



Ag Biz Briefs

*Growing
Relationships
to Maximize
Success!*



Summer Update

Rick Vaughn, CEO

Greetings Everyone. I hope your summer is going well.

The June USDA reports have been published and hit the marks near where the trade anticipated. Corn and bean ending inventories looking out one year are expected to fall, but remain at comfortable enough levels to not support much for price increases. Unfortunately this affects our geography too much because of our strong production of crops, livestock and ethanol. The larger problems within the S&D fundamentals are the trade sanction threats and uncertain trade sanction actions that have combined to drive these markets lower. We still have half of the growing season left with weather opportunity and cooler political heads to prevail. Hopefully both will provide improved markets. I do believe we need improvements in the trade environment, but the pain to get there is the pain. The good news is the IAS geography has excellent crop potential even though we have some challenged areas from wet early and mid-season moisture.

The board traveled to Minneapolis in late June to visit with Winfield US. The Winfield US organization is the combined Land O Lakes and United Suppliers agronomy businesses. They have been merged for nearly two years. We currently purchase nutrients, chemicals, seed and precision Ag knowledge from this organization. The purpose of this trip was to

keep your IAS board informed about one of our major inputs suppliers and to help them better understand the changes occurring in the crop inputs area. Winfield US has most of their merger changes behind them and is beginning to make the longer term changes as a result of the merger. We are confident and optimistic that Winfield US has many of the right people and processes in place to continually navigate the consolidation at the manufacturer level. The board was able to spend some time on the technology offerings and discuss how it can impact their individual operation and IAS. You are welcome to ask any of the board members their individual opinions. I appreciate the board's time commitment to the planning processes.

The board election process is several months away yet, but we would like to inform you of this year's details. There will be 3 board elections this fall. Elections will be held for representation in the Waukon/Monona/Elkader area, the Manchester/Winthrop/Independence area and the Ellsworth/Williams/Alden area. The nominating committee members are President Randy Blake from the Andrew area, Vice Chairman Paul Cook from the Hubbard area and Stan Norman from the Union area. If you have interest and/or have questions, you are welcome to call President Randy Blake, any of the IAS nominating committee members, other board members or myself.

Your local IAS location managers can also assist you with questions. Our fiscal year end is fast approaching. We are starting work on next year's budgets, capital spending priorities and equity redemption projections. This fiscal year will produce improved financial results over last year. We continue to narrow the gap of where we need to be to support the programs and infrastructure required, but the agricultural headwinds continue to present challenges in this current environment.

I would like to thank all of the IAS employees for their hard work and dedication this year. I would also like to thank all of our customers for their tremendous support. Everyone has many options available to their farming operations and we appreciate the trust placed in IAS with your valued business. We will continue to live our purpose statement, look for opportunities to improve our service offerings for our customers and work hard to properly align IAS with the changing business landscape. Have a great and safe summer. Thank you for your business.

Feed Update

Mike Duncomb, VP of Feed

It doesn't seem possible, but we are half way through the last quarter of our fiscal year. Your feed team is in the midst of planning for fiscal 2019. As we look into the next 6 months, it appears we have a few headwinds ahead of us with plenty of meat, milk, and eggs being produced, labor shortages effecting the whole supply chain, and uncertainty in the global marketplace without market agreements and pending tariffs. On the positive side crops are looking pretty good for the majority of our producers and demand for meat, milk, and eggs has been strong including the export market. With every year, there are challenges and opportunities. The IAS sales team along with our customers, are working on how we manage through the challenges and at the same time take advantage of the opportunities that present themselves.

Your swine team is working with producers every day to help manage through difficult markets and some of the continuing health

challenges in the swine industry. We will continue to spend a significant amount of time helping producers source and place weaned and feeder pigs plus working with them to secure facilities to feed pigs. Being a feed company, we will work with producers closely to take advantage of ingredient opportunities. In addition, more time will be spent putting systems in place to manage information and data to make better decisions.

The IAS beef business will be finishing another year of growth especially on the feedlot side of the business. Our beef feedlot business has been built on utilizing records and production information to make good decisions. This will continue to be the focus of our feedlot business. We have spent significant time evaluating our recordkeeping systems and processes making sure we do not lose any of the strengths of our current record keeping systems and also take advantage of the new technologies that are available. We are in the process of increasing our resources to work

with our cow/calf producers to grow business and market share.

We all have endured a challenging time in the dairy business over the past 6-9 months. Hopefully we are seeing some light at the end of the tunnel with milk prices improving some. As we look forward, we are investing in the dairy business working to put together an energetic and hardworking team to grow with our dairy producers along with developing a strong resource base to help with nutrition and production management with both young animal herds and lactating cows. The IAS team will work with you to match up a personalized nutrition program along with your management systems.

The IAS feed team very much appreciates your input and feedback on how we are doing and thanks you for your business as we look forward to meeting your expectations in 2019



Looking Ahead

Tim Krausman, VP of Agronomy

As I write this, tassels are popping in fields in several areas of our geography. Crops look very good in most areas with a few challenges starting to appear.

Through tissue testing and plant symptomology we are seeing some deficiencies in nutrients. Nitrogen and Boron are two of the most prevalent. If you are having, or think you could possibly have some of these, please contact your local IAS Agronomy Sales Advisor to help you maximize your yields this growing season.

While we are currently finishing up this growing season for nutrients, we already have our eye on the next growing season. Fertilizer supply and demands are tighter coming out of spring than they have been in the past. This is due to US nutrient usage, world usage, some production plants

having interruptions, and shutdowns. This may cause nutrient prices to be up for the upcoming growing season.

Currently we are finishing post spraying of beans along with starting our fungicide, Toggle, and insecticide applications. We know from several years of data, both from our trials and usage of tools we have available, there is value in these applications. We also know how different hybrids react to these applications. Our team will be talking with you about maximizing these applications by using the tools available.

As we look forward from this season to next growing season it appears that some key active ingredients in chemicals will be supply managed. Many of the plants in China that produce active

ingredients are shut down either for good, or for the foreseeable future. China is focusing on environmental quality which is causing these shutdowns. As we get more information, our team will help manage through these challenges.

Finally I would like to thank you for your business this past year, and we continue to strive to be a better business partner into the future.

IAS Receives Alliant Energy Award

Brian Kramer, VP of Operations

Innovative Ag Services recently received an Energy Efficiency Award from Alliant Energy at their Energy Summit held on June 19th in Cedar Rapids. This was one of ten awards Alliant Energy presented across the State of Iowa in recognizing building or improvement projects that incorporated energy saving components into the project scope. These businesses range from heavy industrial, retail facilities, educational facilities, and agricultural.

When considering building projects, IAS evaluates energy saving opportunities as well as available rebates from Alliant Energy on energy efficient components. Rebates are available on items such as: energy efficient motors, variable frequency drives, grain aeration controls, and energy efficient lighting.

Innovative Ag has received over \$339,000 in rebates from Alliant Energy in the past five years for projects in agronomy, feed, and grain.



Hello From Your Man with Gas!

Randy Swenson, VP of Energy

Two steps up, one step back. That seems to be the theme of the energy markets lately. Ever since OPEC and some non-OPEC members met to talk about increasing production, their decision has turned markets bullish. Pre-meeting expectations were for them to increase 1.2 million barrels/day and when the meeting ceased, they had only agreed to half of that, thus the movement in the markets. We will see what happens this month with Saudi Arabia's supply as the White House has asked them to increase production to make up for Iran's production cut by sanctions. At this point, Saudi Arabia is receptive. Prices will continue to swing like a pendulum, with more potential up-swings than down.

Our LP summer-fill is in full force right now with delay payment until September 20. Summer fill should be completed by September 1. September 1 is considered the beginning of winter in the LP business. Refineries, pipeline companies and wholesalers have all increased costs from storage fees, tariff rates, line fill costs, interest, etc. on gallons shipped after September 1, therefore the difference in cost between summer and winter gallons has been increasing.

Fall and winter propane contract prices are now out to the locations. If you are waiting for the contract to be sent out, you can still call your location and sign up for a contract. Current prices are subject to change and it doesn't appear they will get cheaper. I believe propane prices have seen the bottom. While it seems like it is hard to make a case for prices to see much of an increase, the upside is more open than the downside at these levels. Propane will continue to follow crude oil prices and crude is \$20 higher than last year. I would advise signing up as soon as you can. Contracts will be sent out to those that haven't contracted, but not until late July.

My recommendation would be to fill your diesel fuel tanks this summer. Tight supplies continue to hound the terminals during in-season, so we have decided to delay bill all farm diesel until September 20. Markets have been extremely volatile and filling your tank

now gives you the opportunity to take advantage of cheaper summer values as prices that may continue to increase this fall. Please let your location know if you would like us to fill your farm tanks.

I realize gasoline is nearing \$3.00/gallon, but this puts things in perspective. I have sent this out a few years ago, but it's always interesting. Compare these items to gasoline....

Diet Snapple 16 oz	\$1.29	_____	\$10.32 per gallon
Lipton Ice Tea 16 oz	\$1.19	_____	\$9.52 per gallon
Gatorade 20 oz	\$1.59	_____	\$10.17 per gallon
Ocean Spray 16 oz	\$1.25	_____	\$10.00 per gallon
Brake Fluid 12 oz	\$3.15	_____	\$33.60 per gallon
Vick's Nyquil 6 oz	\$8.35	_____	\$178.13 per gallon
Pepto Bismol 4 oz	\$3.85	_____	\$123.20 per gallon
Whiteout 7 oz	\$1.39	_____	\$25.42 per gallon
Scope 1.5 oz	\$0.99	_____	\$84.48 per gallon
Evian water 9 oz	\$1.49	_____	\$21.19 per gallon

So, the next time you're at the pump, be glad your car doesn't run on Pepto Bismol or Nyquil.

Have a great summer!



Implementation of Our Purpose Statement

Casey Bibby, Agronomy Business Development Manager

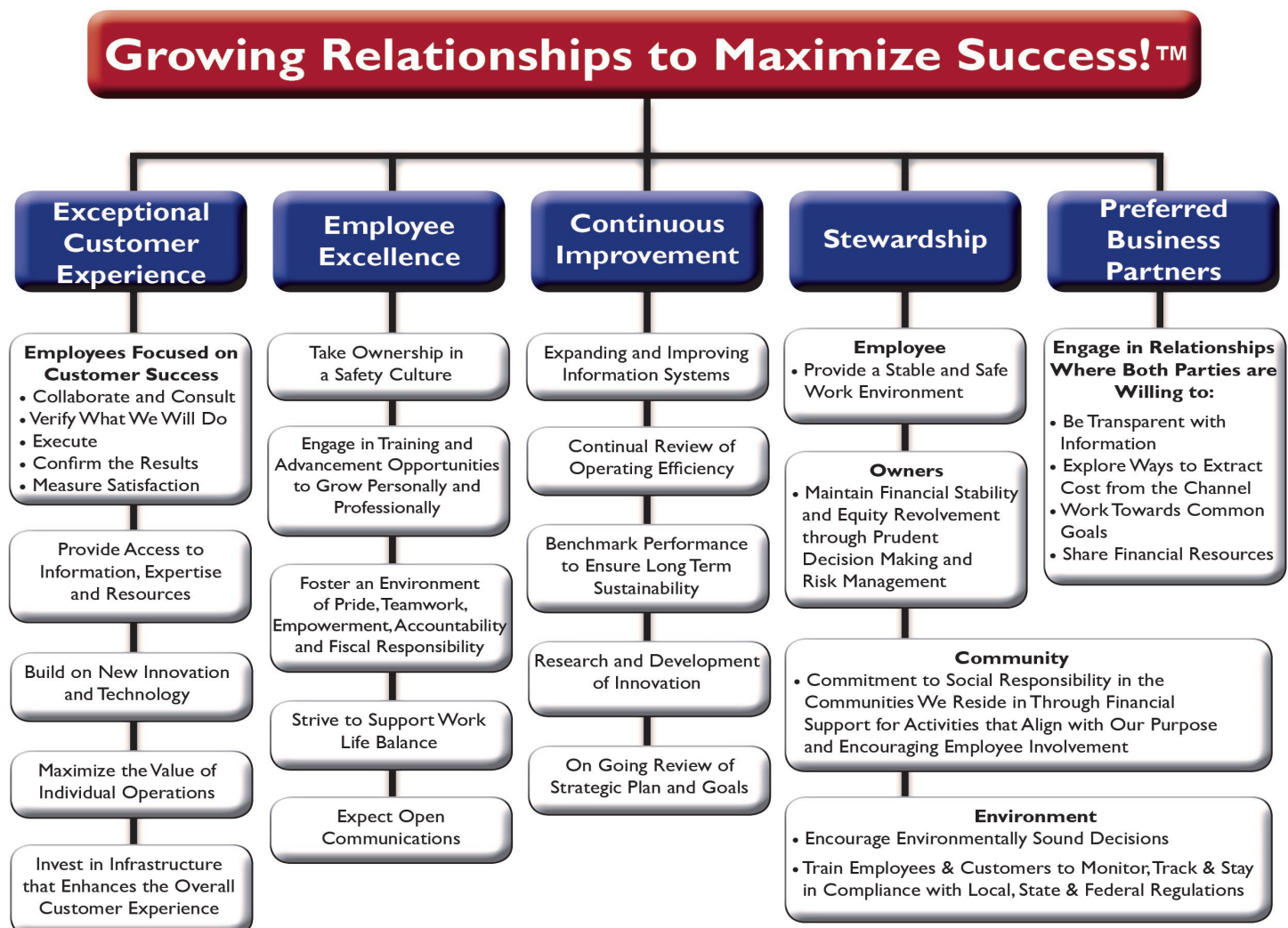
I would like to take an opportunity to write about our purpose statement. The purpose statement is designed to be a roadmap on how we conduct business and it provides an outline of our core values. It is our intent to live the purpose statement in a balanced fashion on a daily basis.

I am sure many of you are pretty familiar with it at this point, but I think it would be valuable to go over a few aspects of it at this point in the season to reflect on how things are going. The two pillars I see value in addressing currently are Exceptional Customer Experience and Continuous Improvement.

Parts that you will see under the Exceptional Customer Service pillar are confirming the results and measuring satisfaction. Through this article, I would like to provide you an opportunity to provide

feedback on your personal experience with IAS. I have heard from some of you throughout the season both directly and indirectly and that feedback is valuable. This feedback is an important part of our quest for Continuous Improvement. The goal is to make sure the Purpose Statement is not just a document but something we are taking into consideration consistently.

Please feel free to contact us locally at your location or me directly at casey.bibby@ias.coop or (563) 608-3233. I look forward to hearing from you.



Innovative Ag Services and Meta Farms Update

Brad Dewell, Swine Business Manager

IAS has over 300,000 pigs on MetaFarms Bureau. Our producers are able to look at their closeout numbers in new ways now that the first producers have almost 4 years of data to analyze and compare to make timely decisions.

With increasing data each producer on MetaFarms Bureau can slice and dice the closeout information in many ways to help them make even better decisions on all aspects of their operations which is critical with today's market and the outlook for the next year or two.

As a member of IAS and MetaFarms Bureau we can look at where your operation is compared to the complete MetaFarms system. You will find attached the 1st Quarter 2018 MetaFarms Production Index.

To find out how your swine operation can be a member of our IAS MetaFarms Bureau, contact your Swine specialist.



MetaFarms Production Index Q1 2018

Nursery Closeout Performance	1st Quarter		
	2017	2018	% chg
Avg Start Wt	12.8	12.9	0.47%
Mortality %	3.50%	3.64%	3.96%
Avg Wt Out	54.87	56.14	2.32%
Lb Feed Per Hd	66.7	67.9	1.78%
ADG	0.86	0.89	3.52%
FCR	1.60	1.59	-1.04%
ADFI	1.38	1.41	2.44%
Avg DOF	48.4	48.1	-0.56%

Finishing Closeout Performance	1st Quarter		
	2017	2018	% chg
Avg Start Wt	54.4	54.6	0.48%
Mortality %	4.18%	4.12%	-1.51%
Avg Wt Out	278.96	279.98	0.37%
Lb Feed Per Hd	641.9	639.8	-0.33%
ADG	1.91	1.94	1.93%
FCR	2.89	2.87	-0.67%
ADFI	5.51	5.58	1.25%
Avg DOF	116.3	114.4	-1.60%
Days to first market sale	101	99	-1.83%

Wean-to-Finish Closeout Performance	1st Quarter		
	2017	2018	% chg
Avg Start Wt	13.0	13.0	-0.58%
Mortality %	5.00%	5.65%	13.14%
Avg Wt Out	281.97	282.73	0.27%
Lb Feed Per Hd	706.8	701.9	-0.69%
ADG	1.64	1.67	1.91%
FCR	2.64	2.61	-0.99%
ADFI	4.33	4.36	0.90%
Avg DOF	163.2	160.6	-1.60%
Days to first market sale	148	146	-1.15%

Keeping Cool in the Summer Heat

Danielle Kress, Dairy Production Specialist

Crazy to believe it is already summer! It really felt like it was winter one day and summer the next. For those of you that golf, the change in the weather was pretty welcome, but dairy cows did not have the same feeling. Dairy cows do not perform at their best in hot weather, and usually become heat stressed. Heat stress can be very detrimental to the cow and to the dairy farmer. I am going to share a few ideas to help keep cows cool in the summer heat.

For those who are not familiar with heat stress in cows, heat stress can occur in cattle at around 68 degrees Fahrenheit. Some common signs of heat stress are long standing times, bunching together, panting, and sometimes even drooling. When cows become stressed they can reduce the amount of food they eat, have lower milk production, produce a lower quality of milk, fail to reproduce, and even have higher health care cost. With milk prices at an all-time low, producers want to keep their milk production up and cost down, but the heat has the opposite effect. Fortunately, using shade, air, and water can help minimize the effects of heat stress on our cows.

Shade is one of the simplest and easiest ways to help alleviate heat stress. For cattle on pasture this is particularly important because they have the most exposure to heat and humidity. Trees are one of the best ways to provide shade in pastures. Having enough trees and space available for cattle to be shaded is key. If there are not enough mature trees available, hanging a shade cloth is another option to keep cows cool. Not only is shade important for the cow it is also important for the feed.

Our goal as nutritionist is to provide the farmer with the best recipe to feed his cows, but if the cows get too hot they will not eat, which can ultimately lead to an unhealthy cow. Cows are a lot like us in this way, when we get hot we do not consume as much food as we do when we are in a cooler environment. To keep cows eating, having shade above and around the feed bunk will keep the cows coming back for seconds. For cows that are lucky enough to get to stay inside during the heat wave, there are other options for

keeping cool. When it comes to keeping cows cool inside, fans and air movement are very important. There needs to be a steady stream of air throughout the entire barn of 4-6 mph to push the warm stagnant air out. The best ways to keep that velocity is to have all fans facing the same direction and working with the prevailing wind. As it was for the pasture, it is important to keep cows cool not only in the bedding area but also at the feed ally or feed bunk. One of the biggest reasons fans don't work as well as they used to is dirt and dust build up on the blades. It is very important not only to have the fans but to keep them maintained. Fans are a very good way to keep cows cool in the heat, if you have the availability to add sprinklers with the fans you have got yourself a very happy cow.

Unlike humans, cows do not have the ability to sweat as much as we do, so providing sprinklers for the cows can be essential to keeping cows cool. Water is a very effective way to cool cows in conjunction with fans. If fans are not available the water could cause more humidity and ultimately be worse for the cow. There are many different types of sprinkler system that can be used but having the right type of system for the location is important. The best locations to install sprinkler systems are in the feed ally, holding area, and/or milking exit lanes. Sprinklers are not for everyone, but having drinking water available for each and every one of the cows whether inside or outside is essential.

When temperatures rise and a cow's milk production increases, the amount of water that she needs to drink also increases. Having access to drinking water at all times is critical when it comes to cooling cows. Unfortunately, there are some bossy cows out there, that can scare timid cows away, so having more than one water source is important so all cows can get to a waterer. Cows also have been known to drink the majority of their water after being milked, so it is very beneficial to have a water source close to the exits after milking. Last but not least, always make sure the water is clean.

These are just a few ideas that can be utilized on any farm regardless of size. Heat stress is a very detrimental and costly issue so having the right tools to keep cows cool is important. Hopefully farmers are able to utilize some of these ideas on their operation to help keep cows cool during the hot summer.



Heat Stress Awareness

Thatcher Block, Director of Safety & Compliance

When the body is not able to cool down by sweating, heat-induced illnesses such as heat exhaustion and heat stroke can occur. These illnesses are very serious, and can sometimes result in dangerous situations. High temperatures, humidity, direct sun or heat, limited air movement, physical exertion, poor physical condition, some medications, and poor tolerance for hot workplaces or areas can all contribute to heat stress.

To control the hazards of heat stress, take precautions, be able to recognize the symptoms of heat exhaustion and heat stroke, and know what to do in the event of a heat-related illness.

Monitor for weather events or major changes in temperature throughout the work day. If the temperature reaches or exceeds 95°F, additional steps must be taken to monitor symptoms of heat illnesses and make sure to increase water intake.

Remember that most heat-related illnesses can be prevented by taking appropriate precautions. Please take some time to reinforce awareness of heat stress, its causes and symptoms, and steps for the prevention of heat-related illnesses.

Heat Stress Prevention

- Know the signs and symptoms of heat-related illnesses
- Block or avoid direct sunlight or other heat sources
- Use cooling fans or air conditioning
- Take regular breaks in shaded areas
- Drink plenty of water or high-electrolyte fluids
- Wear lightweight, light-colored, and loose-fitting clothing
- Avoid alcohol, caffeinated drinks, and heavy meals

**If you detect signs
of heat exhaustion,
notify someone
immediately**

Feedlot Heat Stress and Supermix Beef Abate

Dan Schmitt, Beef Production Specialist

With summer upon us, it is more important than ever to manage feedlot heat stress. You will never be able to completely remove all heat stress but careful management of feed additives and monitoring and managing the physical environment can help to mitigate heat stress related losses.

One additive I like to use in our feedlot diets when a heat event occurs is Supermix Beef Abate. This product can be top-dressed or mixed in our TMR (Total Mixed Ration) to help maintain DMI (Dry Matter Intake).

Supermix Beef Abate contains: Beef Abate which supports the maintenance of intake during periods of heat stress; Zin-Pro, a zinc methionine complex that supports the immune system of stressed cattle by rapidly replacing diminished trace mineral stores; Diamond V XPC yeast that supports digestive health and immune function for more consistent intakes, better overall health, improved gain and feed conversion; yeast products that support digestion and stabilizes rumen environment during periods of altered feeding behavior and ration changes; and Potassium to replenish electrolyte potassium stores lost during heat stress through sweating. Supermix Beef Abate is pelletized which prevents separation of ingredients and improves handling of the additive.

With an expected return on investment of 3:1, Supermix Beef Abate is an economical choice at 0.19 cents per head per day. Typically this will equate to around 2-3 pounds of dry matter or 5-6 pounds of as-fed-feed per head in most diets, based on \$140/ton of dry matter. 3 pounds of dry matter equates to approximately one half pound of gain per day.

Supermix Beef Abate is effective in combatting heat stress but it also can be beneficial in other stress related situations. It can be used 3 days prior to marketing to reduce shrink. It can be fed 2 days prior to working cattle, the day of and 1 day after to alleviate stress and it helps to combat leaky gut.

The monitoring and management of physical conditions in the feedlot is especially important during the heat of summer.

Monitor the weather forecast. Watch for nights with little nighttime cooling, days with little wind and days when the THI (thermal heat index) is consistently above 84. These are prime conditions for heat stress.

Identify high risk animals. Newly arrived cattle under stress, finished or nearly finished cattle, dark hided cattle and cattle that have been sick in the past will be more susceptible to heat stress and may require more monitoring and abatement efforts during a heat event.

During a heat event, you may want to reduce the energy level in the diet. Lowering energy level will help reduce fermentation and the associated heat production. You may also want to alter the feed schedule to 2 times a day with 30-40% being fed in the morning and 60-70% in the evening.

Provide additional fresh clean water, allowing 5.5 inches of linear space/head. An 1100 pound steer will need to consume approximately 24 gallons of water each day.

Avoid handling or moving cattle after 8:00am and resist handling or moving them in the evening to allow for adequate cooling time.

Control flies and parasites using Clarifly in feed and pouring/spraying on cattle. This will help reduce the additional stress caused by pests and will combat the grouping behavior that occurs when trying to avoid biting flies.

Physical modifications that can reduce heat stress in the feedlot include

- Provide mounds, the taller the better.
- Provide additional shade at a height of 7 to 14 feet.
- Water/wet down the ground and/or animals, wetting 20 square feet of pen space or more per animal.
- Remove manure build-up. Build-up should not exceed 1 inch in depth.
- Make sure there is adequate air flow. Remove brush and weeds that may obstruct the airflow through the pens.
- Grind light colored bedding (straw or hay) into the pens. This provides a cooler space to rest than dark materials.

Heat stress can be a serious issue for your feedlot during heat events, but with careful monitoring and management of your animals and the physical environment and implementing the use of specialized feed additives, such as Supermix Beef Abate, losses due to heat stress can be greatly reduced.

Consider using Supermix Beef Abate in your feed mix 1-2 days prior to and during a heat event.

Please call me at (563) 568-7948 for more information.

Dan Schmitt, IAS Beef Sales



Using R7 to Make Educated Fungicide Decisions

Derrick Hoodjer, Agronomy Advisor

The R7 tool has been a hot topic with Innovative Ag Services this year. Another great aspect of R7 is the ability to look at corn hybrid characteristics to help make decisions on the farm. One example is the use of Response to Fungicide (RTF) scores. These scores show a certain hybrid's yield response to a fungicide application and are broken down by low, medium and high scores. This information comes from over 200 Answerplots put on by WinField United and can be used to make highly educated fungicide decisions. Agronomists at IAS can use this information to help you make fungicide decisions on your farm yet this season.

The RTF score comes from yield responses to fungicide applications regardless of disease pressure. A hybrid with a high response to fungicide has shown that, in multiple plots, a fungicide application has had a larger return compared to other hybrids in the plots. This is very useful information because it can take some of the risk out when applying fungicide in years where margins are tight. For example, if a hybrid had

a high RTF score and high disease susceptibility a fungicide application would be a lot less risky and you would likely see a larger return. This can work the other way as well. If you were looking at ways to maximize inputs you could save a fungicide application on hybrids with a low response and use those savings elsewhere on the farm.

Using this information is a very good way to start a fungicide program but should not be the only way to make a fungicide decision. In years that disease pressure is high a fungicide application would be recommended regardless of the RTF Score. These scores are a good way to help maximize inputs on the farm and take some risk out of a fungicide application in order to help your bottom dollar. The R7 tool has information on the following seed brands: Dekalb, Pioneer, Croplan, NK, and Mycogen. As always please consult your local IAS Agronomist with any questions regarding fungicide or the use of R7 scores on your farm.

Fertility Levels

Jeff McDowell, Precision Ag Manager

Let's revisit the roles of phosphorus (P) and potassium (K) in the corn and soybean plant.

The primary role of phosphorus is to store and transfer energy through photosynthesis, enhance shoot and root growth and promote early maturity. This increases water use efficiency and yield. Early phosphorus uptake is used for crop establishment and then later for seed production.

Potassium is associated with the movement of water, nutrients and carbohydrates in the plant. This will help stimulate early growth and protein production. Insufficient potassium levels in the plant make it difficult to absorb water and nitrogen from the soil which could lead to drought stress. Stalk rot loss can also be minimized with optimum levels of potassium in the plant

Over the past several years, most likely due to low

commodity prices, higher fertilizer costs and higher yields, information compiled from local IAS data since 2015 shows a high percentage of the fertility levels fall into the low to very low soil test categories.

For example the charts on the right show that in 2016 62% of acres sampled had low to very low (VL) potassium levels versus 20% average high to very high (H-VH). In 2017 that number was 53% low to very low (L-VL) and 42% L-VL in 2018.

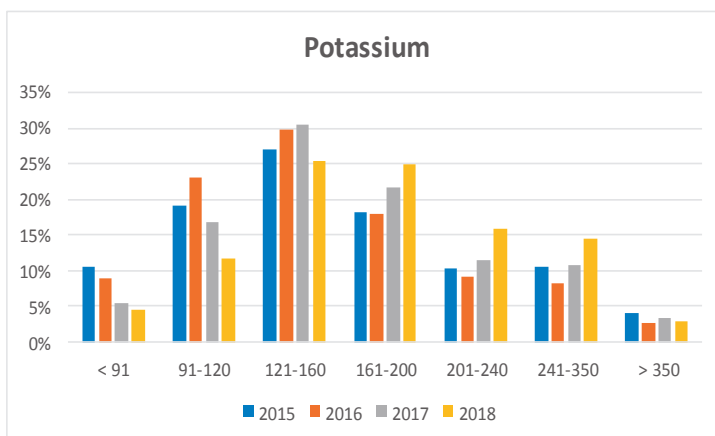
Phosphorus, though slightly better, showed 35% of the average 2016 acres were L-VL. In 2018 the average fell to 27% in the L-VL category. This most likely due to the increasing number of hog facilities in our territory.

It is very important that we maintain a current soil test program and make fertilizer applications based on realistic yield goals and removal rates.

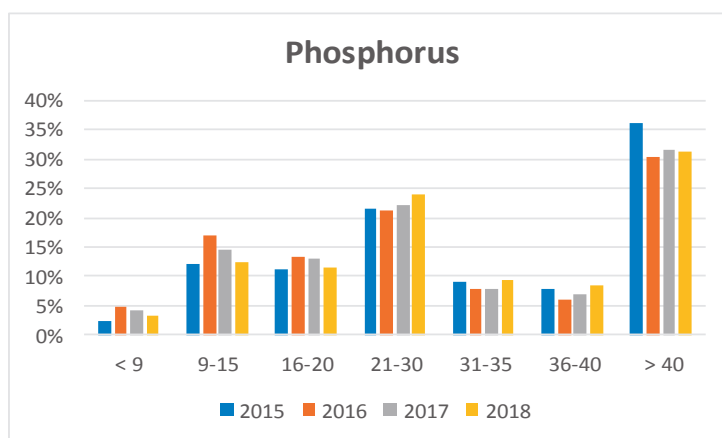
I believe that due to better fertility awareness we are starting to move in the right direction but still have a way to go.

Your local IAS Agronomy Advisors can help you make these agronomic decisions.

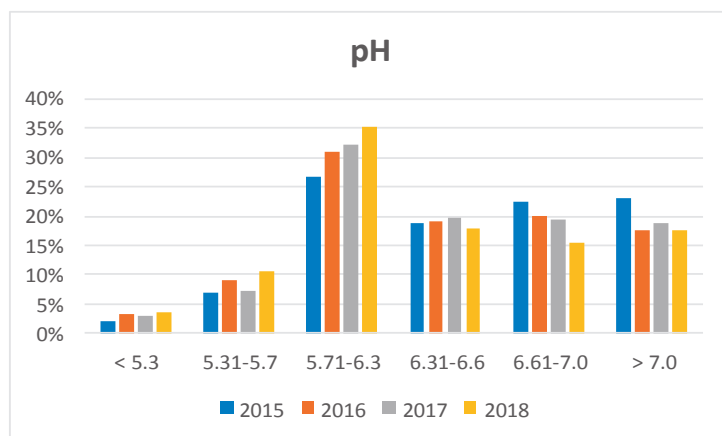
Soil Sample- Potassium				
ppm	2015	2016	2017	2018
< 91	11%	9%	5%	5%
91-120	19%	23%	17%	12%
121-160	27%	30%	30%	25%
161-200	18%	18%	22%	25%
201-240	10%	9%	12%	16%
241-350	11%	8%	11%	15%
> 350	4%	3%	3%	3%



Soil Samples– Phosphorous				
ppm	2015	2016	2017	2018
< 9	2%	5%	4%	3%
9-15	12%	17%	14%	12%
16-20	11%	13%	13%	11%
21-30	21%	21%	22%	24%
31-35	9%	8%	8%	9%
36-40	8%	6%	7%	8%
> 40	36%	30%	32%	31%



Soil Samples- pH				
	2015	2016	2017	2018
< 5.3	2%	3%	3%	4%
5.31-5.7	7%	9%	7%	11%
5.71-6.3	27%	31%	32%	35%
6.31-6.6	19%	19%	20%	18%
6.61-7.0	23%	20%	19%	15%
> 7.0	23%	18%	19%	18%



IAS Celebrates Another Successful Internship Program!

This past spring and summer we had 14 intern participants across our geography. We appreciate and thank them all. These students are critical in our success each year to help serve our members and customers each busy season. We also appreciate the great referrals we get from these participants each year as we get ready to recruit our next round of interns. We will be doing that again in October already. We wish them all the best as they all move into their next year of school, or next career path at the end of August. We have been fortunate to have many of these interns come back to IAS seeking permanent full time employment. If you have the opportunity to meet any of our interns please welcome them to IAS.

Thank you IAS Board of Directors

As representatives of our member base we appreciate the time and commitment you contribute to the IAS mission of Growing Relationships to Maximize Success! We would also like to welcome our new associate directors which include Ryan Collins of Waukon, IA, Jeff Lindsay of Manchester, IA and Allen Jaspers of Steamboat Rock, IA (photos in next edition).

IAS Board of Directors



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2019 IAS Calendar Photo Contest

Time is running out to get your pictures entered in the IAS Calendar Photo Contest!

Get out your cameras and show off your creative side with Innovative Ag Services Annual Calendar Photo Contest! Want your photo showcased in our 2019 calendar? Send in your photos that evoke the heart of the cooperative lifestyle. Share with us, and your fellow coop members the quiet scenes and breathtaking vista that define our cooperative world, as seen through your eyes.

Whether it's a scenic landscape, a snapshot of everyday life, or an action photo we invite you to share your images. Winning entries will be featured in the 2019 Calendar.

Photo Contest Details:

- Photos must be submitted by August 31, 2018
- Photos selected for 2019 calendar front cover will receive a \$100 gift card
- Cooperative members, directors, employee, and the families are eligible
- Photos may be of any appropriate subject or scene, but must be taken within the IAS territory
- A complete entry form must accompany each photo
- The member must have rights to the photo. A photo release form must accompany any photos that include people
- It is recommended that digital photos are submitted and that the files are at least 300 dpi and 12"X 9" or larger

Photo Contest Forms can be found at www.ias.coop in the News section.



**Thank you to our
members and
customers for
your continued trust
in IAS.**

**Working together...
the sky's the limit!**

Iowa Locations

Ackley	Garden City
Alden	Hopkinton
Alta Vista	Hubbard
Andrew	Independence
Austinville	Lawn Hill
Cascade	Manchester
Center Junction	Monona
Central City	Monticello
Cleves	Oran
Elkader	Owasa
Ellsworth	Packard
Elma	Union
Farley	Waukon
Faulkner	Williams
	Winthrop

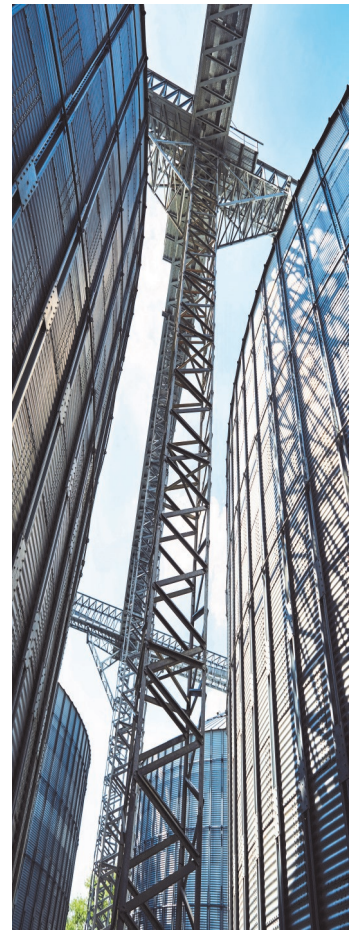
Wisconsin Locations

Cuba City
Hazel Green

Store Hours

Monday thru Friday
7:30am to 4:30 pm
Saturday

All locations hours are varied with the season check with your local IAS location to confirm



Innovative Ag Services
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