

ECIC

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Committed to Success ...



MISSION STATEMENT:

DELIVERING
PROFITABILITY AND VALUE
TO OUR PATRONS THRU
INNOVATIVE
PEOPLE,
PRODUCTS,
AND SERVICES

Business Hours
7:30 a.m. - 5:00 p.m.
Monday thru Friday

During the busy service seasons (both Spring and Fall), East Central Iowa Cooperative will also extend hours to accommodate member service needs during the planting and harvest phases.

These extended hours are designed to meet patron need and may only affect specific divisions and locations of the Cooperative. During the Fall season, hours of operations will be posted at each elevator location.

ECIC TELEPHONE DIRECTORY

- CEDAR FALLS (319) 266-0775
- HUDSON (319) 988-3257
- Hudson TOLL FREE (800) 400-3247
- Hudson AG CENTER (319) 988-4511
- Ag Center TOLL FREE (800) 859-0497
- JESUP (319) 827-6226
- Jesup TOLL FREE (800) 859-8061
- Jesup AG CENTER (319) 827-3531
- Ag Center TOLL FREE (866) 599-7666
- LA PORTE CITY (319) 342-3013
- La Porte City TOLL FREE (800) 877-3810
- WATERLOO ENERGY (319) 235-6281
- L.P. Plant TOLL FREE (866) 404-3242

WEBSITE:

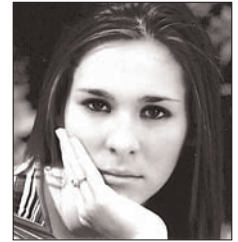
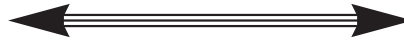
www.ecicoop.com

YOUR BOARD OF DIRECTORS:

- John Babinat La Porte City
- James Grady Waterloo
- Tom Greiner Waterloo
- William Hesse Cedar Falls
- Leo Kremer Jesup
- Randy Lichty Waterloo
- Dennis Rottinghaus La Porte City
- Jason Trumbauer Jesup
- Mike Reiter Jesup

E.C.I.C. Scholarships awarded

Congratulations!



John Lichty, son of Randy and Pat Lichty of Waterloo, has been chosen as one of the recipients of the East Central Iowa Cooperative's \$500.00 scholarship awards. He graduates from Columbus High School this year, with his continuing education in Ag Business. John is the youngest of 6 children and has lived on a farm all his life. He has worked on the family farm and other farms to earn money for college. He has been a very active member of 4-H for 10 years and FFA for 3 years. At the time John is finished with his education, he plans to return to full time farming on his family farm to become the 6th generation of Lichty farmers in Orange Township. Congratulations to John and we wish him the best of luck in his endeavors.

April Brown, daughter of Frank and Susan Brown in Jesup, has been chosen as one of the recipients of the East Central Iowa Cooperative's \$500.00 scholarship awards. April will graduate from Jesup High School this year and will continue on with education in the Agriculture Business Management program. April is the FFA Vice President, and Vice President of her class. She has been involved in many activities that have turned her interests to agriculture in addition to her family being involved in farming. We wish April the best of luck in her future education.

ECIC invests in the future through our youth



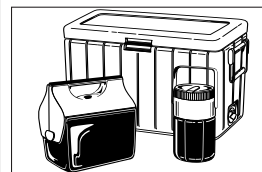
Dennis Maas presented Jessie Droppert with a check at the annual Hudson FFA Banquet.



Keith Koger and Rich Bathen presented Union FFA President Macy Krug with a check from the Feed promotion held during FFA Week.

MEMO BOARD

Don't Miss
JESUP FARMER DAYS
July 10th-12th
and
HUDSON DAYS
July 17th-19th



Office Closings
are planned for
Friday, July 4th
Independence Day
and
Monday, Sept. 1st
Labor Day

Call our
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Please mark your calendar -
Annual Meeting
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Message from your General Manager

Dennis Maas

Tough, tough spring!! When I was living in northwest Iowa in 1993 we had a similar spring. Rain, cloudy, and cool. That was one of the worst growing seasons I had ever encountered then and now. I hope the rest of our summer is NORMAL! As far as the stormy weather goes, I hope this finds you and all of your relatives safe and sound. I know some of our patrons in the Dunkerton area have had the misfortune of experiencing this stormy weather and we wish them well. We have had to service some propane tanks because of the storms, so if there is something E.C.I.C. can help with, please don't hesitate to call and we will do what we can.

Speaking of safety, we had a little mishap this spring at Hudson, with one of our fertilizer tender trucks. No one was hurt and minor equipment damage, so all in all we had a pretty safe spring. We hope all of our patrons experienced the same safe spring. When we have a narrow window to get our work done, such as this spring, safety can sometime take a back seat. We thank all of the employees for their efforts they put forward towards safety, not only to each of their fellow employees, but also to each of our customers.

E.C.I.C.'s eight months (September 1, 2007 thru April 30, 2008), local earnings are less than budget and our last year to date earnings for the same period. However, our net earnings, which include patronage and sale of securities, are up over budget and last year's earnings for the same time frame. I will explain the differences in each of those two categories.

Local earnings are equal to budget or ahead of last year in agronomy, feed and energy. Grain division is a negative at this time; however, we expect the grain to be profitable at year end. I will give actual number details later.

Net earnings are ahead of budget and last fiscal year, which consists of patronage from regionals and the sale of securities, which is the investment we had in F.C. Stone prior to them going public stock. Our regionals, which are Land O' Lakes, CHS, Co Bank, and AGP to mention a few,

are all having good years. That in turn means their patronage back to us has been greater than what we had budgeted for.

Now with that being said, I want to share with you the numbers from our first eight months of operations. Our local earnings, which consist of revenues less expenses, are a positive \$240,000. This is \$468,000 less than budget and \$505,000 less than last year. Our agronomy division has a positive \$118,100 of local earnings. Despite the late spring and not having a very good April, the fall movement of product is carrying the division. The feed division is one of our very stable business units and the numbers represent that, as it is producing a positive \$437,395 earnings year to date. The division that is struggling is grain. With these large carrying charges, high risk, high price times, it is a struggle to get a good handle on what accurate margins are. At the end of April, the grain division is showing negative <\$557,773> earnings. The positive side of this is the division has been showing a monthly improvement, so we believe by our fiscal year end; the grain division will display a positive number. Our energy division went thru a merger last fall, so it is difficult to draw a comparison with last year. With that being said, we feel very good about the merger and its performance so far this year, as our energy division has a positive \$241,549 earnings. The remainder of the spring and propane summer fills performance will dictate the positive year end results. When considering the earnings for all of the divisions, approximately \$240,000 plus the regional patronage of \$661,487 and the sale of F.C. Stone stock of \$1,744,356, our net income thru April is \$2,645,110. This is almost exactly what we budget for and just about \$1,500,000 above last year.

The balance sheet of the coop is very strong represented by a couple of numbers. The coop has \$5,500,000 of working capital and the long term debt to member's equity is less than 14%, very good numbers. The next discussion we will have about these numbers will be at our fiscal year end (August 31). We expect the local earnings numbers to be better than we are representing here.

Our second condo grain storage program at Jesup is moving forward and the majority of the units are sold, and down payments are received. We do have a few units to be sold on a first come, first serve basis. Please contact the location managers or Brad Stewart, Grain Division Manager, for the numbers.

The concrete is broken up and the foundation hole will soon be dug. The 200,000 bushel bin construction will be updated on our website at www.ecicoop.com, or you can visit the site as construction progresses. June 29th at 8:00 a.m. is the scheduled date to burn the old woodhouse in Jesup. Several local fire departments will be on hand to manage the burn. This will not be a hot dog or marshmallow event, but it should be something to experience. We would ask that if you decide to go and watch, that you follow the instructions given for all spectators to stay safe and out of the way of the firefighters.

E.C.I.C. congratulates April Brown and John Lichty as recipients of the two \$500 scholarships for continuing education in the field of agriculture studies. April is the daughter of Frank and Susan Brown of Jesup, and John is the son of Randy and Pat Lichty of Hudson. The coop offers scholarships to graduating seniors who pursue their education in a related field of agriculture and whose parents or guardians are members of E.C.I.C. We want to thank all of the scholarship applicants for their interest in the E.C.I.C. scholarship program and wish them success in their continuing education. We also want to extend our congratulations to all of the graduating seniors from the schools in our trade area. We wish them luck and success in their future endeavors of choice.

I wanted to touch on a few other projects we have been working on at the coop. Earlier this spring, the agronomy division received a new John Deere pre and post sprayer. A picture is elsewhere in this newsletter. The feed division developed a new ingredient receiving for the feed mill in Jesup by incorporating an existing grain receiving leg and conveyor.

I thank all of our customers for their support this spring of our products and services we provide. I also thank all of the full time and part time employees for their efforts in getting the job done in such a short window of time.

I wish each of you a great 4th of July and a safe summer. THINK SAFETY!!



La Porte City
Keith Koger

With spring behind us and the crops in the ground, it is time to focus on cleaning the grain bins. With the weather warming up, we will start seeing some insect activity. Also we have seen some damage in higher moisture corn already.

As you have probably noticed, the market is having a hard time finding a direction. If you have a price in mind, let me know and we can watch it for you.

The cooperative will be adding the Purina brand horse feed to our inventory. It will be replacing the Hudson bronco line with Country Acres Sweet 12 and Horseman's Edge Sweet 12.

We have been working on upgrading some of the grain handling equipment, replacing the two soybean rail load out augers. We are also replacing the old grain cleaner with a larger one in the concrete elevator and replacing some well used grain spouting.

It is the time of year for haymaking. Your Coop has a good supply of 9,000 and 16,000 feet Sisal Holland twine and 30,000 feet of 140 pound tensile fybrom plastic twine.

Stop in and see Larry for all your summer fencing needs. He has the Centaur Hi Tensil poly fencing. It is designed with animal safety in mind. We also have several other types of fencing, along with Sioux gates and hay feeders.

Please have a safe and enjoyable summer.

Controller
Joe Murphy



My first two months working for ECIC has been educational as we have been through the mid year review with our auditing firm Gardiner Thomsen among other things. This is my first opportunity to work in the cooperative environment and the challenges associated with the grain markets should make this opportunity very rewarding.

Financially, we are having having a successful year through the month of April, as our income statement results are in line with our budget for the current year. Also, our balance sheet remains strong with net working capital at 5.5 million through the month of April.

With our fiscal year end coming up on August 31, 2008 please make sure your accounts payable for ECIC are paid up and in good standing. In this current economic environment of rising costs, we will be watching our accounts receivable closely and enforcing all policies for the cooperative.

Our merger with Member's Mutual of Waterloo has proved to be beneficial for us as a company, as we have increased our membership base, revenue streams and bottom line results through the energy division. We have completed our redemption program for buying back stock certificates for the Members Mutual Oil as February 28, 2008. We will continue to credit these stock certificates for new Class A or Class B East Central Iowa Coop memberships for the next couple of months.

We still have numerous checks that were returned from the common stock checks we issued that had the wrong address. Please contact us if you know the following individuals:

Hogan Farm Account, Thomas Dinsdale, Paul Walton, Alan Kraus, Robert Sherbon, Marvin Freeseaman, Jack Hansen, Glen Heckroth, Lester C. Shogren, Donald Johnson and Elvin Hansen Jr.

I hope this is the first of many newsletters I can contribute for the financial related issues and I look forward to meeting you in the near future. Have a great summer.



Ben Lowe



Joe Murphy

New ECIC employees

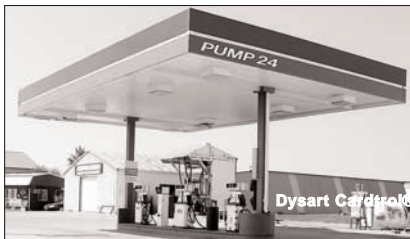
Ben Low has accepted the position of Outside Salesman at the Hudson Agronomy center. Ben started work on May 19th. Ben recently graduated from Simpson College with a B.A. in Environmental Science with an emphasis in biology. He has interned with Pioneer Hybrid and the DNR. While in school he was a residence assistant, member of the President's Club, president of Kappa Theta Psi Fraternity and systems coordinator for Simpson College events. He also has experience with farm supply as his father is vice president of Ag Partners. Please join us in welcoming Ben to our agronomy team.

Joe Murphy was born and raised in Waterloo graduating from Columbus High and then receiving his BBA in Accounting from the University of Iowa in 1983. Since graduation he has worked in the Accounting profession in Arizona, Minnesota and Iowa. He passed the CPA examination in 1987 and has worked in high tech, appliance manufacturing, real estate, food processing, automotive and utilities. He is married to his wife Maria, and they have one son, Jack Ryan, who is 3 years of age. Maria has been the long time Director of Sales at the Holiday Inn in Cedar Falls. In their spare time they enjoy spending time with their son and attending civic and sporting events around the Cedar Valley. Joe also enjoys golfing, camping, fishing, hunting and gardening; hobbies include collecting antique sporting goods and remodeling homes.

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Important Safety Alert

Please share the following information with your friends and family.

Meth cooks are getting propane tanks from the exchanges such as Wal-Mart, Kwik Star, etc. and emptying them of the propane. They are filling them with anhydrous ammonia to use in the manufacturing of Meth. After they are finished with them, they return them to the store. They are then refilled with propane. Anhydrous ammonia is very corrosive and weakens the structure of the tank. It can be very dangerous when mixed with propane and hooked up to the grill.

You should inspect the propane tank for any blue or greenish residue around the valve areas. If it is present, refuse to purchase that one. The information was researched, and you should check out the following website for more details: www.npga.org. Anhydrous ammonia and propane cylinders

SAFETY ALERT INTRODUCTION:

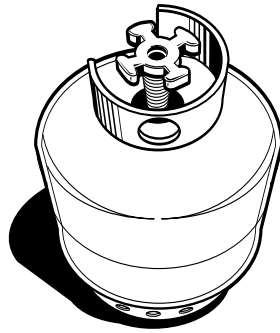
Readers of this bulletin should consult the law of their individual jurisdictions for codes, standards and legal requirements applicable to them. This bulletin merely suggests methods which the reader may find useful in implementing applicable codes, standards and legal requirements. This material is not intended nor should it be construed (1) to set forth procedures which are the general custom or practice in the propane industry; (2) to establish the legal standards of care owed by propane distributors to their customers; or (3) to prevent the reader from using different methods to implement applicable codes, standards or legal requirements. The National Propane Gas Association assumes no liability for reliance on the contents of this bulletin. It is offered as a guide only to assist expert and experienced teachers and managers in training in service personnel in their organizations.

Caution!

The brass valve in a propane cylinder will be damaged if it comes in contact with anhydrous ammonia. This deterioration will lead to cracking of the valve body or its components and can ultimately result in a violent, unexpected expulsion of the valve from the cylinder, causing personal injury or death.

Background and Recommended Action

It has come to the attention of the National Propane Gas Association that propane cylinders are being



used in the manufacturing of Metham-phetamines. This drug is commonly referred to as 'crank'. Manufacturers of this illegal substance are using propane cylinders for the storage and the use of anhydrous ammonia. These cylinders have been found in many states at cylinder exchange and refilling locations as well as in hotel rooms and mobile laboratories, where the manufacturing of this illegal substance takes place.

As observed in the illustrations, a blue-green stain on any brass portion of a service valve is evidence that it may have been in contact with anhydrous ammonia*. The pungent odor of ammonia on or near the cylinder is also an indication. If you suspect that a propane cylinder contains or has contained anhydrous ammonia, exercise extreme caution and restrict access to the area.

It can be dangerous to move the cylinder due to the unknown integrity of the cylinder's service valve. If you determine that it must be moved, keep in mind that hazards due to valve expulsion can be reduced by pointing the end of the container in which the valve is placed away from yourself and others and towards the most safe direction.

Immediately contact your Fire Department, Hazardous Materials Emergency Response Unit or the nearest office of the United States Department of Justice's Drug Enforcement Administration (DEA) for information on properly disposing of the cylinder. If these respondents are not sure what to do, for assistance call 1-800-728-2482, which is the contact number for www.pers-er.com/main.htm PERS, an independent hazardous materials information resource.

*Note: Sherwood valves contain a green coated valve stem. Additionally, a green thread sealing compound is used on some valves. These valves should not be confused with those that have been exposed to anhydrous ammonia.



Waterloo Energy Center

By Kurt Raymond

We are now in the Spring season and hope everyone is finishing their planting in spite of the cold and wet weather we have contended with this Spring. There is no control over nature and we try our best to accommodate our patrons when they need fuel.

Our budget letters were sent out in May and the plan will start in June. Please return your letters or sign up now for the budget plan. We will soon be sending out LP contract letters for Fall and Winter usage. It is a good plan to lock in your gallons for this coming heating season or for your corn drying needs or commercial use.

Dust Control will be starting soon. We are waiting for the counties to release us to start as soon as the roads are acceptable.

Our Board of Directors has approved the purchase of a new 5000 gallon propane truck. We should get it in service about September 1st. This will aid us in making more efficient deliveries and save our company and our customers time and money. We are also updating our fleet of trucks with new identification. You may have seen Members Mutual trucks making deliveries, they will all soon be labeled with the East Central Iowa logo's.

I'm sure you are all aware of the rising fuel costs, mostly due to investors driving up the futures market. There have also been many refinery upgrades being implemented.

Some fuel trivia for your information: 1. Biodiesel can increase engine lubricity by 65% extending the engine life reducing maintenance time and costs. 2. Biodiesel has the highest BTU content of any alternative fuel. 3. Biodiesel increases cetane for smoother starting engines.

What's behind the rising cost of food? Corn is not the culprit. Ethanol is just a fraction of the impact on food costs. Experts predict gas prices would be 15 percent higher without ethanol. Actual food inputs, or farm value, account for only 19 cents of every dollar of processed food, less than half what it was 30 years ago. The remaining 81 cents is wrapped up in processing, packaging, transportation, marketing and other costs.

In closing, I would like to thank Robert May for his 39 years of service in the LP gas department. Bob worked for Members Mutual Oil Co. for 38 years and continued at ECIC after our merge on September 1st, 2007. Bob retired on April 11th and we would like to wish him well in his retirement. He will be missed by us and his customers. We also want to congratulate Lorinda Davis who works in the energy office. Lorinda had a baby boy on March 19th. We hope to see Lorinda back to work about June 1st. The energy department has a new employee, his name is Mark Abben. Mark has been learning several jobs in our department as well as helping out at the Ag Center during their busy Spring rush. We are happy to have Mark with us at ECIC.

Again, thank you for your continued patronage. We are here to serve you the customer.

The Energy Center
Kurt Raymond, Operations Manager

Agronomy Division

Gene Mitchell



Producers are in the final stages of planting with a minimal amount of corn acres and a moderate amount of Input purchasing.

One of the hardest things you have had to face in the last couple of years has been purchasing your inputs. It seems like the price of everything you buy has gone up and by a large amount at that! Thank goodness grain prices have also increased allowing input costs to more than be covered. Will this continue? I doubt it. Just look at the housing boom (or should I say bust?).

Sellers market

It is important to remember that we are in a sellers market. High worldwide demand coupled with an uncertain supply has allowed basic manufacturers to record high profits in an industry that only a few years ago was weeding out the inefficient producer. Over time this should result in more supply and put downward pressure on prices or at least contain them.

Strategy

Trying to time the market highs and lows is bad strategy. Expecting prices to decline in the future when they don't will leave you either at the mercy of extremely high prices or without product. If prices do decline, then you win! But that's a big risk.

A less risky strategy would be to layer in your purchases and make corresponding grain sales to cover that cost. You will not make as much as you would if you could outguess the market but you avoid the disaster of having everything go against you. Besides, if you can always outguess the market, why are you farming anyway?

If you are interested in a future price for inputs please let us know. We have had some activity in prepayments for fall fertilizer already.

Management in an uncertain age

How can you cope and even prosper in these changing times?

Focus on return

It is easy to look at costs and become alarmist. It is more productive to look at the return on those investments. Yes, rent is high, fertilizer is high, seed is high, machinery is high, but when you look at the price of grain, you can still make a profit. You just need to protect it and not make a foolish gamble.

Yield is still king

Maximizing yield is still the most important factor in crop production. Spring came late and may have taken a few bushels of yield off the top, but there are many things that you can do to protect the potential that is left. Scouting for insects and diseases throughout the growing season and treating if indicated can pay big returns.

Grain

Brad Stewart



Producers are in the final stages of planting with a minimal amount of corn acres and a moderate amount of bean acres left to go. Locally we have already received a few timely showers to help the new crop get going. While producers have been occupied the markets have been erratic, mainly due to uncertainty of weather conditions and planting progress. Energy markets are also playing a large roll in today's environment. We need to produce solid bushel numbers this year to keep supply/demand balance tables in check. Planting delays and cool temperatures this spring have led the trade, as well as producers, to question year ending yield numbers. I would advise selling aggressively at values that return acceptable profit margins to producers. I feel that the grain markets are overstated by outside investment monies, and are very volatile. We are currently in the ground breaking stage of our condo storage project in Jesup. There are still shares of this bin available for purchase. The cost is \$7,500 for 5,000 bushels of storage. Please contact your local office for more details. ECIC has accepted a free trial of the Commodity Update service to provide live board prices for grain, meal, cattle, hogs, as well as energy futures to our customer's cell phones via text messages. Please contact any ECIC location for more details. Our next grain meeting will be held in early July. This will allow us to evaluate the planted acreage report due out on June 30th. We will be sending out invitations with the details soon. Thanks for your patronage.

Keeping weeds in check so they won't compete with the crop will also help protect yield. Harvesting to minimize harvest loss is another consideration.

Develop objective criteria

Keeping emotion out of decision-making is easier said than done, but better decisions are made with a cool head. Whenever

Hudson Ag Center

Gary Schulz



Greetings from the Hudson Ag Center! This spring was a trying one. Normally we can start in April, sometimes in March and finish with the rush and be all planted by middle of May. Not so this year!

We had flood waters up to our storage sheds April 25th. Actually we did most of our spring rush in ten days. It was a difficult spring; thanks to our patrons, employees, part time help, and all the help we recieved from our other locations we moved a tremendous amount of product in a short amount of time.

The next thing will be sidedressing. There will be more sidedressing this year than in years before, so please start early and help us by completing your fields in a timely fashion so we can move our equipment to the next person.

So far there has been no indications of cutworms, damping off or other field related problems.

We have a new Agronomy salesman at the Ag Center! His name is Ben Low. Please welcome him as he stops by and introduces himself.

Again, thanks for your business this spring.

you consider input costs make sure that you also look at the return on those costs. Iowa State's Estimated Costs of Production can be found at: <http://extension.agron.iastate.edu/soybean/documents/cropproduction.pdf> and is a very good planning resource.

New salesman at Hudson

We are pleased to announce that Ben Low has accepted the customer relationship manager position at our Hudson Ag Center location. Ben graduated from Simpson College this May and started work on May 21. Please welcome him to our community when you see him.



4930 John Deere sprayer

**JESUP AG
CENTER**
Norm DeJong



Looking back at April and May, we had a difficult situation to deal with. Now, I need to say thank you to all of those who helped. We had a short time to get fertilizer applied, seed distributed and herbicides applied. With the help of many ECIC employees from other locations and departments, the Jesup Ag Center was much more successful accomplishing those tasks quickly.

Thank you to Jesup feed and grain department for many hours of assistance. Also, the LaPorte City elevator let us borrow Ben Steimel and we even had Terry Grant (Waterloo Energy Center Sales Mgr.) in a tender truck a couple times. The employees at the Jesup Ag Center also deserve gratitude for the long hours and 7 day work weeks. Every one's goal was to provide the products and services needed so that our customers could get their field work done without having to wait on us. And, thank you Customers for all of your cooperation and kindness. It was greatly appreciated.

This summer, ECIC Jesup location is providing a show plot of diverse corn genetics at the Rick Younblut farm at the intersection of V62 and Independence Ave., on the north edge of Jesup. Please take some time to observe the plot and please watch our web site for more information regarding a tour date. We hope to see you there.

Here is a prediction. If this rainy weather pattern continues thru June, I expect Gray Leaf Spot on corn to flourish. Gray Leaf Spot and some other diseases like rainy weather. The rain drops bounce the spores from the ground onto the leaves and from the lower leaves onto the higher leaves. If Gray Leaf Spot becomes prevalent, that increases the probability that a fungicide application will be economical at the beginning of the reproductive stage of the corn plants of susceptible varieties.

Also, this summer we would like to plan for fall soil testing and dry fertilizer application. It's a good time to go over past soil testing and make sure those fields that need testing this fall get on the list for sampling. If we have current tests, we can plan the fall application and get the fertilizer on during good soil and weather conditions rather than being forced into applications made under less than ideal conditions.

Please Always Be Careful.

JESUP
Jeff Lee



Hello from Jesup! What a spring! Planting is finally wrapping up but this has been one of the most difficult spring seasons that I recall. The cold wet weather we can deal with, but an F5 tornado is unbelievable, and our thoughts and prayers go out to all that have been affected by the May 25, 2008 tornado. That's a date that will be talked about for years to come.

In the end of April Bart Bros. Construction was here to redo our feed ingredient receiving area. We are now receiving all of our ingredients through our existing grain dump just east of the mill. We also receive corn through the same leg. This allows us to better utilize this leg and save us the cost of constructing a new leg to receive 3 to 5 loads of feed a day. This has worked very well so far and cut our ingredient unload time in half. One thing that is extremely important to remember is not to unload unless an employee is present at the dump and instructs you to begin unloading!!

With the new receiving area in place we are going to burn the old receiving area and cribbed wood elevator beside the mill. This will take place at 8:00 am Sunday, June 29th, with an alternate date of July 27th. This will be conducted by Fire Training Consultants LLC and the Jesup Fire Department with several area Departments assisting in this fire training.

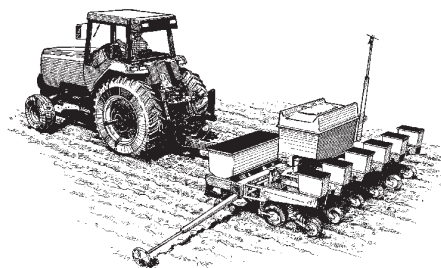
Bart Bros, Construction is also in the process of building a 200,000 bushel condo storage bin. This bin will sit just east of our existing 200,000 bushel bin by the feed mill. There are still shares available. If you are interested give us a call.

Congratulations to Chad and Fonda Ciesielski had their first child on April 8th a 7lb 11oz baby girl named Lola.

REMINDER

Holiday Closings Friday July 4th and Labor Day Monday September 1st.

Thanks again for your continued support and best wishes for a great summer.



Cedar Falls
Rand E. Renner



Hello from Cedar Falls

Well, Mother Nature has certainly shown us who is boss this spring, hasn't she? It has been several years since we have had this much rain and cool weather weather!!! The crops are finally pretty much planted but they are lagging behind their normal growth rate!! We will probably have some yield drag because of this, but the hybrids we have now are developed to handle a lot of different kinds of stress!! Mother Nature also has the ability to make things turn around and grow!!

We have been shipping a goodly amount of corn and beans out of the Cedar Falls location, and the corn that has been shipped out of our new condo bin has been in excellent condition!!! Now that we have free Price Later open, it would be a very good idea to move some grain out of your farm bins and get it to town, so we can take care of it for you. We have had some corn come in that is VERY badly damaged and growing!! Please keep an eye on your commodities and let us know if we can be of any help.

As of this writing, the tornadoes that hit Parkersburg, Sinclair, New Hartford, North of Cedar Falls, and Dunkerton are still a very vivid memory. It is amazing to see the power and destruction that one of these storms can create. I have visited with quite a few of the storm victims, and they are really grateful for the help and support people and communities are offering. I do know that there is still a lot of help needed to clean up farm fields.

We greatly appreciate all of the business that our Cedar Falls patrons bring our way. It makes our days all worth while. Hopefully this can continue for many more years to come!! Being here at the Cedar Falls location has been almost like an extended family adventure.

Please keep in touch and we always have the coffee pot on and the popcorn is always popped

PS: Since we visited last, Glynna Schulteis became Mrs. Glynna Borwig. Come in and congratulate her.. Joel is a really super guy, plus he has a lot easier name to say.

Goldfinches, cardinals etc. are eating up a storm. We have plenty of mixed bird seed, suet, to feed our flying friends.

Rand E., Gary, Glynna, Marge and Lawrence

SUPPORT OUR TROOPS!! GOD BLESS AMERICA!!

Feed Division

Dennis Francik



The weather has definitely been the main topic of conversation this spring. It certainly seems that warm and dry weather is something that is foreign to the Midwest. Planting delays are common for almost everyone in the western Corn Belt with maybe the folks in Nebraska and western Iowa being the exception. Certainly in our trade area and Eastern Iowa corn and bean plantings are easily 3 weeks later than usual. The big weather story to date obviously was the EF - 5 tornado on Memorial Day weekend that ravaged the Parkersburg community and moved east over forty miles creating a mile wide path of destruction. As serious as this tornado was to those folks that were in its path, had that storm tracked a few miles to the south it would have come directly through the Cedar Falls and Waterloo metropolitan area, causing damage to thousands of homes and businesses. That specific Sunday my youngest son Shaun graduated from Cedar Falls High School and we were having an open house at our home when the emergency sirens sounded. We checked the TV for the latest updates and had a basement full of younger kids, but from our home we could watch the storm as it passed north of Cedar Falls. We saw lots of lightening and heard the thunder rolling but we never even got a drop of rain. We were certainly thankful that the storm track stayed away from our home and neighborhood; our prayers and deepest sympathy goes out to those less fortunate. With Shaun's graduation Shelley and I will be down to one daughter at home, as Shaun plans to attend Iowa State this fall and study biology. Kari is just completing her sophomore year at CF high, so we'll have her around for a little while yet and Jordan just completed his second year at ISU -- my how time does fly by.

For current news in the Feed Division, this June we will start selling LOL/ Purina Brand Equine feeds. Due to current market conditions I felt it was no longer economically viable to continue to manufacture and bag our Hudson Bronco horse feed. The cost of oats has risen with the cost of other grains, and we simply do not buy enough oats in the summer locally to last an entire year.

This spring as Brad ordered replacement oats that were priced well over \$4.00 per bushel delivered to our mill. That price, coupled with the high corn price really shrank the normal disparity in price from local manufactured horse feed versus buying a high quality product from central plant. We will continue to offer our Hudson Bronco in bulk form with a two ton minimum order. Also, by not bagging our Hudson Bronco, we hope to stretch our supply of local grown oats to better serve the custom mixed feed orders. The Purina Brand has definitely been the "Gold Standard" of equine feeds for years, and we now will be offering a significantly improved line of equine nutrition to our customers. All LOL / Purina branded horse feeds are manufactured in "ionophore free" manufacturing facilities as LOL / Purina has dedicated two manufacturing plants that manufacture all the equine feeds. At the Hudson and Cedar Falls location we will inventory Strategy GX, Omelene 200, Horseman's Edge Sweet 12, Equine Senior, Equine Junior, Enrich 12, Enrich 32, Free Balance 12:12 and Nicker Makers apple flavored treats. At the La Porte City Location we will offer an abbreviated line up of these feeds. We also will have Country Acres Sweet 12 horse feed at all four locations. Check with any of our counter sales staff for more detail about these feeds.

Jeff mentioned in his article the Board of Directors approved the project that upgraded the existing corn leg east of the Jesup office, which now allows us to unload feed mill ingredients and go overhead to the mill bins through an upgraded drag system. That will be a great improvement, and, as Jeff stated, now allows us the opportunity to burn the old wood annex that sits on the north side of the feed mill. The reason we are burning that old wood structure is two-fold. One, it removes a potential fire hazard that we no longer use, the old annex was "just there". Two, by the removal of that structure, we are planning to build a feed warehouse that will connect to the feed mill. Currently we are very limited with warehouse space. This will be a great improvement, to be able to have semis back up to a dock high warehouse and unload. Now, the trucks are unloaded with a skid loader type forklift, and products are moved to various locations where we have space. By having all the bagged feed products and ingredients in one location next to the feed mill, we will save time and labor for years to come. The new warehouse is Jeff's and my number one pri-

ority for our next fiscal year's capital addition budget. As soon as possible after the debris is removed from the burn site, we will commence the process of planning and hopefully building the new warehouse.

Hopefully summer is just around the corner. I hope everyone has a great summer and our weather returns to a more normal pattern. We certainly need to raise another good corn and soybean crop, as demand has grown for those products. For our fiscal year-to-date the feed division is having another very good year. Our big tonnage growth from last year has mostly leveled off, year-to-date we are running about 6,000 tons over last year. With current market conditions, I feel very fortunate that we have not experienced a decline in tonnage, as livestock producers are having great difficulty coping with the record high feed costs. Many producers are cutting back on production, and in some cases exiting the livestock industry entirely. We have been working with our LOL nutritionists to keep our customers feeding rations that are the most cost effective and still maintain the performance required to get their animals to market in a timely manner. We recently started manufacturing a new premix that better allows for the specific use of dical in the rations that require that product and removes unneeded dical in the later stages of finishing when the grains and DDGS will meet requirements. If we have not yet talked to you about this new product, please contact us. With the hectic planting season I know we have not been able to contact everyone about this new concept. Again, by having an earlier investment in a computer driven mill batching system and partnering with LOL nutrition, we are able to bring new and innovative ideas to our customers that some mills may not.

This year the Fourth of July falls on a Friday. We will be making calls to remind you as well, but please plan ahead for that upcoming three day weekend. It will be here before we realize it; then, as my Dad used to say, the summer will be "shot" before we got everything done that we planned to accomplish. From all of the feed staff at ECIC we wish you a very relaxing and fun filled summer!



Now available
Purina Mills ✖

Strategy GX, Omelene 200, Horseman's Edge Sweet 12, Equine Senior, Equine Junior, Enrich 12, Enrich 32, Free Balance 12:12, Nicker Makers and more!
Call for help with your needs!



Customer Connection

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In this issue:

ECIC Scholarship Winners Safety Alert - Propane Markets Manager Reports*

*Our information for this newsletter was put together at the last of May. We will send out an updated flyer regarding the flooding in the next few weeks.

ECIC

ECIC Locations:

• **Hudson**
602 Washington Street
PO Box 300
Hudson IA 50643

• **Jesup**
661 Douglas Street
Jesup IA 50648

• **La Porte City**
106 Cedar Street
La Porte City, IA 50651

• **Cedar Falls**
212 Lincoln Street
Cedar Falls IA 50613

• **Waterloo - Energy**
1467 West Airline Hwy.
Waterloo IA 50703

Today's Markets 6-12-08

	<u>Corn</u>	<u>Beans</u>
<u>Today</u>		
Hudson	6.45	14.47
Jesup	6.48	14.47
La Porte	6.54	14.47
Cedar Falls	6.49	14.47
<u>Month Ago</u>		
Hudson	5.55	12.60
Jesup	5.58	12.60
La Porte	5.64	12.60
Cedar Falls	5.59	12.60

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