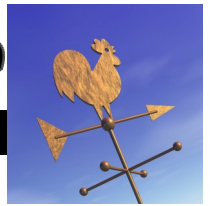


FSC Monthly Update

March 26, 2013

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2013 GRADUATES.....If you have anyone graduating from high school or other institutions of higher education this spring, please let us know as we'd like to publish those names in the employee newsletter at the end of April.

BILL RODENBORN FSC SCHOLARSHIPS.....A reminder that applications for the Bill Rodenborn / FSC Memorial Scholarships are due by April 15, 2013. The scholarship was established as a living memorial to the late Bill Rodenborn, past FSC general manager. The purpose is to provide scholarships to children of FSC employees and / or FSC stockholders. The students must be planning on attending any certified college or university in the state of Iowa offering a two or four year academic program. Several scholarships are usually awarded each year. The scholarships will be awarded in the spring of the recipient's senior year of high school. The scholarship will then be payable to the college of the recipient's choice at the billing time for the second term of their freshman year. To apply for one of these scholarships, complete an application that can be obtained from your high school guidance counselor, contact Joan Bruck at the General Office, or go to www.fscoop.com

EAP PROGRAM.....it's been several years now since we implemented our Employee Assistance Program. This program is available at no charge to all employees. The EAP program provides consultation and other services to help employees cope with issues in their personal lives which may be affecting them in the workplace. For a list of the services available, you can log into www.connectionseap.com

CASH SALE ACCOUNTS.....Bob Bruck indicated that recently we've had an increase in the amount of "charge" sales which are being made to the Cash Sale account because the purchaser does not have approved credit. Our credit policy clearly states that all sales are cash until their credit is approved. **THE CASH SALE ACCOUNT IS RETRICTED TO ONLY THAT – SALES MADE WHEN THE CUSTOMER DOES NOT HAVE APPROVED CREDIT.** Also, the cash or check must be present at the time of delivery. To obtain credit from FSC a customer simply has to fill out a credit application. Once the customer's credit has been approved they can make charges to the account up to the limit established by Bob. If you're unsure of a customer's credit availability or limit, Bob Bruck can be contacted by phone or email.

OPEN POSITIONS AT FSC.....The following positions are currently open at FSC: Moorhead Operations, Portsmouth Applicator, Portsmouth Agronomy Sales and Denison Applicator. If you have an interest in any of these positions, please check with Pam Gubbels in Human Resources.

EMPLOYMENT ANNIVERSARIES..... The following FSC employees achieved an employment anniversary during the month of March.

Employee	Hire Date	Location	Employee	Hire Date	Location
Keith Crawford	3/1/10	Denison	Tami Wright	3/15/12	Oakland/ HE
Bev Goshorn	3/1/82	Shelby	Steve Nelson	3/16/92	Maintenance
Scott Schiltz	3/3/97	Denison	Ron Stitz	3/16/92	Shelby
Kevin Rutherford	3/7/88	Agronomy	Dan Schmitz	3/17/11	Portsmouth
Jan Applegate	3/8/82	General Office	Gary Jahn	3/17/69	General Office
Lyle Obrecht	3/14/94	Harlan Elevator	TJ Keane	3/30/09	Leinen
Nathan Steffen	3/15/10	Atlantic			

Thank you for your years of service to FSC!!





SPRING BEEF BOOKING.....We are once again offering our Spring Beef Booking program. Producers can book beef products from March 21, 2013 through April 12, 2013. We still offer a full line of cattle feeds formulated with Vigortone or Hubbard Nutrition. We intend on stocking bulk 16% Calf creep in Denison for those producers wishing to pick it up there. Other medicated forms can be ordered but will require a little more notice as they are made outside of FSC feed mills. Please visit with Kenny Crawford or myself if you have more questions.

LEZAGE SAFETY TRAINING....Since January 21st, FSC employees have completed **1,226 Training sessions.** Looks like we are making good progress but might have a few more to go. Thanks to everyone for their efforts and support of this program. This Lezage training will definitely take us to the next level in our safety program.

WHAT'S COOKING?.....

Can't Leave Alone Bars

Melissa Pope

- 1 cup Semi-Sweet Chocolate Chips
- ¼ cup Butter
- 1 can (14 Oz. Can) Sweetened Condensed Milk
- 1 box (18 Oz. Box) Chocolate Cake Mix
- ½ cup Vegetable Oil
- 2 whole Eggs

Preparation Instructions: Microwave chocolate chips, butter and condensed milk in 1-minute increments, stirring after each one until smooth. In a mixing bowl, stir together cake mix, oil and eggs. Put 2/3 of the cake mix dough in a 9×13 pan and press evenly over the bottom and slightly up the sides. Pour the melted chocolate chip mixture evenly over the dough. Drop the remaining 1/3 dough in clumps over the top. I flatten them a bit but it isn't necessary.

Bake 20–25 minutes at 350°F.

Note: You can change up the flavors of cake mix and chips for any combination you like! Peanut butter, mint or cherry chips with chocolate cake mix? YUM. Vanilla chips with spice mix? Perfect for a fall treat! White cake mix with chocolate? Oh yes. The possibilities are endless!

BRAG BOARD.....if you have some special news you'd like to share with other employees about something going on in your life, we would certainly post it on our Brag Board in the newsletter. This could be all sorts of things such as births, accomplishments of your children, milestones in your life (anniversaries, etc.) and any other special events. If you have something you'd like to share, please forward them onto Pam Borkowski at pamb@fscoop.com.

Ashley Hagedorn, granddaughter of Steve and Pat Gawley, on the ISU basketball team, got 2nd in the conference and 2nd in the Big 12 tournaments.

Grandson Henry Marcus Nagl arrived February 25th, 8 lb. 5 oz.
Linda and Bret Hansen





Here's a comparison of sales volumes.

	February 2013	February 2012
LP Gas (in gallons)	903,855	771,420
Gasoline (in gallons)	248,002	503,892
Fuels (in gallons)	1,638,110	2,202,240
Cardtrolls (in gallons)	448,168	459,656
Bulk Oil (in gallons)	41,187	48,112
Feed (in tons)	9,871	12,719
Dry Fertilizer (in tons)	39,207	36,443
Liquid Fertilizer (in tons)	787	878
NH3 (in tons)	16,534	14,892
Ag Lime (in tons)	55,046	55,161
Agronomy Application (in dollars)	1,898,984	1,751,192
Grid Sampling (in dollars)	436,989	368,721
Seed Corn (in Bags)	0	0
Seed Beans (in bags)	0	0
Tires (in dollars)	394,532	379,263
Computer Sales (in dollars)	314,482	385,747

DEMAND CAPITAL.....The interest rate on Demand Capital Accounts and Employee Reserve Accounts is currently at 2.5%

Drive safe and stay warm!

Gary



QUOTE OF THE MONTH.....

If a business isn't growing, it's dying.