

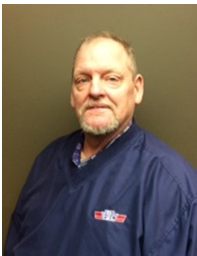


**WYATT SHUMATE BENEFIT...**Portsmouth employee, Thomas Shumate and his wife, Alicia had a baby, Wyatt who had an extended hospital stay. A benefit will be held to help pay for medical expenses on April 8th. It will be held at St. Patrick's Parish Center in Dunlap from 4-7. There will be a spaghetti supper (free will donation) and auction starting at 5:00.

**2017 GRADUATES.....**Graduation is right around the corner. If you have a son or daughter who will be graduating from high school or some other institution of higher education this spring we'd like to recognize them. Please send that information to Pam Borkowski as soon as possible so we can include them in future newsletters.

**BEEF FEED BOOKING...**by Tom Grote. This is a reminder that we recently started our Beef Booking Program for Spring. This program allows our customers to lock in products like cow mineral, calf creep and beef balancers to prevent the risk of those products going higher in price. FSC also rents out calf creep feeders to go along with this special promotion. Beef producers are encouraged to visit with one of Livestock Production Specialists, Aaron Bauer, Brittany Stoelk or Kenny Crawford, for more details on this program.

## NEW HIRES....



Collins Cutler began his FSC career in December of 2016. Collins is one of our Feed Delivery/Feed Mill Operators and reports to Clancy Murphy. Prior to starting at FSC, Collins worked in sales at Wickman Chemical in Atlantic. Collins has an Associate Degree in Ag Business from Iowa Western Community College. Collins and his wife, Sherie, live in Marne. Collins and his wife have three grown children, and five grandchildren.



Brian Ganzhorn has returned to Farm Service Cooperative. Brian will work as a Custom Applicator in Agronomy Outside Operations in Portsmouth and will report to TJ Keane. Prior to returning to FSC, Brian worked at Heartland Coop in Missouri Valley. Brian and his wife, Tara, live in Woodbine.

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

Employee	Hire Date	Location	Employee	Hire Date	Location
Jacob Gubbels	3/3/14	Denison	Jacob Schechinger	3/15/10	Irwin
Kevin Rutherford	3/7/88	Agronomy	Nathan Steffen	3/15/10	Atlantic
Lawrence Rasmussen	3/9/15	Energy	Gary Jahn	3/17/69	GO
Mark Andersen	3/11/16	Energy	Jerod Thies	3/23/16	Moorhead
Dan Perkins	3/12/15	Agronomy	TJ Keane	3/30/09	Portsmouth
Brian Baxter	3/13/14	Shelby			



**FSC / BILL RODENBORN SCHOLARSHIPS.....**A reminder that applications for the FSC Memorial /Bill Rodenborn Scholarships are due by April 15, 2017. 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 awarded each year, usually in the amount of \$1000 each. 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, by contacting Joan Bruck at the General Office, or go to [www.fscoop.com](http://www.fscoop.com).

## Safety Committee Minutes      March 9, 2017      Harlan, Iowa

The FSC safety committee met on Thursday, March 9<sup>th</sup>, 2017 at the Therkildsen Center in Harlan. In attendance was Tom Grote, Bob Bruck, Jodi Gubbels, Pam Borkowski, Gary Jahn, Paul Hocamp, Lance Axland, Jolene Davis, Sharon Kroger, Brian Travis (CWG), Krista Sporrer, Melissa Raymond, Ron Kenkel, Mike Evers, Clancy Murphy, Shawn Macha, Nick Schechinger, Jodi Anania (USA), and Audrey Smith.

Tom Grote opened the meeting by thanking everyone for taking the time to attend the meeting. Tom then asked the group if anyone had any additions or changes to the meeting minutes from the September safety meeting. There were no additions or changes.

Bob Bruck's work comp/auto insurance claims were distributed to the group. There were several new injuries reported to Bob since the last September safety meeting. There was some discussion regarding the prevention of the work comp injuries specifically the anhydrous inhalation incident. Tom reminded the group that all safety training needs to be properly documented in the event an incident occurs. It was also pointed out that 2 of the injuries involved part time employees which emphasizes the need to train all employees both full and part time.

Tom then reminded the group to make sure all Emergency Action Plans are up to date with emergency contact information. The EAP should also be updated with the RCI system. Sharon Kroger or Melissa Raymond are available for anyone needing assistance updating RCI.

Sharon Kroger then led a discussion regarding FSC's new safety base training system, Good Days Work. Sharon demonstrated the Good Days Work website to the group and outlined different reporting options available to track training progress. The group provided very positive feedback regarding the training content and interactive training offered on the website. There was then discussion surrounding the required safety training during the seasonal busy times. It was decided branch managers, at their discretion, would be allowed to request future months training if they would prefer to complete the training before the busy time. They can only request future months if the current months required training is complete.

Tom then introduced our guest speaker Brian Travis from Continental Western Insurance. Brian delivered a presentation on pre-agronomy season safety and misapplication insurance claims. Brian informed the group that many misapplication mishaps can be prevented with good communication with customers and coworkers. Brian also stressed the need for documentation including, field maps, customer conversations, spray sheets, field reports, etc. Brian's message also centered on ensuring employees are given adequate time to rest during the season. Employees who become too tired can lead to poor judgement. Equipment also needs to be properly maintained to ensure it is in good working condition to apply product. Brian also stressed the need for operators to be aware of their surroundings while operating equipment. This includes being aware of possible bee hives, gardens, organic crops, etc. that may be in the area while spraying. Brian provided a website that the state maintains where registered items such as these can be located. Brian also touched on seed mix ups that happen each year. His advice to the group was to keep all seed warehouse organized. Contamination and application errors are the two types of claims with the highest dollar amount in 2015 and 2016. Brian also pointed out that FSC has a \$10,000 deductible which directly affects the financial bottom line when these types of claims occur. In the event an incident occurs, timely communication of the incident to Bob Bruck is very important so the claim can be submitted to Continental Western and handled by an adjuster from the beginning.



Here's a comparison of sales volumes.

	February 2017	February 2016
LP Gas (in gallons)	1,269,039	1,162,808
Gasoline (in gallons)	119,277	129,553
Fuels (in gallons)	1,633,182	1,749,519
Cardtols (in gallons)	451,563	459,001
Bulk Oil (in gallons)	49,339	44,171
Feed (in tons)	12,098	11,809
Dry Fertilizer (in tons)	26,512	11,322
Liquid Fertilizer (in tons)	518	251
NH3 (in tons)	8,527	5,961
Ag Lime (in tons)	64,130	17,128
Agronomy Services & NH3 Application	1,505,889	738,660
Grid Sampling (in dollars)	412,372	429,235
Seed Corn (in Bags)	0	0
Seed Beans (in bags)	0	0
Tires (in dollars)	224,577	239,392
Computer Sales (in dollars)	210,442	257,768

*Gary*

**QUOTE OF THE MONTH.....**

*If you don't have critics, you probably don't have success either.*