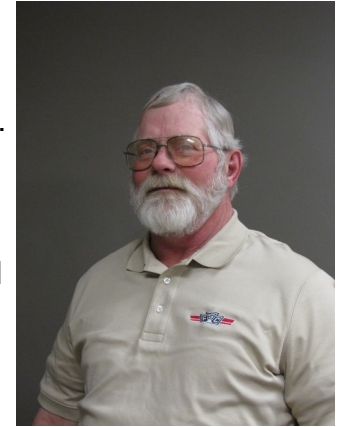




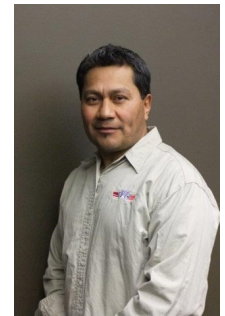
**KEARY HOUGE**.....passed away on January 13, 2018. Keary has recently been driving for the Agronomy transportation division. Keary joined FSC when FSC purchased Leinen, Inc., in 2009. Keary was very faithful in his duties to FSC, always willing to do whatever was necessary to get the job done. Our condolences go out to Keary's family.



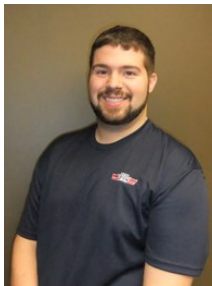
**DIRECTOR ELECTIONS**.....At the Annual Meeting on January 18 Duane Alff was re-elected to this tenth term as Director for District 5; Larry Gaul was re-elected to his fourth term as Director for District 3. Congratulations to Duane and Larry!

**NEW ARRIVAL**.....Natalie Kay Harrison was born on January 3, 2018. Natalie is the daughter of Shelby Evans and Jesse Harrison. Jesse works at the Harlan Feed Mill. Natalie joins her brother, Brody.

**NEW EMPLOYEE**.....Cruz Monge-Estrada has accepted a full-time position with Farm Service Cooperative. Cruz will continue his work in Irwin Agronomy Outside Operations. Cruz reports to Mark Klein. Prior to coming to FSC, Cruz worked for Midwest Industries in Ida Grove and Toshiba America Medical Systems in Tustin, California. Cruz and his wife, Roxana, live in Denison. Cruz and Roxana have five daughters, Diana, Zaira, Karina, Brittany and Tanya.



### BRANCH MANAGER POSITIONS.....



**JOE GUBBELS**.....was recently named Branch Manager at Moorhead.



**MIKE BOYLE**.....assumed the Branch Manager position at Shelby.



**ALEC GUTTENFELDER**.....was named Branch Manager at Atlantic.

**Congratulations to Joe, Mike, and Alec!**

**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	Joe Klein	1/17/00	Denison
Brittany Stoelk	1/8/17	Denison	Robert Melby	1/21/14	Denison
Bob Gubbels	1/9/84	Defiance	Melissa Pope	1/21/08	Computers
Michael Boyle	1/13/16	Shelby	Chuck Leinen	1/26/09	Portsmouth
Nick Schechinger	1/16/12	General Office	Mike Schneider	1/26/09	Portsmouth
Brad Hess	1/17/17	Energy			



**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. We had two meetings left, January 25th in Denison and February 22nd in Harlan, if interested contact Doug. These meetings have been a great success to bring in new customers.

**FISHING VS. PHISHING....by Melissa Pope.** Fishing is a leisurely pastime, but Phishing is an increasingly growing and common cyber attack where cyber criminals provide the bait and users act like a fish. Here are some tips to avoid being phished: check the source of incoming email, never go to your bank's website by clicking the link in the email, never respond to emails with personal information, avoid clicking the link to a website provided instead go to the website directly from your browser.

**UPGRADES TO WINDOWS 10.....**Over the years we've had many versions of our operating software, the newest being Windows 10. Some employees have this on their computer already but in time we'll be making the move to get everyone onto Windows 10. We'll need to make this move so our systems will work with new applications that we'll be using in the future.

	December 2017	December 2016
LP Gas (in gallons)	1,056,926	778,759
Gasoline (in gallons)	92,965	94,634
Fuels (in gallons)	1,527,208	1,445,025
Cardtrols (in gallons)	343,135	324,175
Bulk Oil (in gallons)	27,447	37,094
Feed (in tons)	5,691	8,449
Dry Fertilizer (in tons)	19,303	19,539
Liquid Fertilizer (in tons)	318	388
NH3 (in tons)	13,193	8,485
Ag Lime (in tons)	29,913	46,377
Agron Services & NH3 App (in dollars)	1,386,421	1,187,250
Grid Sampling (in dollars)	308,394	334,848
Seed Corn (in Bags)	0	0
Seed Beans (in bags)	0	0
Tires (in dollars)	137,182	195,902
Computer Sales (in dollars)	126,686	134,539

## QUOTE OF THE MONTH.....

A task worth doing and friends worth having make life worthwhile.