

MANAGER'S NOTES.....As of the writing of this note, it feels much more like winter than spring, but know that soon will change...I hope!! As we have started this spring season, the workload ahead can be overwhelming at times and we all know that this will be a challenging season with the fall and winter we've had. As we have found with NH3 this past week, weather is not the only issue we will see! There will be many challenges for us to work through, but I know we can make it through it with good communication and cooperation. Above all let's all be safe, and remember that safety starts with each one of us.

SUMMER INTERNSby Tyler Reimers. FSC will once again be employing interns to assist the Agronomy Department this spring and summer. Brady Fredricks and Patrick Cary are both from Denison and are attending DMACC. They had the opportunity to already start this past month so be sure to tell them hello if you run into them! James Elrbacher (NWMS) from Defiance, Joshua Rossell (ISU) from Atlantic, Nick Halbur (ISU) from Manning, Megan Behrends (ISU) from Wiota, Jon Brandt (ISU) from Manilla, and Ian Ballantine (WITCC) from Denison will all be coming on board in May. Three interns will be operations focused, assisting with seasonal agronomy tasks. Four interns will be crop scouting focused, keeping an eye on customer's fields and reporting back to the agronomy staff. One intern will be focused on marketing activities within the department creating sales literature, promoting events, and increasing customer awareness. All interns will also work on an assigned special project that they will give a report on at the end of their summer here. We look forward to having them join us in the near future.



2019 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 the May newsletter.

FEED SPRING BOOKING PROGRAM...by Tom Grote. The Feed Division is currently doing their spring booking program. This program allows customers to lock in a firm price on beef and sheep feeds for the upcoming year. It also gives FSC an idea of how much product to have on hand for these types of products. We are hoping to "lock in" 700 plus tons of Pelleted Calf Creep on this program. Thanks to all involved on the feed team for their help with this program.



NEW HIRE..... Austin Adair will be a Custom Applicator/Agronomy Outside Operations for Portsmouth. Austin will report to TJ Keane. Prior to joining FSC, Austin worked for Agriland FS in Agronomy Operations based out of Logan. Austin will graduate from IWCC in May, with a

degree in Ag Business. Austin lives in Logan. Welcome to FSC, Austin.

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>James Klein</i>		<i>4/24/18</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!!



FSC PICTURES.... By Pam Borkowski. If you see a good picture of FSC in action, take it and email or text it to me at pamb@fscoop.com or 712-579-2679. I will save it to an archived folder for future use. Use High resolution, if possible and don't edit the pictures before you send them. Thanks to all that have already sent me pictures, keep them coming!!!

Here's a comparison of sales volumes.

	March 2019	March 2018
LP Gas (in gallons)	3,346,417	2,238,410
Gasoline (in gallons)	282,903	145,330
Fuels (in gallons)	1,846,548	2,044,005
Cardtrolls (in gallons)	575,778	567,837
Bulk Oil (in gallons)	42,578	46,195
Feed (in tons)	10,323	10,104
Dry Fertilizer (in tons)	24,379	27,537
Liquid Fertilizer (in tons)	409	452
NH3 (in tons)	6,135	13,190
Ag Lime (in dollars)	1,204,207	2,120,376
Agron Services & NH3 App (in dollars)	1,282,266	1,788,454
Grid Sampling (in dollars)	326,202	395,837
Seed Corn (in Bags)	43	594
Seed Beans (in bags)	0	0
Tires (in dollars)	213,186	217,059
Computer Sales (in dollars)	195,153	222,921

Kevin

QUOTE OF THE MONTH.....

You can never go wrong when you have a great team to work with.

Kubra Sait