



DIRECTOR ELECTIONS.....were held at FSC’s Annual Meeting on Thursday, January 19 at the Irwin Community Building. Brad Waldemar was re-elected to his third term representing District 1; Ed Andersen was re-elected to his sixth term representing District 4. Congratulations to Brad and Ed, and thanks for serving the members of FSC!

EMPLOYEE SAFETY.....For a number of years the FSC Board has maintained their Policy #67, Employee Safety, which states that “a safety program shall be in place at FSC to prevent human and economic losses from personal injury and property damage. The policy further states that the responsibility for this program shall rest with the General Manager who is given the specific authority to delegate such responsibilities as may be necessary (as through the Safety Committee), for the successful accomplishing of this policy.”

Last fall a new safety program, “A Good Day’s Work”, was presented to the Safety Committee as this program was more current and had topics which included not only training required by OSHA but also courses which applied specifically to our industry.

We are now in the second month of this new training concept. The safety training is designed to be spread over the course of a year so we have the most relevant topics at the appropriate time of the year. Also, these courses are relatively short. Employees have the option of doing the training on an individual basis or doing it as a group.

Each of us individually are responsible for seeing that we’ve completed the necessary training. I’ve asked division and branch managers to follow up and see that this is accomplished as this safety training is not an option but a condition of employment at FSC.

At the most this training should take no more than 30 minutes if there are 2 courses scheduled for a given month. Sometimes only one session will take 15 minutes.

I’ve advised all management personnel that they can schedule these meetings for the first thing in the morning with coffee and rolls or breakfast pizza, or done over a noon hour with lunch being brought in if necessary.

OUR OBJECTIVE IS TO KEEP OUR EMPLOYEES SAFE. We hope that by maintaining a safety culture we’ll be able to accomplish that objective. Thanks to all of you for your support of this change and making FSC a safe place to work.



NEW ARRIVAL.....Andy Sorensen, and his wife Kathy, welcomed their new baby daughter, Alyssa Joy. Alyssa was born on Friday, January 27th and joins her siblings, Sadey and Brett.

EMPLOYMENT ANNIVERSARIES..... These FSC employees achieved an employment anniversary during the months of January. Thank you for your years of service to FSC!!

January	Hire Date	Location	January	Hire Date	Location
Allison Taylor	1/2/15	Energy	Scott Shannon	1/19/16	Denison
Bob Gubbels	1/9/84	Defiance	Robert Melby	1/21/14	Denison
Alex Klein	1/11/16	Shelby	Melissa Pope	1/21/08	Computers
Michael Boyle	1/13/16	Shelby	Nick Woebke	1/24/00	Agronomy
Nick Schechinger	1/16/12	General Office	Keary Hogue	1/26/09	Portsmouth
Joe Klein	1/17/00	Denison	Chuck Leinen	1/26/09	Portsmouth
Tom Davie	1/19/09	Portsmouth	Mike Schneider	1/26/09	Portsmouth

ENERGY FUEL AND OIL MEETINGS... BY Mike Evers. Doug Svendsen of Energy has been conducting several fuel and oil meetings in January and February. Mike Crane and Tony Emerson of Cenex discussed the new oils that are coming and how they will effect older equipment, the benefits of using Cenex premium oils and the warranty that is the best in the industry. These meetings have been a great success to bring in new customers.



Nelson Ploen has returned to full-time employment with FSC and will fulfill the role of Sales/Agronomist for the Atlantic Agronomy location. Nelson will report to Steve Jorgensen.

Prior to returning to FSC, Nelson worked as one of our interns in the summer of 2015. Nelson also worked as an intern and Seed/Chemical Sales representative for Cyclone Seed & Chemical in Harlan. Nelson received his Bachelor of Technology in Agriculture from Northwest Missouri State University in May of 2016. Nelson lives in Harlan.



Brad Hess has returned to full-time employment with FSC and will fill the Fuel Delivery position, based out of Shelby Energy. Brad will report to Mike Evers.

Brad and his wife Staci have two daughters, Brooklyn and Bricelyn. They live in Portsmouth. Prior to FSC he worked at K W Electric in Cedar Falls, IA.



Brittany Stoelk has returned to Farm Service Cooperative as a full time employee on January 9, 2017, as a Feed Specialist. Brittany has worked for Farm Service Cooperative as an Intern Feed Specialist for the Feed Division, splitting her time between Denison and Harlan. Brittany will report to Tom Grote.

Prior to coming to FSC, Brittany was a student at Iowa State University, graduating in December of 2016, with a degree in Animal Science. Brittany also gives horseback riding lessons and interned at Twilight Acres Nursing Home as an Activity Director Assistant. During her Internship with Twilight Acres Nursing Home, she created, planned and led activities to meet the individual needs of residents and performed one-on-one conversations with residents to help problem-solve for those with disabilities. Brittany lives in Westside.



Here's a comparison of sales volumes.

	December 2016	December 2015
LP Gas (in gallons)	778,760	620,635
Gasoline (in gallons)	94,635	97,947
Fuels (in gallons)	1,445,025	1,464,769
Cardtrolls (in gallons)	324,176	324,403
Bulk Oil (in gallons)	37,094	34,371
Feed (in tons)	8,449	8,191
Dry Fertilizer (in tons)	19,539	7,865
Liquid Fertilizer (in tons)	388	95
NH3 (in tons)	8,485	5,913
Ag Lime (in tons)	46,377	13,833
Agronomy Services & NH3 Application	1,187,250	607,874
Grid Sampling (in dollars)	334,848	333,303
Seed Corn (in Bags)	0	0
Seed Beans (in bags)	0	0
Tires (in dollars)	195,902	192,936
Computer Sales (in dollars)	134,539	187,860

Gary

QUOTE OF THE MONTH.....

Never grow a wishbone where your backbone ought to be.

Clementine Paddleford