

November, December and January were busy months at FSC. The following is a comparison of Sales through December of 2006 and 2007.

Products	2007	2006
LP Gas	554,201 gal.	848,396 gal.
Gasoline	105,594 gal.	107,805 gal.
Fuels	1,215,035 gal.	1,202,943 gal.
Cardtrols	325,979 gal.	332,733 gal.
Bulk Oil	16,675 gal.	8,145 gal.
Feed	15,098 ton	14,110 ton
Feed Service	\$196,010	\$124,400
Dry Fertilizer	11,664 ton	9,921 ton
NH3	9,918 ton	9,886 ton
Ag Lime	\$506,487	\$486,765
Agronomy Application	470,203	\$411,962
Tires	237,238	\$158,992
Computer Sales	355,723	404,544



Employment Anniversaries . . . The following FSC Employees achieve an employment anniversary during the month of December and January:

Employee	Hire Date	Location	Employee	Hire Date	Location
<b>Bob Gubbels</b>	<b>12-1-83</b>	<b>Defiance</b>	<b>Mark Martens</b>	<b>12-1-86</b>	<b>Oakland/Transp.</b>
<b>Randy Jensen</b>	<b>12-1-88</b>	<b>Denison</b>	<b>Rod Cadwell</b>	<b>12-11-06</b>	<b>Irwin</b>
<b>Craig Turner</b>	<b>12-11-06</b>	<b>Energy</b>	<b>Cathy Clark</b>	<b>12-16-85</b>	<b>Defiance</b>
<b>Steve Gawley</b>	<b>12-16-85</b>	<b>Fleet</b>	<b>Marcia Hansen</b>	<b>12-16-85</b>	<b>GO</b>
<b>Mike Holloway</b>	<b>12-16-85</b>	<b>Denison</b>	<b>Cliff Kruse</b>	<b>12-17-90</b>	<b>Transportation</b>
<b>Joan Bruck</b>	<b>12-31-01</b>	<b>GO</b>	<b>Mike Evers</b>	<b>01-03-00</b>	<b>Denison</b>
<b>Cathy Assman</b>	<b>1-15-02</b>	<b>Irwin</b>	<b>Joe Klein</b>	<b>01-17-00</b>	<b>Denison</b>
<b>Dan Jensen</b>	<b>01-28-02</b>	<b>Energy</b>			



**Speaking of employment anniversaries, the following employees achieved an employment milestone anniversary during 2007:**



**These employees were recognized for their service to FSC at a luncheon on January 25, 2008. Thanks to these employees for their service to FSC!**

<b>5 Year Collar Pin:</b>	<b>Scott Ellis, Cathy Assman, Dan Jensen</b>
<b>10 Year Tie Tack:</b>	<b>Dave Hamilton, Scott Schiltz, Ryan Kasperbauer, Paul Hocamp</b>
<b>15 Year Key Chain:</b>	<b>Ron Stitz, Jerry Murray, Steve Nelson</b>
<b>20 Year Pen Pencil Set:</b>	<b>Rich Cline</b>
<b>25 Year Watch:</b>	<b>Jan Applegate, Bev Goshorn, Rick Doran</b>

**Congratulations to each of these FSC Employees. Thanks to each of you for your contributions and years of dedicated service to FSC and our customers.**



**Ron Kenkel has been named Assistant General Manager at FSC. In the absence of the General Manager he will be responsible for those duties.**

**WELCOME** New employees at FSC since the last newsletter are: Michael Lage-Denison/Moorhead, Melissa Pope- Harlan Elevator, Ryan Carter-Irwin, Lucy Amos-Oakland. **Welcome to FSC!**

**Bob Bruck will be starting his career at FSC on Monday, February 4th as Credit Manager. In addition to credit, Bob will be responsible for the corporate property and casualty insurance as well as accounting responsibilities. Welcome to FSC, Bob!**

**FSC held its Annual Meeting on January 24th. Ed Andersen from District IV was running unopposed so remains the Director for District IV. Mark Ragaller ran against Blair Baughman for the District I Director. Mark was elected by the membership to represent District I. If you should see Blair, please thank him for his years of service on the FSC Board since 1993.**

**FSC Vision Statement:**

***"To be the BEST ag-retail supply and grain marketing company in Western Iowa."***



On Friday, February 22, 2008 there will be two meetings at the C.G. Therkildsen Center in Harlan to review employee benefits which include health insurance, Co-op retirement plan, 401K plan, cafeteria plan, and the voluntary vision program. Please make arrangements with your supervisor to attend one of these meetings. There will be a morning and an afternoon meeting.

38 people signed up for the voluntary vision insurance. We did not reach the 75% level of eligible employees in order to offer the dental insurance program.

As of mid-January we had 2 auto claims and 3 workers compensation claims. Our goal for 2007-2008 is to have no more than 7 workers compensation claims and 4 auto claims. Please remember to work and drive safely.



**Extra Safety Day . . .** If you did not have a workers compensation claim or auto claim during fiscal 2007 please remember to take your extra day off between now and March 31 if you have not already done so.



### **Electronic Time Clocks coming to FSC:**

*The general office has implemented an electronic finger-print time clock in the past few weeks. For years, we have used hand filled out time cards but with advanced technology now available, FSC plans on implementing finger-print activated time-clocks at all locations.*

*The benefits are obvious: faster processing of time cards, more accurate calculation of hours worked, elimination of legibility issues with hand filled out time cards, and elimination of a paper time-card itself.*

*One of these time clocks has recently been installed in the general office. Hopefully we will begin rolling out time clocks to other locations once testing is completed and interface programs written between the time clock and our payroll software on the AS/400. This will take some time to complete, but our objective is to work out any problems during experimentation and trials in the general office. Then, as the year progresses, these finger print time clocks will be installed at locations.*

**Demand Capital :** The rate of Demand Capital Accounts and Employee Reserve Accounts will be decreased to 4% on February 1, 2008.



**FSC Employee Newsletter is now available for reading on the web...if you haven't visited FSC's web-site lately, do so. [It's http://www.fscoop.com](http://www.fscoop.com). On the main page, on the left-hand side is a link to "employees only" page. Follow that link, and log-in using the correct user-id/password, and you can read the FSC Employee Newsletter "on-line". This can be viewed on-line, or printed to a color printer; and it will be much easier to read than struggling to read a smeared faxed copy. In addition, past issues of the FSC Employee Newsletter will be available on-line for your reference!**