Mike Evers</i>	<i>1-3-00</i>	<i>Energy</i>
<i>Cathy Assman</i>	<i>1-15-02</i>	<i>Irwin</i>
<i>Joe Klein</i>	<i>1-17-00</i>	<i>Denison</i>
<i>Tom Davie</i>	<i>1-19-09</i>	<i>Moorhead</i>
<i>Mike Lage</i>	<i>1-21-08</i>	<i>Moorhead</i>
<i>Melissa Pope</i>	<i>1-21-08</i>	<i>Harlan Elevator</i>
<i>Brian Ganzhorn</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Keary Hogue</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Geneva Jacobsen</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Charles Leinen</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Josh Leinen</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Bruce Namanny</i>	<i>1-26-09</i>	<i>Denison</i>
<i>Lola Pelton</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Mike Schneider</i>	<i>1-26-09</i>	<i>Leinen</i>
<i>Dan Jensen</i>	<i>1-28-02</i>	<i>Energy</i>

Thank you for your years of service to FSC!!



**WORKERS COMP AND AUTO CLAIMS.....**Through the end of December we have NO reportable workers comp claims and NO auto claims. Our goal is no more than 6 Workers Comp Claims and 4 Auto Claims. Keep up the good work!



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**MOCA TRAINING FOLLOW UP.....**It is hard to believe, but it has been almost two weeks since we completed the MOCA training. I would like to thank Suzy Wear, Pam Borkowski, Linda Hansen, and George Applegate for all of the work they put in prior to the MOCA install. I would also like to thank the FSC employees who attended these sessions as well as those who assisted with the training. After having to reschedule a couple times due to cold and snowy conditions, we managed perfect attendance during those three days! So far, the transition has proceeded smoothly.

Since this is a new and rather large release, it sometimes takes a while to work out all of the programming bugs. As we move forward, please let us know if you are having difficulties with your MOCA session.

**CONNECTION CENTRAL.....**During the month of February, we will begin the roll out of Connection Central to our customers. A letter will be sent out to FSC customers explaining what Connection Central is and how they can sign up. A Connection Central training session will be held during the month for branch accounting personnel. This will allow them to see Connection Central first hand, and allow them to help answer any customer questions they may receive.

## **Safety Committee Minutes**

**December 22, 2009 Harlan, Iowa**

The FSC safety committee met on Tuesday, December 22<sup>nd</sup> in Harlan. In attendance were Steve Bruck, Steve Gawley, Joe Klein, Bob Bruck, Jim Robinson, Steve Nelson, Paul Hocamp, Jason Smith, Steve Petersen, Tom Davie, and Jerry Miller.

Steve Nelson reported that a representative from Continental Western Insurance is coming out sometime in January to finish up the inspections of our southern branches. If we rent tapes or DVD's from Continental Western, they must be insured when we return them.

Steve also reminded everyone that safety training is required before a new employee starts to work. There was discussion on NH3 safety on risers when loading double tanks, excess flow valves on fill hoses, and how to revamp fill stations to provide more safety. Steve will be coming around to locations to help update the safety books starting the week of December 28 and Chuck Martenik will be coming out in January to perform a couple of mock OSHA audits.

Minutes from the November 25<sup>th</sup> meeting were handed out and reviewed. Minutes were approved as written. Bob Bruck announced that there are no reportable insurance claims so far this year.

The lock-out/tag-out program was reviewed. It remains the same as last year. Steve reviewed the authorized and affected employees and told everyone that a compliance audit needs to be performed on an annual basis.

The outside contractor program was also reviewed. It was stressed that we must either provide the training required or receive documentation from the contractor that they have received the training elsewhere. This is for major repair projects that need outside contractors to perform, not just small routine maintenance projects.

Steve Nelson reviewed the pre-trip inspection requirements for pickup trucks. These only need to be done when hauling chemicals or pulling NH3 tanks,

There being no additions, the meeting was adjourned.

FSC Mission Statement:

**“Providing quality supplies, services and marketing at a competitive price for the economic benefit of it’s members and their cooperative.”**



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Here's a comparison of FSC/Leinen sales volumes.

	December 2009	December 2008
LP Gas (in gallons)	1,407,080	973,262
Gasoline (in gallons)	138,292	108,011
Fuels (in gallons)	1,275,312	1,320,822
Cardtrolls (in gallons)	308,092	316,272
Bulk Oil (in gallons)	23,374	16,474
Feed (in tons)	11,940	12,414
Feed Service (in dollars)	94,350	118,600
Dry Fertilizer (in tons)	7,217	3,303
Liquid Fertilizer (in tons)	164	71
NH3 (in tons)	10,939	6,243
Ag Lime (in dollars)	313,391	395,570
Agronomy Application (in dollars)	702,278	432,936
Grid Sampling (in dollars)	108,966	203,943
Seed Corn (in Bags)	0	0
Seed Beans (in bags)	0	0
Tires (in dollars)	260,167	232,552
Computer Sales (in dollars)	326,379	313,707

**DEMAND CAPITAL**.....The interest rate on Demand Capital Accounts and Employee Reserve Accounts will remained unchanged at 2.5% for the month of February.

*Stay warm and safe in February!*

*Gary*



**United to better serve  
our customers.**

