



**LOIS WILSON**.....retired from FSC on Friday, February 2. Lois joined us back in 2006 when we purchased the present facility from the Moorhead Co-op. Being a local resident and working for two co-ops in her career, Lois pretty much knew everyone in the area. We wish Lois the best as she begins her retirement!

**STRATEGIC PLANNING**.....

Each year the Board of Directors holds their strategic planning session in February; this year it was held on February 8 and 9. Division managers and branch managers are present and the entire group spends time on subjects which may need to

be dealt with in the near term while others are more long-range in nature. This year's speakers included our Customer Relations Manager from CoBank who gave a presentation on cooperative performance throughout the Midwest. Also, Dr. Chad Hart from Iowa State University gave his Market Outlook report.



**SUMMARY OF BENEFITS**.....

Each year at this time we send a Summary of Benefits to your home. This lists not only your previous year's compensation but the value of all of the benefits you receive from FSC. As you review your summary, you'll see the contribution FSC makes towards your health insurance and the Co-op Retirement Plan. You will notice that these numbers are significant. Many employers do not provide a defined benefit program like FSC and do not contribute to the level FSC does for health insurance. To compute the value of these benefits, divide the combination of these two items by the number of hours you work during the year. In a lot of cases, this will compute to anywhere between \$6 and \$9 per hour, depending on how many hours you work.



**NEW EMPLOYEE**.....

Nelson Zach has accepted a full-time position with Farm Service Cooperative. Nelson will continue his work in Atlantic Agronomy Outside Operations. Nelson reports to Alec Guttenfelder. Prior to coming to FSC, Nelson worked for Viking Construction in Exira, Anita Supply Center in Anita and R & B Feeds out of Atlantic. Nelson lives in Atlantic.

**EMPLOYMENT ANNIVERSARIES**.....

These FSC employees achieved an employment anniversary during the months of February.

January	Hire Date	Location	January	Hire Date	Location
<i>Melissa Raymond</i>	<i>2/1/11</i>	<i>General Office</i>	<i>Jolene Davis</i>	<i>2/16/09</i>	<i>Energy</i>
<i>Cathy Fenn</i>	<i>2/2/09</i>	<i>Oakland</i>	<i>Dan Henkelman</i>	<i>2/20/08</i>	<i>Irwin</i>
<i>Dean Schwery</i>	<i>2/3/03</i>	<i>Defiance</i>	<i>John Henscheid</i>	<i>2/23/16</i>	<i>Portsmouth</i>
<i>Bob Bruck</i>	<i>2/4/08</i>	<i>General Office</i>	<i>Brian Miller</i>	<i>2/26/90</i>	<i>Denison</i>
<i>Sharon Kroger</i>	<i>2/10/14</i>	<i>General Office</i>	<b>Thank you for your years of service to FSC!!</b>		



	January 2018	January 2017
LP Gas (in gallons)	1,600,785	1,078,223
Gasoline (in gallons)	106,829	106,805
Fuels (in gallons)	1,705,067	1,518,185
Cardtols (in gallons)	426,392	391,497
Bulk Oil (in gallons)	33,251	42,005
Feed (in tons)	7,127	10,309
Dry Fertilizer (in tons)	23,988	24,429
Liquid Fertilizer (in tons)	318	470
NH3 (in tons)	13,190	8,527
Ag Lime (in tons)	38,478	57,753
Agron Services & NH3 App (in dollars)	1,619,015	1,402,174
Grid Sampling (in dollars)	393,819	407,668
Seed Corn (in Bags)	0	0
Seed Beans (in bags)	0	0
Tires (in dollars)	159,924	214,796
Computer Sales (in dollars)	159,032	175,103

### QUOTE OF THE MONTH.....

The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their field of endeavor.

Vince Lombardi