



Ag Biz Briefs

Growing Relationships to Maximize Success!

Grain Update

Ron Barkema, VP of Grain

The 2016 year is coming to a close and as I reflect back on the year it held its fair share of challenges for the farming operation and the cooperative elevator business. Even with those challenges we have many things that we can be thankful for.

The growing season this past year gave us plenty of moisture and allowed for a very good crop throughout our IAS trade area. The soybean crop was exceptionally good in some areas as growers reported record yields. When the 2016 crop was all tucked away IAS had 250,000 bushels on the ground uncovered, 4.4 million bushels in covered bunkers, and roughly 45 mln. in permanent storage space. The big crop gave us some storage space/logistic challenges at certain locations but when it was all done we were able to put the entire crop away. I want to thank all of you for your business this past fall and

appreciate your patience with us on those days that we just couldn't take it away as fast as you were bringing it in!!

The December USDA supply demand report was just out and numbers were unchanged versus the November report. Corn carryout stayed at a very comfortable 2.403 bln. bushels. Soybeans at 480 million bushels, and Wheat at 1.143 bln. bushels. USDA did raise world corn production by 9.2 mmt with Brazil and China accounting for most of that increase. World carryout on corn is now estimated to be the highest that we have seen in 16 years. Interesting to note that corn prices are \$1.40 higher than they were in similar carryout/use years.

The lack of any big surprises in the corn report probably tells us that we will be stuck in a fairly narrow trading range through the balance of the calendar year. Soybeans on the other hand are a little more of a story line. The export pace continues to be

very strong and above last year's hectic pace. The thing to watch in the next several weeks will be the weather in South America. Rains will be very important over the course of the next several weeks and if they start to dry up in Brazil and Argentina it could lead to a decent rally in our soybean market. The January 12th USDA crop report will be the next major set of numbers that will give us some additional market direction.

Thank you again for your grain business this past year. This was my 40th harvest with the company and as many things have changed throughout the years the one thing that is always the same is the gratification you get for growing and harvesting a good crop and the gratification we get for receiving that crop and the ability to market the crop for you. Thanks again. We look forward to working with you in the New Year!

IAS Board of Directors

Randy Blake, President

Paul Cook, 1st Vice President

Steve Perry, 2nd Vice President

Loren Manternach, Secretary

LeAllan Buerger

Tim Burrack

Adam Hill

Stan Norman

Joe Thraenert

Winter Update

Rick Vaughan, CEO

Happy Holidays Everyone. The Innovative Ag Services, Co. (IAS) elections were announced at the annual meeting on December 12, 2016. Incumbents Secretary Loren Manternach from Cascade, Executive Council Member Steve Perry from New Providence and Joe Thraenert from Elma were re-elected to the IAS board for three year terms. The 2016 board officers were re-elected for 2017. Randy Blake of the Andrew area is President, Loren Manternach of the Cascade area is Secretary, Paul Cook of the Hubbard area is Vice Chairman and Steve Perry of the New Providence area is second Vice Chairman. Thank You to Kurt Andreesen of Anamosa and Bob Null of Monticello for counting the ballots.

The fiscal 2016 annual reports were mailed in November along with your individual patronage checks. If you did not receive an annual report your local IAS office has additional copies. Members will receive a statement this month for your portion of the Domestic Production Activities Deduction (Section 199). This deduction is the equivalent of \$.047/ bushel on member grain sold to IAS during the fiscal 2016 year (9-01-15 through 8-31-16).

The IAS 2016 fall harvest was excellent. Bean yields were the consistent yield discussion leader. We did pile corn on the ground in several places. Those uncovered piles are mostly picked up as of this writing and transferred into storage or transported on to final markets. Fall fertilization has been excellent. The fantastic fall weather, along with the hard

work of our agronomic team contributed to our fall season agronomic success. It is always a plus to have a great head start on next year's cropping activities. The IAS feed division is off to a great start again this fiscal year. Volumes are up. There are some challenges in meat and dairy production economics, but the tremendous U.S. and world demand are keeping our producers optimistic. The energy division had a great fall. Corn moistures for propane were up over last year and diesel volumes are up due to the size of harvest and excellent field work progress. The winter forecast, if right, will burn significantly more propane than the warm winter of 2015/2016. Transportation has had a very busy fall season with the large crop and is now busy picking up corn piles, moving grain to market and preparing for next spring's agronomy season. Lumber and maintenance have been equally busy with their normal day to day business activities. Pine Lake Corn Processors (ethanol) is continuing to make production records and gain plant efficiencies. Production economics have been stronger this fall due to the firmer oil markets and excellent ethanol exports. The expansion is well underway with excellent fall weather aiding concrete work completion. We are expected to start production of the expanded facilities near September 1, 2017.

We will be active all winter with various initiatives designed to fulfill our IAS purpose statement. We believe balance across this spectrum will ensure long term success of IAS. Capital projects for next summer's construction season are being evaluated. We daily utilize our improved management information systems to continue to evaluate and fine tune various areas of our busi-



ness. Initiatives to orient new employees into our culture are also part of our on-going focus. We have historically had the luxury of hiring people who grew up part of and very close to our heritage of crop and livestock production agriculture. That core knowledge is much more difficult to acquire in a hire in today's world. Our programs for orientation and on-going training will require much more work, time and follow up than we have traditionally dedicated to the subject. We see a lot of good talent interested in agriculture. Our challenges are to blend the appropriate mix of new ways to look at things with the appreciation for the current processes and opinions of the current agricultural demographic that makes up our customer base. And balance that mix within the economic realities of the current agricultural environment. Those challenges will be very rewarding as we work through the changes.

Thank you for your business. Have a safe and happy holiday season!!

Energy Department

Randy Swenson, VP of Energy

Hello, from your man with gas!

During this time of writing this article, crude oil rose by as much as 6.5% to an 18-month high after OPEC and some of its rivals reached their first deal since 2001 to jointly reduce output to try to tackle global oversupply and boost prices. Russia and other non-OPEC members agreed to reduce output by 558,000 barrels per day, the largest contribution by non-OPEC ever. The cuts in production won't start until January 1, 2017, but all the rhetoric about the cuts has caused a big increase in all Energy commodities currently.

Time will tell if they follow through with their planned cuts or if they cheat. Most of those countries are greedy for cash and I just have a hard time believing that they can make the cuts agreed upon. Here in the U.S., oil rigs increased 21 rigs to 498 through the week ended December 9th. Oil rigs remained down 26 from this same time last year. The oil rig drop coincides with EIA data showing daily oil production has fallen 500,000 barrels per day year-on-year, including natural gas rigs.

With all this said, we will continue to monitor nearby and future prices to provide our customers the best opportunity to fill up and/or contract their fuel needs. While last year didn't follow many historical averages at all, we shouldn't ignore them and assume this year won't either.

Typically we see demand for gasoline and diesel fuel quite low this time of year which leads to very low basis levels. Gasoline prices are also lower as the summertime formulations are not required, which makes gasoline cheaper to produce and production yields more gallons. Gasoline demand has been slow throughout the last year, but the potential crude oil cuts have strengthened gas. Diesel fuel could become a follower if gasoline prices start to climb in December or as we get into the New Year. Again, other than last year we historically see prices rally around the first of the year and throughout the spring months.

One of the frequent questions that was asked after fall corn dryer season was, due to the fact that there wasn't very many gallons of corn

dryer LP used, isn't the price getting much cheaper? Unfortunately, the answer is no. Propane's price typically follows the trend of crude oil and we all know what that has been doing. As most of you know when you follow grain prices, it's not just a local market price, but a global. All fuels including propane are the same way. I don't want to burst any farmer/producer's bubble, but agriculture propane is a very small portion of the world's propane demands.

Thank you very much for your business and enjoy the holidays!

Market Insights

IAS	11/30/2016	10/31/2016	11/30/2015	10/31/2015
Corn Mar Futures	3.4850	3.6275	3.7225	3.9150
Soybeans Jan Futures	10.3225	10.1175	8.8100	8.7375
Soybean Meal	\$333	\$318	\$304	\$327

Sustain

Mark Trumm, Agronomy Sales Advisor

Greetings to all. It is that time of year again. I want to first start out by wishing every one of our customers a Happy Holiday Season. Hopefully you were all blessed with bountiful crops as it seems we have had very beneficial weather across the entire IAS trade territory.

IAS has begun implementing a program to our agronomy customers called Sustain. You may ask "What is Sustain all about?"

SUSTAIN=ENVIRONMENTALLY SUSTAINABLE AGRICULTURE

It is a program about the 4 R's of Nutrient Stewardship - the Right fertilizer source at the Right rate at the Right time in the Right place. The goal is to improve grower's environmental footprint of grain crops like corn, wheat and soybeans.

SUSTAIN is made up of two main strategies:

1. Nutrient management- split applications of N, fall applied NH₃/with N Serve, spring applied UAN/ with Instinct, in season Urea/with Agrotain, foliar feed N/ slow release nitrogen SRN25B. Also fall or spring broadcast application phosphorous/with Avail to avoid P leaching from the soil. MTM - MORE THAN MANURE product for use in fall and spring

liquid manure application to keep nitrogen and phosphorous from leaching and available for the next year's crop.

2. Conservation- use of cover crops to sequester nutrients from the soil for use in next year's crop, fix nitrogen, to limit soil erosion, break up compaction, better water infiltration, weed suppression. Promotion of low till/no till practices and Soil Vantage offers a conservation planning service to identify areas of soil loss and design solutions for erosion control.

Another big aspect of SUSTAIN is it is multi-dimensional.

Economic-Improving on current N practices could potentially show 2x ROI on a SUSTAIN acre. Makes nutrients available when crops need them. By using these tools and products science shows the grower can maintain or have higher yields.

Environmental- We at IAS are aware the regulations could possibly come at some point. SUSTAIN has a documentary procedure in place for all Agronomy Advisors to use to track our growers progress to stay in compliance which will show they are being good stewards of the land. SUSTAIN offers very good solu-

tions to the challenges growers face today. Water Quality, Soil Erosion and Overall Environmental concerns.

Social- Retailers like IAS want to advocate for sustainability, but need help getting it done. Major food companies, like General Mills, Smithfield/Murphy Brown to Wal-Mart, are making substantial commitments to improve the environmental footprint of all crops grown that supply their food chain. SUSTAIN offers IAS and its growers an opportunity to connect with the general public while developing real world solutions in agriculture.

If you have questions, feel free to go to our website www.ias.com or stop in and visit with your Agronomy Advisor at your nearest IAS location.



Agronomy Update

Tim Krausman, VP of Agronomy

I would like take a moment to thank you for your business this past fall. The Innovative Ag Services Agronomy Department experienced excellent growth in volumes and continued to develop relationships that enhanced success of our growers, as well as IAS and our suppliers.

After harvesting the great crop from this past year P and K applications have been strong. The increased yields have increased removal rates, as well as the acres that have been skipped the past couple of years have been getting applied. Potash in particular is still a very good buy in terms of history, but it is slightly higher priced than it was early fall. Nitrogen has started to gain a little strength for spring, but its ability

to hold only time will tell.

The Xtend soybeans will be a very hot topic this winter. With the new label will come many challenges to utilize and steward this product. There will be several opportunities to learn about this product and I would encourage you to take the time to understand the benefits and the possible challenges with managing the system. There is a growing demand for alternatives with the challenges of controlling resistant weeds. With the enhanced challenges of spraying the Xtend soybeans and the extra costs associated IAS will have a surcharge for our custom application of the products.

Sustain still remains a major focus of Innovative Ag. We are contin-

uing to find ways to enhance the profitability of each individual acre while doing it sustainably. Please ask your IAS Agronomy Sales Advisor on the new reward system for sustainable practices.

Finally I would like to thank you again for your business this past fall, and look forward to servicing you this spring and beyond. I hope you had a Merry Christmas and a have a Happy New Year!



The Future of Precision Ag

Dustin Fessler, Precision Ag Specialist

As 2016 is coming to a close and we look forward to the 2017 growing season, lots of new and exciting products are coming out in the Precision Ag industry. The industry is always growing and changing, making it very interesting to see what will come out next. One innovative company is Ag Leader, from 1992 they have been changing the way that we farm from introducing the first yield monitor.

Things have definitely changed in these 25 years. Autosteer to extend the planter window, reduced fatigue, and gave us more control of our implement. We have planter controls now that shut seed off for point rows and variable rate seeding to put the right amount of seed population in the right spots, according to soil maps and past yield

maps. By doing this we are maximizing the profitability of every part of the field.

Now Ag Leader is going a step further with the release of their electric drive unit called the SureDrive. This unit is a little electric motor that will attach to an existing seed meter, which will clean the planter up and make less maintenance because there will no longer be any shafts or chains. With having an electric drive on every row, we gain better control of population and also section control, getting better Singulation and seed spacing on contours. This system will be run through the industry leading display the InCommand 1200.

Many of you might have heard about the John Deere and Ag Lead-

er licensing deal. This deal is that if John Deere's acquiring of Precision Planting will go through, Ag Leader will get the licensing rights for some Precision products including the vSet, vDrive, SpeedTube, and DeltaForce. Where Ag Leader can take these products and run them through their software and also can innovate on the current product to make it better. This is very exciting for growers that are interested in the high speed planter market.

Precision Ag is one of the most ever changing industries in Agriculture. I am excited to see what 2017 brings and beyond to better help the grower in their operation.



Testing This Year's

John Hammel, Livestock Production Specialist

This year's corn crop seems to have some feeding challenges. The late summer rains followed by the warmer than normal fall temperatures presented conditions for mold and yeast growth on the plant itself. We are seeing a number of toxins from lab reports on both corn and DDGs, and in silage, high moisture grain, earlage, and snaplage. We are seeing toxins and wild yeast being present in some samples as well. These toxins and yeast can make for some difficult challenges when it comes to feeding these products to livestock. There are many digestive and re-productive issues that are caused

by toxins, and the cost to the producer is not always realized immediately. In many cases, producers may not see the effects until some-time later, like in spring calving, at the close out of a group or in a pen of animals. Delayed estrus, lower average daily gain, higher feed conversion, lower milk production, decreased components, and a compromised immune system are some of the issues that toxins can cause.

Testing feedstuffs is very important in determining if there is an issue with mold, toxins or yeast growth. It is important to test all feeds that you may think pose a problem. Just because one

particular feed is fairly low and in the safe category, there may be other feeds that are also low, but combined together the toxin level may become unsafe for the particular class of livestock you are feeding.

There are a variety of products that are commercially available to help offset some of the issues that may arise in feeding ingredients that are found to contain yeasts, molds, or toxins. In some cases multiple products may be used to combat the issues that may arise. Contact you IAS feed representative to help you with testing, and analysis of the feeds you have questions on.

Feed Mill Reminder

As we work into and through the winter months, please plan your feed needs and orders well in advance. We ask that all orders are called in by 12:00 noon for the next day (48 hour notice is preferred and will receive priority). Winter weather can also be a challenge so keep an eye on the weather and plan accordingly. Finally, please help us plan your deliveries around the Holiday weekends – if we can plan deliveries early in the week, it will help.



Benefits of Spring Stabilized Nitrogen

Josh Dee, Agronomy Sales Advisor

Nitrogen is one of the largest yield components to growing a great corn crop and with this year's lower commodity prices; many producers are rethinking and reevaluating fertilizer management decisions. Do we need to be stabilizing our nitrogen even if we are applying it in the spring? This is one of the largest questions I receive throughout the winter and in the spring as we go ahead with nitrogen applications.

When we are applying nitrogen fertilizers, whether it is Anhydrous Ammonia, UAN, or UREA; there are certain conversions that take place within the soil. As spring progresses and soil temps warm up, nitrosomonas and nitrobacter begin to break down our NH_4^+ (ammonium) to NO_3^- (nitrate) through a process called nitrification. Soil particles and nitrate nitrogen are both negatively charged and will repel each other rather

than attract. NH_4^+ being the positive charge will attract and bind tightly to soil particles and will not be subject to leaching when we experience heavy rains. When we maintain our N source in the positive NH_4^+ ammonium form we also reduce nitrogen loss due to denitrification. This occurs when NO_3^- (nitrate) converts to nitrogen gas and is lost to the atmosphere after we've experienced extended periods of waterlogged soil conditions.

When our soil temperatures reach 45 degrees in the spring, it will only take 53 days for our ammonium to convert to nitrate. Equally, when our soil temperature reaches 60 degrees it will only take 12 days for that conversion to take place due to the increased activity of nitrosomonas and nitrobacter bacteria. This is where our nitrogen stabilizers come in to play.

When we add in a stabilizer to our

nitrogen program like N-Serve® for our NH_3 application or Instinct® II for our UAN applications we prevent that ammonium conversion to nitrate, keeping the nitrogen in a very stable form not subject to leaching.

Corn can take up two forms of nitrogen. NH_4^+ (ammonium) and NO_3^- (nitrate). When a corn plant takes up NO_3^- nitrogen it will convert it back to NH_4^+ within the plant, as a result using even more energy. If we can keep our main source of nitrogen in the NH_4^+ form we will have a more available, more stable form of nitrogen in the soil for a longer period of time resulting in stronger, healthier plants. As we go ahead with plans for spring applications of nitrogen, talk to your IAS agronomy sales advisor to determine which Nitrogen stabilizer fits right for your acre.

Soil Temp. Fahrenheit	Days to NO_3^-
35	263
45	53
60	12
70	9
80	6
95	4

Feed Update

Rich Groepper, Feed Manager

As I am writing this, I think a lot about the changes that are taking effect in the livestock feeding industry. Even a short list would have to include regulatory and economic change. Quite a bit of regulatory action surrounds VFD (Vet Feed Directives) that regulates feed antibiotics that can be used for therapeutic uses only, and no longer for growth and feed efficiency.

A lot of information has been put out to our producers on this topic from extension services, feed companies, and veterinarians. Our cooperative has taken steps to incorporate the rules into our computer system to assist producers. We have a list of antibiotics that require a VFD before they can be purchased. If in doubt, please contact us before you order feed.

These rules take effect January 1st, 2017, and include feed ordered to be fed after January 1st. Please refer to our previous letter sent out to

reference the list of these antibiotics.

The following excerpts were taken from an article written by JoAnn Alumbaugh. It sums up the 2017 economic future for pork production.

“There are some bright spots at the end of the field, but for the most part, U.S. pork producers have a long row to hoe before a comfortable level of profitability returns. As always, the outlook contains both challenges and opportunities:

Exports have remained strong despite the strong dollar, but other markets like the European Union have gained a foothold. And as of press time, the future of the Trans – Pacific Partnership was still up in the air.

Grain prices will help keep production costs in line, but pork prices will be pressured by limited slaughter capacity and a glut of

protein on the market.

Bacon steadily rides its surfboard on a towering wave of popularity; and now pork belly takes its place as a trending food, but activists and other non-governmental organizations won’t stop trying to get the consuming public to eat less meat. To put it bluntly, every yin has its yang.

U.S. exports will determine the price level. The repeal of mandatory country-of-origin labeling (mCOOL), low U.S. pork prices, and relisting of plants for export to China are encouraging indicators for U.S. producers, despite a strong dollar. China is the world’s largest producer of pork, but it is expected to import even more pork product next year.”

Lastly, I would like to thank you for your 2016 feed business and look forward to working with you in 2017.



Are We Managing The Obvious? — SDS in Soybeans

Jon Caspers, Agronomy Sales Advisor

Are we dealing with the obvious before worrying about the unknown? This isn't going to be the normal Roundup® resistance discussion so many want to debate. I want to explore a more widely known yield robber in soybeans, Sudden Death Syndrome (SDS). We seem more worried about splitting hairs managing weed control than managing other major yield robbers that have plagued us for many years.

After having the seed placement discussions with people this fall it seems that most questions are raised around Waterhemp control in soybeans, and how we are going to keep them clean. I personally am more worried about keeping the soybeans healthy all season long.

As we witnessed this past season the majority of the fields in our geography are susceptible to disease. This year there was a significant amount of SDS. When looking at the disease issues I always tell my growers that I want to know history on the field. What has happened in it since you have owned the ground? This helps me to judge how aggressive we are going to approach the manage-

ment plan. If there hasn't been a history of disease I still recommend going with a soybean variety that has a top rating on disease. If there has been an issue with disease in your fields, then we need to look at more aggressive plans such as using a seed treatment to help mitigate infection.

Many customers inquire why I recommend seed treatment, the short answer is... to protect yield. SDS is actually a root rot caused by a fungus (*fusarium virguliforme*); this fungus enters the plant through the roots early in the growing season. Another consideration is planting dates; we continue to push the planting dates earlier and earlier to maximize our growing season. Soybean plants are more susceptible to root rot in cool wet soils. This means a seed treatment can help prevent infection of SDS (and other yield robbing diseases) throughout those early seedling stages.

Other things to identify are areas of compaction and poor drainage. These areas tend to have a higher risk for SDS infection. These areas of concern can be managed with tillage practices and tile (budget permitting). While tillage

will help with the management of SDS, I caution growers to be careful and still take measures to prevent soil erosion and nutrient loss. The last consideration to remember with SDS, if the disease is present early enough in the growing season, it can result in 100% yield loss. According to Iowa State University research the inoculum can survive on corn kernels and crop debris.

In conclusion, even with a field history of SDS we can still produce high yielding soybeans by employing good management strategies. When we have production seasons that have less than favorable growing conditions, we maximize profit by maximizing yield. These strategies can be discussed with your local IAS agronomist to determine the right product, placement, timing and practices to help maximize your success.

Thank you for your consideration of adding or enhancing your soybean plant health management this coming season and Innovative Ag looks forward to helping you meet your agronomic goals.

Building Supply Update

Kevin Babcock, VP of Lumber

What will he do, what will he do?

That seems to be the million dollar question about President-elect Trump. Will he eliminate NAFTA (North America Free Trade Act) as he has said throughout his campaign or will he soften his stance on this issue like he has on other issues?

That is what is making the lumber industry very volatile at a time of the year when we should be seeing more stable pricing. With demand remaining high in all areas of lumber, and some mills still rebuilding from the fires of this spring and summer in British Columbia, Idaho, Oregon, and Washington state, prices are up with nothing in the

future to indicate any decline in demand.

Then when you throw in talk of getting out of NAFTA, industry leaders are reluctant to build inventory not knowing how the other countries are going to react to the United States, either backing out completely or changing the terms and conditions of this trade agreement. Hopefully after the new administration gets in office they will have some of these issues settled by the time spring construction season begins in 2017.

Listening to the news on how forest fires have destroyed hundreds of homes in all parts of the United States this fall, it doesn't take a

genius to realize that there will be a small to moderate building boom to the industry that will only intensify the demand for lumber materials in all areas—wood, steel, asphalt products, etc.

Nobody can predict what the future will really bring, but at this time the market is showing no signs of a slowdown to bring prices down. So if you are thinking of building a pole barn, adding on to the house, building a new house, or remodeling the kitchen next year, come in and talk to us about pre-paying for your materials and we will work hard to find the best pricing for you so you can avoid any price increases next year.



Feed Year End Review

Mike Duncomb, VP of Feed

With 2016 quickly coming to a close, it is a good time to reflect on what has worked well this past year and areas we need to adjust as we work into 2017. One of our core values is “continuous improvement” and there are always opportunities to dig in and improve.

A few thoughts to consider:

1. What production practices have we adopted that have improved our operation? What practices have not improved our operation and should be eliminated?
2. Have you reviewed your nutrition programs and rations? How are our feed budgets and projections tracking with actual numbers?

How do we better manage feed inventories? Are we prepared for the new VFD requirements?

3. Do we have a strong marketing plan in place? Are we following the plan? What adjustments do we need to make?
4. Do we have our financial plans and resources in place for 2017? Are our breakeven projections and cash flow budgets fine-tuned? Do we have accurate and current recordkeeping practices in place?
5. How are we communicating to our key resource people and business partners? Does everyone clearly understand

your expectations and are they working together as a team?

6. Are we doing what we can to advocate and educate for our business? Do we have a relationship with our legislators and regulatory compliance people?

As we move into 2017, the complexity of our businesses do not get any less and we will continue to deal with some market vitality. A thorough business plan will help us be successful!



Innovative Ag Services, Co. Scholarship Program



Innovative Ag Services, Co. (IAS) is proud to announce we will be awarding eight IAS Scholarships in 2017. The application is now available online. Each scholarship is an award of \$750.00 to a student who wishes to pursue a degree in the agriculture industry. Please see the below detailed information and criteria of the program:

- Parent or guardian must be an active patron of IAS having purchased production supplies from the cooperative or sold grain to the cooperative within the past year
- Applicant must be a graduating high school senior who will be majoring in an agri-

cultural related field of study

- Applicant must attend an accredited college or university
- Applicant must enroll as a fulltime student

Friedman Scholarship

Applicants submitted will also be entered into the Friedman Scholarship pool. This \$750.00 scholarship is sponsored by Innovative Ag Services' retired CEO, Jack Friedman, and will be awarded to an individual that shows exceptional leadership qualities as well as a desire to make a difference in his or her respective field.

Deadline: March 1, 2017 – Application must be postmarked by this date.

Please visit our website www.ias.coop for scholarship application and how to apply.

IAS understands the increasing costs of post-secondary education and is happy to extend a helping hand to the future of the industry. For questions concerning the scholarship program, please call 319-465-2022 ext 135 or email hr.dept@ias.coop

Jack Friedman, retired CEO of Innovative Ag Services, Co., presented Holly Cook with the 2016 Friedman Scholarship during the East Buchanan High School Senior Award Ceremony



2017 CALENDAR PHOTO CONTEST WINNERS ANNOUNCED

We are proud to announce Don and Donna Klostermann from Farley as this year's Calendar Contest Winner. Don and Donna submitted "Grandchildren in the Corn" which will be Innovative Ag Services 2017 Calendar Cover. We would like to thank all contestants for submitting their entries. We had 66 photos submitted from 32 photographers.

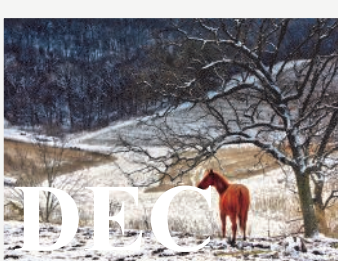
This made the selection process very difficult for the selection committee. Numerous photographers will be represented in this year's Innovative Ag Services Calendar. Remember to keep taking pictures this year and have them ready to submit for the 2018 Calendar Photo Contest.



COVER



PAGE	NAME OF PHOTO	PHOTOGRAPHER	HOMETOWN
COVER	Grandchildren of the Corn	Don & Donna Klostermann	Farley, IA
JAN	Padding the Nest	Connie Wedemeier	Oran, IA
FEB	Kissing Cows	Sheila Anderson	Farmersburg, IA
MAR	Ridge Run	Donna Schlichte	Monticello, IA
APR	Dog and Calf	Aaron Hofmann	Cedar Rapids, IA
MAY	Baby and Purple Flowers	LuAnn Manternach	Cascade, IA
JUN	Cultivating Gustav Brinkmeyer Farm	Brent Torgeson	Story City, IA
JUL	All American Farmer	Kris Klingaman	Fairbank, IA
AUG	Cornfield Sunset	Skyla Philipsen	Story City, IA
SEP	3 Feeding Cows	Sheila Anderson	Farmersburg, IA
OCT	Ford in the Forage	Shelly Heinrich	Maquoketa, IA
NOV	Hey Grandpa, Let ME Drive!	Kris Klingaman	Fairbank, IA
DEC	Horse in Fresh Snow	Kevin Schuchmann	Dyersville, IA
HONORABLE MENTION	On the Go—West of Garden City	Ryan Luke	Hubbard, IA





PRSTRTD STD
POSTAGE
PAID MSU

Iowa Locations

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

Wisconsin Locations

Cuba City
Hazel Green
Platteville

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 - IAS will be closed on Monday December 26, 2016 and Monday, January 2, 2017 to observe the Christmas and New Year holidays.

As we make our resolutions for the year ahead, let us go forward with great hope that all things can be possible.



Growing Relationships to Maximize Success!