

DOES THIS SOUND FAMILIAR?

As I write these newsletters I look back a year ago to see what was going on that time. Interestingly enough, this was in a newsletter a year ago:

“As I’m writing this on April 28, its raining with a mix of snow. I guess Mother Nature isn’t sure if its SPRING or WINTER; hope it doesn’t last too long. Periodically we need days like this to be able to take a break, but activity will ramp up again as soon as the weather clears. We’ve had a safe spring so far, let’s continue to keep everyone safe.”

This past fall and winter we had a good run on lime, dry fertilizer, and anhydrous. However, our open fall/winter came to an almost complete halt as the weather of March of 2018 didn’t let us get very much accomplished. I know this has put added stress on you and made your job frustrating. Unfortunately there’s nothing any of us can do about the situation; the weather as usual dictates our business.

There are only so many hours in a day, there’s only so much we can get done in a given period of time. All we can do is try to do our best. Organizing, planning, and communication between employees and branches are key. And when conditions are fit to go to work, please take the time to do things right, do not take shortcuts. Many times trying to go a little faster to get the job done has consequences. Also, we need to use proper safety equipment as we have been trained.

By having a plan and demonstrating safe operations, I’m hopeful that we’re setting an example to demonstrate to our customers that we can succeed and we do have the ability to get the job done for them; we always have. Thanks for your patience this spring.

SUMMER INTERNS TO START IN MAY.....by Chris Behrens. Six students will be part of FSC’s seventh summer internship. Dawson Hikins, Brian Rothe, Brandon Ragaller, Cody Webb, Hunter Clausen and Lucas Schultes, will begin the 2018 Internship program on May 15th. Three of the students will participate in a crop scouting internship and three will complete an operational internship. The 10-12 week paid internship focusing primarily on agronomy.

For the crop scouting internship, each student will be assigned fields that they will monitor throughout the 10-12 week spring/summer growing season. Weekly the students will be given specific pest and plant health items to look for in each field. After scouting the field, they will produce a written report for the agronomy team member and grower.

For the operational internship, the students will be responsible for assisting the local FSC facility in agronomy operations tasks as seasonal needs demand. Individuals will experience a variety of responsibilities related to delivery, application, tendering, storage, and maintenance.

All of the students have been recruited or referred from college agronomy departments and through career fairs. Pictures and more information about these students will be in next month’s newsletter.

NEW EMPLOYEES..... Dean Esser has accepted a full-time position with Farm Service



Cooperative. Dean will continue his work in Portsmouth Agronomy Outside Operations. Dean reports to TJ Keane. Prior to coming to FSC, Dean worked for Cargill in Council Bluffs. Dean lives in rural Portsmouth with his wife, Susan. Dean and Susan have three children, daughter Josie and sons Garrett and Justin.

Employee	April	Hire Date	Location
<i>Andy Sorensen</i>		<i>4/1/07</i>	<i>Harlan Elevator</i>
<i>Jenny Zaiger</i>		<i>4/13/11</i>	<i>GO</i>
<i>Paul Hocamp</i>		<i>4/18/97</i>	<i>Atlantic</i>
<i>Anne Pauley</i>		<i>4/18/00</i>	<i>Irwin</i>
<i>Daniel Schmitz</i>		<i>4/29/11</i>	<i>Portsmouth</i>
<i>Lori Weisenborn</i>		<i>4/29/13</i>	<i>Computers</i>

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



Graduation article-see reverse side.



2018 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.



	March 2018	March 2017
LP Gas (in gallons)	2,238,410	1,434,096
Gasoline (in gallons)	145,330	147,072
Fuels (in gallons)	2,044,005	1,857,368
Cardtols (in gallons)	567,837	524,445
Bulk Oil (in gallons)	46,195	57,171
Feed (in tons)	10,104	14,114
Dry Fertilizer (in tons)	27,537	36,431
Liquid Fertilizer (in tons)	452	1,391
NH3 (in tons)	13,190	12,490
Ag Lime (in tons)	49,974	77,343
Agron Services & NH3 App (in dollars)	1,788,454	2,010,703
Grid Sampling (in dollars)	395,837	416,721
Seed Corn (in Bags)	594	3,569
Seed Beans (in bags)	0	0
Tires (in dollars)	217,059	245,089
Computer Sales (in dollars)	222,921	244,624

QUOTE OF THE MONTH.....

Always think twice before you speak, especially if you intend to say what you think.