



JULY 4THIs right around the corner. All FSC offices and facilities will be closed on Monday, July 4, in observance of Independence Day.



AUDITORS.....Are at the General Office for preliminary audit work on June 28 and 29. Their visit this time of the year reduces the field time they have with us in September.

PRELIMINARY FINANCIAL FORECAST.....We've always wondered what it would be like if we weren't able to get all of the product applied in the fall as we normally do; this year we found out. It looked like we were going to be off to a great start but once the fall rain started it didn't want to stop. This impacted fall application of both dry and anhydrous. At about the same time last fall the fertilizer industry as a whole re-set their prices which affected our margins. The combination of reduced volumes and margins was obviously something we had not anticipated in our financial plan. As a result, our local savings will not be in a position for us to participate in the Employee Bonus Program this year.

EMPLOYEE APPRECIATION DAY.....Even though our local savings will not be what we had originally anticipated, the Board of Directors recognize our efforts as the FSC employees again put their shoulders to the wheel to see that our customers were serviced as they requested. **In appreciation, all full-time employees will be given an additional paid day to be used between August 11 and 22.**

We stipulate between August 11 and 22 because this is the date of the Iowa State Fair. This year we are promoting the Iowa State Fair by giving employees a paid day which they can spend at the Iowa State Fair. FSC will purchase the tickets for each full-time employee and spouse or guest, along with tickets for their dependents. If you do not wish to attend the fair, you don't have to; you can still have the day off. You will receive pay for the day off whether you go to the fair or not, and regardless if you go to the fair on a Saturday or Sunday. You will just need to report this time as Floating Holiday.

We will be purchasing these tickets in advance, so please notify Pam Borkowski at Pamb@fscoop.com or 755-2207 with the number of tickets you need by July 13. As usual, please arrange your time off with your supervisor.

BOARD TOURS.....Will be on Monday, August 8 for the south tour and Monday, August 22 for the north tour.

THE ANNUAL EMPLOYEE MEETING.....this will be held on Thursday, September 15, 2016. This is obviously a change from the past but we're going to give this a try this year. We not only eliminate questionable travel weather for our employees and speakers, but it maybe helps us be more efficient with our production time in September versus February, especially if we have an open winter. More details will be coming as we get closer.

NEW HIRES..... Hank Hackett (left), FT status as of 5/3/16, Oakland and Tim McFarland (right), FT status as of 5/3/16, Harlan Elevator. **Welcome to FSC!**



Employee	Hire Date	Location
Chris Behrens	6/6/2005	General Office
Brandon Hodgson	6/17/2015	Moorhead
Derek Pauley	6/26/2013	Portsmouth

EMPLOYMENT

ANNIVERSARIES.....

These FSC employees achieved an employment anniversary during the month of June. **Thank you for your years of service to FSC!**

County	City	Dates	2016 Area County Fair Dates	County	City	Dates
Carroll	Coon Rapids	July 6-10		Crawford	Denison	July 20-25
Shelby	Harlan	July 10-18		Cass	Atlantic	July 21-26
Monona	Onawa	July 12-17		Harrison	Mo. Valley	July 26-31
Audubon	Audubon	July 13-17		Sac	Sac City	July 27-30
Ida	Ida Grove	July 19-25		Iowa State Fair	Des Moines	Aug 11-21
East Pott	Avoca	July 20-25	Clay	Spencer	Sept 10-18	



Here's a comparison of sales volumes.

	May 2016	May 2015
LP Gas (in gallons)	1,423,263	1,518,217
Gasoline (in gallons)	205,602	202,078
Fuels (in gallons)	2,632,432	2,508,472
Cardtols (in gallons)	689,468	635,133
Bulk Oil (in gallons)	64,354	65,801
Feed (in tons)	17,831	16,751
Dry Fertilizer (in tons)	39,588	41,340
Liquid Fertilizer (in tons)	12,615	12,226
NH3 (in tons)	25,199	23,234
Ag Lime (in tons)	33,132	55,990
Agronomy Services & NH3 Application	3,167,655	3,388,426
Grid Sampling (in dollars)	490,555	360,684
Seed Corn (in Bags)	18,885	21,614
Seed Beans (in bags)	30,500	34,139
Tires (in dollars)	334,203	364,120
Computer Sales (in dollars)	410,342	421,621

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

QUOTE OF THE MONTH.....

The time is always right to do what is right. Martin Luther King Jr.