



Ag Biz Winter Edition

IAS Board of Directors

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Loren Manternach, Secretary

LeAllan Buerger

Tim Burrack

Adam Hill

Stan Norman

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Success! Growing Relationships to Maximize

Winter Update

Rick Vaughan, CEO



Happy Holidays Everyone.

The Innovative Ag Services Co. (IAS) elections were announced at the annual meeting on December 11, 2017. Incumbents Chairman Randy Blake from the Andrew area, Vice Chairman Paul Cook from the Hubbard area and Stan Norman from the Union area were re-elected to the IAS board for three year terms. The 2017 board officers were re-elected for 2018. Randy Blake of the Andrew area is Chairman, Paul Cook of the Hubbard area is Vice Chairman, Loren Manternach of the Cascade area is Secretary and Steve Perry of the New Providence area is second Vice Chairman. Thank You to Todd Rickels and Bob Null of Monticello for counting the ballots.

We have had some comments and questions regarding the need to administer uncontested ballots. The voting requirements are spelled out in our articles of incorporation. A change to the articles requires a vote by members. We are exploring ways to improve and streamline our voting process and will keep you informed. We are moving forward with our associate board selection process I have written about in recent articles. This winter we will recruit and select three associate board members. These three associate board members will represent the Waukon/Monona/Elkader area, the Independence/Winthrop/Manchester area and the Faulkner/Ackley/Austinville. If you have interest, please let us know.

The fiscal 2017 annual reports were mailed in November along with your individual patronage checks and your individual amount of the Domestic Production Activities Deduction (Section 199). This deduction is the equivalent of \$.028/bushel on member grain bought and sold to IAS during the fiscal 2017 year (9-01-16 through 8-31-17). The Domestic Production Activities Deduction (Section 199) may be modified or eliminated in the current tax negotiations in Washington. There will be more certainty by the time you read this article. Past Section 199 deductions have provided cash flow enhancements to build customer service improvements and revolve past equity allocations at faster paces than otherwise would have been possible. We will keep you informed of these

important changes for our members, both individually and collectively.

We did have a good harvest across the IAS geography. Most of the comments I received from members were positive for overall yields. We have covered corn piles at the same locations we normally do. We did have approximately 200 thousand bushels of corn on the ground in Union. That corn has been picked up and is now under roof. We were very fortunate the weather allowed us to continue working into mid-December. I was very concerned in early November that we were going to have a shortened agronomy season. In the end, we had an excellent agronomy season and have a great start to our 2018 cropping season. Propane logistics had some challenges during the peak portion of the season, but we were able to work through it with some very long hours and some additional freight. All in all, we had a good fall.

Now it is time to figure out if we are going to receive better returns for our efforts than the current markets are providing. We have nine months until next fall to work on that opportunity. We know the current excess supplies in the market place for most commodities do not provide much optimism. There should always be optimism in any good marketing plan, but also a need to protect against the bottom price area. These markets don't move much at times, but can move quickly when they do. This includes the overnight sessions when I assume most of you are not watching the markets. I encourage you to consider offer contracts for a portion of your marketing plan. This option can eliminate the challenges of trying to outguess the market during the day and night. You are hearing various marketing sources warn the carry in the market will disappear as the clock ticks towards fall of 2018. That will definitely happen if all other supply and demand factors play out as anticipated. Selling part of your production to capture the current carry is another good way to capture some current market opportunity.

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

Grain Update

Jim Schendt, VP of Grain

As 2017 comes to a close, this crop year has been challenging in many ways, but it also has given us more than we expected. We thought the crop last year was tremendous, but we couldn't believe the yields this year with the little rain we had. People were talking about yield monitors saying 270 bushels/acre in spots. Unbelievable! But it was true. The crop was just as big as the year prior. On one particular Friday we even wondered if we were going to get full. By the following Friday we wondered where we were going to put it. The crop gave us some storage logistic challenges at certain locations, but when the dust settled we had handled over 45 million bushels through IAS facilities. I want to THANK our customers for their business this past year and also THANK our employees that worked so hard to make it happen!!

The December USDA supply / demand was just out and there were no big surprises. Corn carryout was reduced to 2.437 billion bushel by increasing ethanol grind by 50 million. Soybean carryout was increased to 445 million bushel by decreasing soybean exports by 25 million. World 2017/18 corn ending stocks were raised slightly by 500,000 MTs to 204.1 MMTs. World soybean ending stocks were raised to a record large 98.3 MMTs, up 400,000 MTs due to the US export cuts.

Micronutrients

Bill Kletecka, Agronomy Sales Advisor

Micronutrients are essential nutrients for plant growth and reproduction. With today's higher yields and management practices, crops have become more dependent on outside sources to supply these elements. That being said, the soil pH and macronutrients Nitrogen (N), Phosphorus (P), and Potassium (K) need to be at non-limiting levels for the crop's yield, as not all soils will respond the same due to a variety of factors. When determining soil pH and nutrient availability for P and K, soil sampling is an excellent way to define what is available to the plant. However, due in part to the extremely low concentrations of micronutrients – sometimes less than 1 part per million - found in the

So now what? We have a huge surplus of corn. We have been stuck in a narrow trading range for almost 6 months and nothing on the horizon to change it. Exports are running 40% behind a year ago at this point. The world supply of corn and beans is huge. The Chicago Board of Trade has been in a narrow trading range for all commodities the last 4-6 months. About the only thing left to watch is the South American weather, as they have been dry in areas, so any yield reduction there might bring a rally here. The January USDA crop report will be the next set of numbers to look at. By then we will know if the South American weather pattern has changed. On the bright side, world consumption is good. We are working through our wheat surplus so this will start to weigh less on corn. Soybean crush is also strong so in general all we need is some small problem to turn the market around.

I hope 2017 has been a good year for all of our customers. THANK YOU for your grain business this past year. Please let us know if there is any grain marketing we can help you with. I hope you have a Happy New Year!



soil, these samples are not accurate enough to make recommendations. In addition, some nutrients such as Iron (Fe) and Manganese (Mn) are so tightly bound within the soil that plants cannot absorb them. The best way to evaluate micronutrients is through plant tissue analysis. Keep in mind that tissue samples only offer a "snapshot" of a plant's status at the time of sampling, and should be done multiple times during the growing season. (Cont'd)

Several factors that influence micronutrient availability and removal are: higher crop yield, more refined commercial fertilizers (those having less micronutrient impurities), lower soil organic matter (OM provides a source for most micronutrients), and high use-rates of glyphosate herbicide. The elements that are considered “micro” are Boron (B), Chlorine (Cl), Copper (Cu), Fe, Mn, Molybdenum (Mo), and Zinc (Zn). The three most common nutrients found to be deficient in the Midwest are B, Mn, and Zn.

Boron is essential to many of the reproductive aspects of the plant, including pollen production and seed formation. Along with its reproductive roles, B is also required for cell wall production and protein synthesis. B deficiency presents itself differently among crops, for instance, in corn plants the stalks may become barren, and in alfalfa the plants will experience yellowing and top die-back. Conditions where B can become deficient are low organic matter soils, highly leachable sandy soils, and drought type conditions.

Manganese’s function in the plant has to do with enzyme production to break down carbohydrates, as well as to aid in the utilization of N. Mn deficiency in plants shows up as yellowing of the leaves between the veins, running the entire length of the leaf. Mn deficiency can be found in soils that are poorly drained and soils with higher pH levels. Certain crops such as soybeans and oats are more sensitive to this deficiency. When high rates of glyphosate herbicide are applied to a crop, the plant requires significant amounts of Mn to metabolize it. If Mn is not readily available in the plant it can “flash” yellow from this rapid deficiency.

Zinc is involved with the production of chlorophyll, along with enzyme production that regulates plant growth. When Zn is deficient, the symptoms will be visible on the newest leaves and will have a yellow-to-white streak that runs along the leaf veins but stops before the leaf tip, not to be confused with the similar indicators of Mn deficiency. If the symptoms are severe enough, the plant will become stunted in growth. Zn can become deficient under the following conditions: elevated soil pH, lower organic matter soils (eroded), very high soil levels of P, and cold, wet soil conditions.

Application of micronutrients can be difficult when treating deficiencies. In most cases, the deficiency is noticed during the growing season, which would be too late for in-furrow applications, and in the case of B could reduce plant populations. It can be difficult to obtain uniform application coverage through granular broadcast due to the very low requisite amount and the micronutrient’s ability to quickly become toxic to the plant if applied large quantities. Micronutrients applied as a foliar feed – directly to the surface of the leaf - have demonstrated the best yield response when deficiencies are evident.

Micronutrient application is becoming more commonplace during the second application of herbicide to the crop. In addition to lessening the crop response of certain herbicides, the pending rapid growth of the plant will quickly utilize the added nutrients from the application. A few products have been used with great success under the above circumstances: Winfield United’s *6% Mn* and *Symbol/Release* and Brandt Consolidated’s *Smart Trio* and *Smart Quatro*. Each of these products has varying amounts of micronutrients and is specifically designed for foliar application while maintaining compatibility with most common chemicals.

Winfield Solutions. “Principles of Crop Nutrition.” *Principles of Crop Nutrition*, Winfield Solutions, 2000, pp. 8.3-8–3.

Estimated Nutrient Removal by Crop

Crop	Yield	B	Mg	Mn	Zn
Corn grain	220 bu.	0.18	20	0.13	0.22
Corn stover	ton	0.01	5	0.33	0.07
Soybeans	70 bu.	0.08	14.7	0.08	0.07
Alfalfa	8 tons	0.12	43	0.88	0.84
Wheat grain	100 bu.	0.08	12	0.19	0.28
Wheat stover	ton	0.007	2	0.08	0.027

Note: When removing grain and stover, both removal numbers need to be added together.

Agronomy Update

Tim Krausman, VP Agronomy

We have had a long and drawn out fall season, but we have been fortunate to have had the ability to apply fertilizer for the length of time that we have. Initially, the forecast looked like we would be shut down by the middle of November. A shortened fall season would have made it incredibly challenging to apply all of the fertility needed to grow next year's crop and still accomplish timely planting dates. The shortened fall would also have added stress to the planning season for next spring. Fortunately the weather changed and the fall agronomy season was excellent. We are looking forward to the season and all of the planning work to make it a success.

Something that will be talked about this planning season are the rates of herbicides. As we are finding that weeds are adapting to the current herbicides, we need to be diligent in applying optimal rates while using residuals with multiple modes at each application. We are also focusing on applying herbicides when they are supposed to be, which usually means starting the applications earlier than we have been used to. We will also be working on how we

accurately incorporate the Dicamba Tolerant Soybeans into our cropping system.

I wish I was able to tell you that I have 100% confidence in knowing what the fertilizer markets are doing, but currently I can't say that I do. I can give you strong reasons why the nitrogen products and phosphates are increasing in cost, along with why they shouldn't be. With that said, currently the nitrogen markets and the phosphate markets are creeping higher on a per ton basis.

Our team at Innovative Ag is focused on living our balanced purpose statement of Growing Relationships to Maximize Success. We are incorporating training that we have been utilizing with portions of our team and expanding it to as many as we are able to utilizing the resources we have at this time. Most recently, we have utilized the Battle of Gettysburg to relate to leadership and decision making on a daily basis.

I hope everyone got to spend time with their families and friends this holiday season.

Energy Update

Randy Swenson, VP Energy

Hello, from your man with gas!

We just finished another propane corn dryer season that saw demand all over the board from one end of our delivery routes to the other. Corn was coming out of the field at 17% in some areas and 30% in others. At the tail end of the season, supply at terminals tapped our patience again this year, but we got through it without any big issues. Our additional trucks helped tremendously.

One thing we tend to overlook in our state and the Midwest is the price of propane. Yes, we have many gallons that are agriculture related, but at the same time, that price is also servicing your residential home. Currently the average price in the U.S. for residential propane is \$2.461. That is more than \$1.00/gallon higher than what we are charging for propane. I would say that Midwest residential propane consumers shouldn't complain about what their supplier is charging them.

The Organization of the Petroleum Exporting Countries (OPEC) released its Monthly Oil Market Report that had both bullish and bearish data. It showed total OPEC crude production averaged 32.45 million bpd in November, down 133,000 barrels per day (bpd) over the previous month and the lowest output rate in six months.

At the same time however, the OPEC report revised up expectations for non-OPEC supply for both this year and in 2018, driven by higher-than-previously projected U.S. production growth. OPEC now forecasts non-OPEC supply growth for 2018 at 990,000 bpd, revised higher by 120,000 bpd from its November outlook, for total non-OPEC supply to 58.81 million bpd.

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 per gallon. Diesel fuel could become a follower if gasoline prices start to decrease in December or as we get into the New Year. Historically, we see prices rally around the first of the year and throughout the spring months.

Thank you very much for your business and enjoy the New Year!

A Note on Nitrogen Management

Donna Swanson & Casey Bibby, Agronomy Business Development Managers

Nitrogen management can be complex because so many factors are involved. Many companies work with nitrogen management, all claiming to have the latest and greatest technology to better manage nitrogen. Many times this complicates nitrogen management rather than making it easier. Here are some key agronomic principals behind nitrogen management, and a few ways you can maximize your nitrogen investment.

Part of the reason nitrogen management can be so complex is because nitrogen can be in different forms in the soil. Nitrogen can only be taken up by the plant in either the nitrate or ammonium form. Since most of our soils are naturally negatively charged they can only hold positively charged nutrients. Nitrogen in the ammonium form is positively charged, so it can be held by the soil. But, through a process called Nitrification, ammonium is converted over to nitrate nitrogen which is negatively charged. As you can see from figure 3, the nitrification process occurs quickly in warm soils, and you can convert almost all of the ammonium nitrogen to nitrate in only 3 weeks with 60 degree soil temperatures. Nitrate nitrogen is not held by the soil and can easily leach with water through the soil profile and out the drainage tile.

Unfortunately, nitrate nitrogen that is so susceptible to leaching is also 98% of nitrogen that a corn plant takes up. See figure 4. The key to nitrogen management is to get it in the right form when the plant actually needs it. Figure 1 and 2 shows the overall nitrogen uptake of corn. 75% of a corn plants nitrogen uptake is done before tassel, and almost 80% of that is taken up during the grand growth stage (V10-VT). So, if we are truly trying to manage nitrogen, we need to get as much nitrogen to convert to the nitrate form during the grand growth stage. This can be a challenge, but there are several different methods that can help us increase the amount of nitrogen available during this time.

The first method is to side dress or top dress corn. The goal with this method is to put nitrogen out closer to when it is actually needed by the plant. The key with side dressing or top dressing is that we need to provide enough time for the nitrogen to convert in order for it to be efficiently taken up by the plant. We would recommend that these operations be done between V4-V6 in corn so that the nitrogen has time to move with the rain into the ground and then convert over to nitrate to be taken up.

The second method is to stabilize the nitrogen. We often talk about the importance of stabilizing fall nitrogen, but we can lose just as much with spring applications if the weather does not cooperate. Notice in figure 1 that the majority of the nitrogen that is applied at planting will not be taken up until about 60 days later. But, in image 3 we see that the conversion process can take place in a matter of weeks. If the nitrogen converts over to the nitrate before the crop is able to use, it can be easily lost. It often becomes a race between the nitrate leaching and the growth rate of our roots. In a wet year the nitrate generally wins, reaching the tile lines before the plant has a chance to take it up. Stabilizing the nitrogen can help keep nitrogen in the ammonium form longer, greatly reducing leaching. Instead of the roots chasing the nitrogen down to the tile lines, stabilizers can help keep the nitrogen in the root zone longer.

Nitrogen management can be complex, but if you remember to always try to get as much nitrogen available when the plant actually needs it, you will see better returns on your investment. Side dress, top dress, and nitrogen stabilizers can all help you maximize your nitrogen investment, and get more of the nitrogen available to the plant when it is actually needed.

Franzen, D. W. "Nitrogen Extenders and Additives for Field Crops - Publications." *North Dakota State University*, Jan. 2017, www.ag.ndsu.edu/publications/crops/nitrogen-extenders-and-additives-for-field-crops.

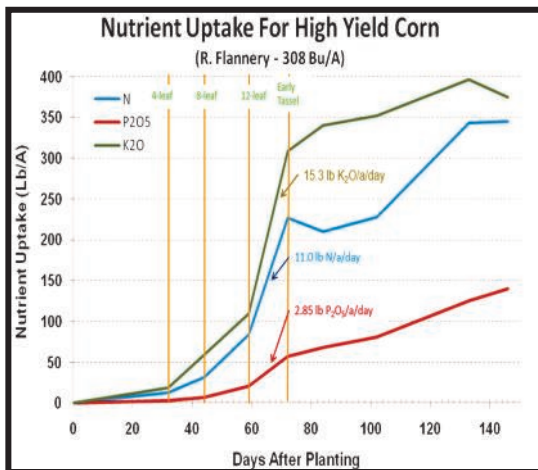


Figure 1

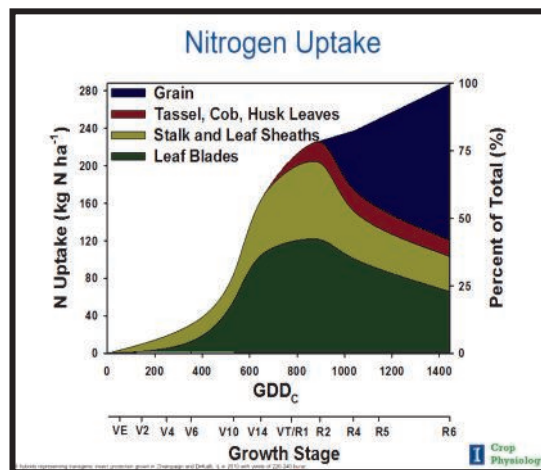


Figure 2

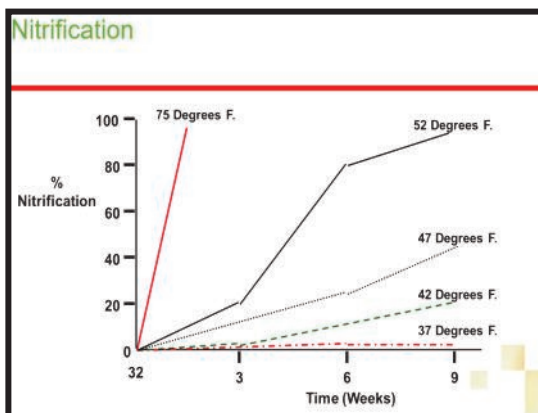


Figure 3

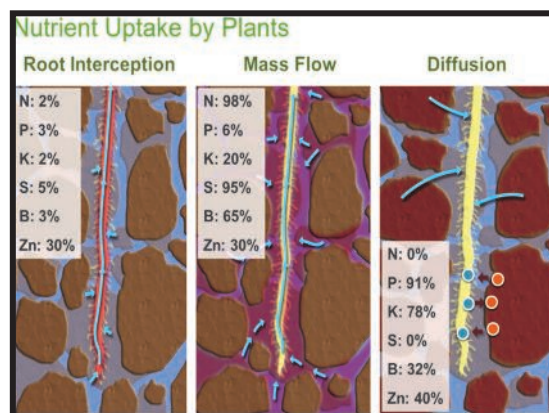


Figure 4

Combating Stress Factors

Rob Ratchford, Agronomy Sales Advisor

With harvest hopefully wrapped up for most, this is a good time to take a look at results/data on products and processes that you may have used last season, and start planning for 2018 with your local agronomist. Looking back on 2017 it seems most would describe the growing season as a dry/stressful one for most areas of Iowa. But with every season comes stresses from different factors during the growing and reproduction stages of the plants life, an ever increasing way to combat stress is the use of Toggle. Field studies using Toggle have proven that relieving stress from those plants results in higher yields.

Toggle is a bio stimulant derived from marine plant extract and specially developed for row crops. The plant benefits from Toggles multiple modes of action due to impacts throughout the life cycle in both optimal growing conditions and in times of stress, here in

Iowa the stress that is put on the plants from one day to the next. Toggle improves the plants nutrient uptake along with increasing root growth even during stressful times. With the versatility to apply in-furrow or by foliar application, Toggle works together with your existing growing practices. We have found some of the best results in corn to be applied during the V5-V6 stage (2nd Pass) and in soybeans R1-R3 Stage (Insecticide/Fungicide timing)

Toggle has proven over and over to be a low risk/high reward product for growers to use each season to help give your production a boost. If you have any questions in regards to Toggle, feel free to contact your local IAS Agronomist.

Michael Duncomb, VP Feed

- **Business Growth** – It is important that we continue to focus on business growth to offer the products and services you expect. In the swine area, we will continue to build on our independent producer business working with them to meet their production and nutrition needs along with assisting with sourcing, placement, and marketing of pigs. Our dairy team will build our calf and heifer business along with developing a solid service and resource base for lactation dairy cows. In the beef area, we will work on expanding our beef trade area foot print.
- **Communication** – In today's fast paced world, we will work on processes to provide better and timely information through a number of avenues to help our producer customers and our internal customers. Technology will be a part of how we improve but we also feel it is very important to have deliberate discussions with our customers and fellow employees every day to make the best decisions.

- Image and Brand Development – Our purpose statement gives us a sound foundation to build on our brand and image. We do want to demonstrate our purpose statement every day to create a positive image to help build and sell our brand of customer service, products, and nutrition, production and business services. We will continue to offer and expand the “IAS” brand of products and work to enhance the services our feed team takes to the farm gate.
- Set and meet revenue and profit goals – Each year we do plan and set a budget for the next fiscal year along with taking a little glimpse into the future. We set realistic goals and expectations and work to be more efficient and stretch a little as well. Our budget and profit goals are similar to 2017 with modest business growth in all specie areas. We have invested a significant amount of capital in our manufacturing facilities to help us become more efficient and handle increased volumes. We will continue to invest in training our employees to keep on the front edge of information and technology that is available.

We need to get better every day to compete in today's feed and livestock industry. Please let us know how we are doing and feel free to offer your recommendations or suggestions. Your input along with your business is very much appreciated.



Three Technologies Available in Dairies

John Hammel, Livestock Production Specialist

There are many technologies available to dairies today, let's walk through a few of them.

From a heifer program there is the accelerated growth program, also known as "Full Potential" program, where heifer calves are fed a higher plane of nutrition than conventional programs. This program utilizes a 22% or a 20% crude protein, highly fortified calf starter fed for 3 months, followed by a 20% or 18% protein grower fed until 500 pounds of bodyweight, or until a total mixed ration (TMR) is fed to growing heifers. Once 500 pounds is achieved prior to calving, a highly fortified mineral is used to balance forages and grains to achieve a targeted growth rate. The goal of this program is to have heifers freshen at 22 months or sooner, and be at least 1,300 pounds of bodyweight. Research has shown this program to increase milk production by more than 3,000 pounds. This program is very cost effective, and can be made to fit almost any producer's current facilities.

There have been a lot of advancements in forage technology in recent years. Highly digestible, low lignin grasses and alfalfas are an excellent way to increase available energy in dairy lactation diets. Brown Mid Rib (BMR) corn silage has been available for years, but recently there have been several forage corn hybrids coming to the market, that have lower

lignin and higher levels of Neutral Detergent Fiber digestibility (NDFd). The use of these highly digestible forages has shown to increase milk production over conventional forages.

Balancing lactation rations for Metabolizable Protein (MP) has shown to increase milk production by utilizing high quality feedstuffs in lactation diets. In many cases using the MP technology and high NDFd forages to balance rations result in a more cost effective ration that promotes optimal rumen fermentation which typically results in higher milk and component production.

These three technologies can be utilized by almost all dairy farms regardless of size at a very cost effective rate, and in some cases a lower cost than some conventional programs, resulting in greater financial returns to the dairy. In this current challenging climate in the dairy industry these might be some ideas to help your operation be more cost effective and efficient.



Feed Reminder

Especially with the winter months ahead and not knowing what Mother Nature is going to throw at us, it is very important to plan and call in feed orders well in advance. Our suppliers have also increased their notice requirements and in some cases only deliver on certain days of the week. Please adhere to the following:

- Feed manufactured and/or delivered by IAS – all orders need to be called in by 12:00 PM, noon, for delivery the following day or later. Orders called in after 12:00 PM may be subject to late day notice charges.
- All feed that we order through our suppliers – all orders require a minimum of 48 hours and usually have a mid-morning cutoff. Our suppliers follow these requirements very closely.

As with every winter, please keep one eye on your feed inventory and the other on the weather. Order earlier and expect it to take a little more time when weather becomes inclement. We will consider the safety of our drivers and mill employees when making decisions regarding bad weather. Our mill managers and customer service people will notify you of any delays in getting orders manufactured and delivered.

Livestock Update

Rich Groepper, Feed Manager

I would like to thank everyone for the business you have done with IAS in the past year. The next year presents some challenges for us, as every year does. I feel we have great opportunities for livestock producers for this coming year even with some changes in our business. Consumers will continue to drive change and adjust how we produce and market livestock. Most of these changes are positive and we will need to keep our focus on meeting their needs and expectations.

We started 2017 with implementation of the Veterinarian Feed Directive (VFD). Not everything with VFD's has gone exactly as planned or expected and there are limitations on what a VFD can do. One thing that VFD's have done is increase the conversation and communication regarding use of antibiotics and animal health between producers, veterinarians, and feed suppliers in livestock production. VFD's are working to address our consumers concern regarding the relationships between livestock and human health. All in all the VFD process has gone pretty well.

Another area that may drive change and is currently open for public comment with the USDA, is a plan to revise the United States Standards for Grades of Pork Carcasses (pork standards) in place today. This certainly may have an impact on retail meat cases across the country but again it may also increase the conversations between producer, meat processor, retailer, and consumer. The current standards have been in place for many years and some would question whether they truly reflect the pork business today with the improved color and higher marbling content in today's pork products. It will be important to accurately reflect the value and quality of the products we produce and present to our consumers.

On behalf of IAS, we look forward to working with you on these and other opportunities. Please feel free to give us a call and again, thank you for your business.



Hay Prices...What Options Do We Have?

Patrick Bries, Beef Production Specialist

Over the past few weeks the weather has continued to get colder, whiter outside, and feeling more and more like winter! These changes along with an already very active and healthy hay market we now face towering winter cow carrying costs and roughage/scratch values in the feedlots continue to rise. What is too much? How high can it go? What can we justify paying? What options do we have? These are all valid and good questions to be asking.

First off when it comes to feedlot cattle we use a dry component of scratch which is mostly hay, over the past few years. Not all hay is the same in obtaining our goals with the feed, so first look at what kind of hay you are using and how good your ground hay pile is along with options moving forward while controlling costs. A few options would be to look at overall levels in the diets, or other products we have just not used much in the past few years with hay prices being very reasonable until the past few months where the price has increased significantly. Corn stalks or bean straw can be both options to help stretch hay at the right levels but things to consider are mix ability, sort ability, and palatability are all factors we need to ad-

dress before going down a road we don't intend to go. Amounts in the diets depend greatly on the diet make up, kind of cattle, and facility design.

Secondly with addressing the stock cow wintering feeding options we can look at the same corn stalks or bean straw bales or branching out into other avenues. Limit feeding along with TMR (total mixed ration) is a great way to control and limit costs and be in control of body condition. Rumensin is one tool to be used which is very cost effective along with using by-products or corn silage with what corn is priced at. I would advise all stock cow producers to take a few minutes and sit down and run what your winter feeding costs will be. There is a significant difference in paying \$1.40/cow/day total feed and mineral costs or paying \$2.40/cow/day. Over 150 days of winter and spring feeding that comes to \$150/dollars per head difference in that time alone.

Lastly if there is anything I can do for you please don't hesitate to call; and we would be glad to run some rations and options of what we have to offer at IAS on our beef team. Have a Great Winter! Patrick Bries 319.480.9903



Winter Safety

Thatcher Block, Director of Safety & Compliance

In cold, wet conditions, common dangers include slips, trips and falls, as well as vehicle accidents. Slips can happen when entering and exiting your vehicle, so be cautious.

Weather can often be unpredictable and extreme. Freezing temperatures can create serious health problems, collectively called cold stress. We must ensure to wear appropriate clothing, such as waterproofed and insulated boots, hats, and multiple layers of loose clothing.

Please pay close attention to protecting all extremities. A little extra preparation is needed to assure driver safety during winter months. Poor driving conditions are one of the biggest winter safety concerns. Due to shorter days, drivers are required to spend more time driving in the dark, and inclement weather can create slick roads and low visibility conditions.

Remember, ice is twice as slippery at 30 degrees as at 0 degrees. During the winter months snow blowers can be very useful, but they can also be dangerous. There have been multiple injuries associated with snow blowers, most often involving the hand or fingers, including amputations.

Snow blowers can save a great deal of time when used properly and safely. In addition to other safety considerations in the winter months, shoveling snow poses risks. Injuries from slips, trips, and falls are all possible, in addition to muscle strains, frostbite and heart attacks.

Shoveling snow can be good exercise if you take the proper precautions. To sum this up...Taking simple precautions can prevent accidents and injuries. **STAY SAFE!!!**



Congratulations

We are pleased to recognize Jack Friedman, former Innovative Ag Services Chief Executive Officer, for his recent induction into the Iowa Cooperative Hall of Fame on November 21st, 2017.

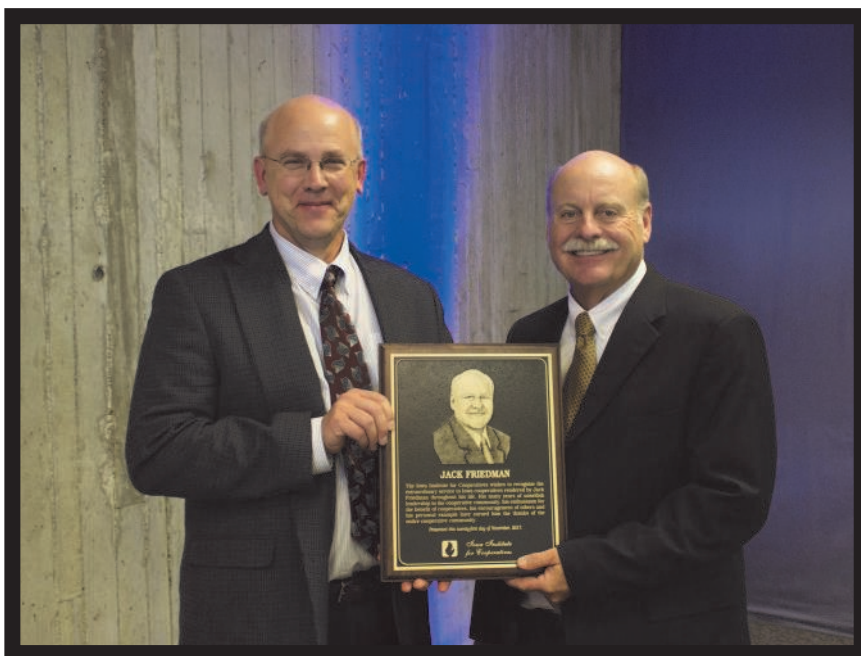
Jack joins a prestigious group of individuals who have been honored because of their significant contribution to cooperative development in Iowa and their dedication to helping others in the industry find success.

Over Jack's 38 years, he worked his way up from a college intern, feed truck driver, assistant location manager, division manager then ultimately served as IAS CEO for eight years. Under his leadership, he guided the separation of the Ag Service Division from Swiss Valley Ag to form a stand-alone cooperative, IAS, to better serve the members of the grain and farm supply business.

Please join us in congratulating Jack, his wife Maureen, and three sons Joseph, Jonathon and Jerod on this tremendous honor.



Above: Jack and Maureen Friedman at Jack's induction in to the Iowa Cooperative Hall of Fame



Left: Jack Friedman, former CEO of IAS and VP of Feed, Michael Duncomb pictured together at Jack's induction in to the Iowa Cooperative Hall of Fame.

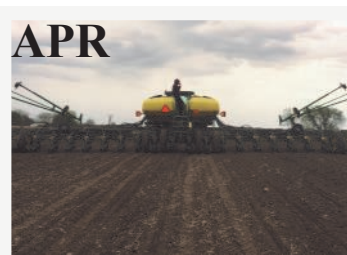
2018 CALENDAR PHOTO CONTEST WINNERS ANNOUNCED

We are proud to announce Jolene Erickson from Jewell, IA as this year's Calendar Contest Winner. Jolene submitted "Agriculture vs Energy– Arlan Eller Farm Hubbard, IA" which will be Innovative Ag Services 2018 calendar cover. We would like to thank all contestants for submitting their entries. We had 50 photos submitted from 26 photographers.

This made the selection process very difficult for the selection committee. Numerous photographers will be represented in this year's calendar. Remember to keep taking pictures this year and have them ready to submit for the 2019 Calendar Photo Contest.



PAGE	TITLE	PHOTOGRAPHER	HOMETOWN
COVER	Agriculture vs Energy	Jolene Erickson	Jewell, IA
JAN	Farm Sledding	Hank Norem	Hubbard, IA
FEB	Waiting on Spring	Kris Klingaman	Fairbank, IA
MAR	Feeding Time	Ryan Luke	Hubbard, IA
APR	Patiently Waiting for Seed	Megan Johnson	Jewell, IA
MAY	Home Sweet Home	Todd Manternach	Cascade, IA
JUN	Little Farmer	Andrea Benning	Ackley, IA
JUL	Long May She Wave	Kris Klingaman	Fairbank, IA
AUG	Horsepower	Kris Klingaman	Fairbank, IA
SEP	My Angels	Jennifer Smith	Stanley, IA
OCT	Amazing Sunset	Bailey Martin	Hubbard, IA
NOV	Cow #393	Kristi Goedken	Earlville, IA
DEC	A Man's Best Friend	Adam Goedken	Earlville, IA
HONORABLE	Hosta	Andrea Benning	Ackley, IA





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

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



OPPORTUNITIES

Innovative Ag Services, Co. (IAS) is proud to announce we will be awarding six IAS Scholarships in 2018. The application is now available online. Each scholarship is an award of \$1,000 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 agricultural related field of study
- Applicant must attend an accredited college or university
- Applicant must enroll as a fulltime student
- Three of the scholarships will be issued to those attending a two year college with an agricultural major. The remaining three scholarships will be awarded to those attending a four year college with an agricultural major.

Friedman Scholarship- Applicants submitted will also be entered into the Friedman Scholarship pool. This \$1000 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.

IAS understands the increasing costs of post-secondary education and is happy to extend a helping hand to the future of the industry.

Deadline: March 1, 2018 – Application must be postmarked by this date.

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

