

Board of Directors

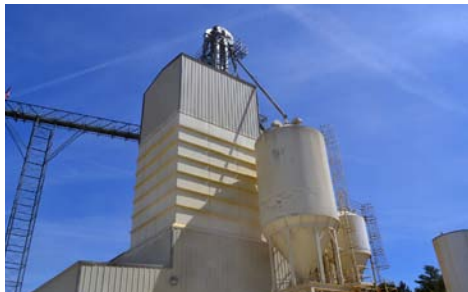
Rick Matt / Pres	Clermont
Ron Balek / VP	Manly
Jim Jorgensen / Sec	Rudd
Brad Brownell	Westgate
Steve Fullerton	Rockford
Jerry Jellings	Oelwein
Dennis Meyer	Northwood
Karl Benjegerdes	Manly
Rodney Shaffer	Arlington
Mike Staudt	Floyd
Jim Trainer	Northwood
Rick Willert	Rockford

Contacts

Kent Appler CEO	563-423-5293 kappler@viafield.com
Brad Foster Grain	641-420-5685 bfoster@viafield.com
Mike Harden Agronomy	641-315-2515 mharden@viafield.com
Bill Hayes Feed	563-426-5566 bhayes@viafield.com
Mike Kuboushek Energy	563-380-6156 mkuboushek@viafield.com

Elgin Mill Receives HACCP Certification

Viafield Achieves Internationally Recognized Food Safety Certification



As part of its commitment to food safety and feed quality, Viafield's feed mill in Elgin, IA, has passed an intensive certification process. HACCP (Hazard Analysis Critical Control Point) certification is a systematic, preventive approach to food safety that has long been recognized internationally as a tool for adapting traditional inspection methods to a modern, science-based, food safety system.

Developed in the 1960s by Pillsbury for the design and manufacture of food for NASA space flights, HACCP is now used to identify potential food safety hazards, so that key actions can be taken to reduce or eliminate the risks posed by those hazards. The system is used at all stages of food production and preparation processes. HACCP systems are required for meat, seafood and juice but are currently voluntary in other food/feed industries.

Why did Viafield start this system at our feed mill? Safe feed = safe food. Humans are at the top of the food chain. As a result, we're vulnerable to pathogens, drugs, and contaminants consumed by the animals we eat. We

chose the HACCP method because it goes beyond traditional "produce and test" quality control programs.

HACCP is a written food/feed safety plan that documents and describes the procedures used by our facility — receiving, production, delivery, etc. An analysis of hazards that are "known or reasonably foreseeable" was completed for Viafield's feed operation. Potential hazards included chemical (pesticides and drug residues), biological (mycotoxins), and physical (plastic and metal) hazards. Once the hazards were identified, written procedures were put in place to prevent or minimize these hazards from contaminating the feed produced at Viafield. After completing our written plan, training our employees and conducting an internal audit of how the plan was working, we contracted with SGS, the world's largest quality control and inspection company, to audit our HACCP system and verify that it is working as intended. On August 8-10, Viafield passed the SGS certification audit.

HACCP is a continual process that requires Viafield to reanalyze and update our food/feed safety plan. Our Elgin feed mill is our first facility to implement the HACCP system, and we will be evaluating when we will implement it at our other facilities in our commitment to producing safe, quality feed products for our producers.

USDA Crop Report

By FCStone and Grain Business Team Leader Brad Foster

United States Grain Carryout

	Dec	Trade Guess	Nov
Corn	0.848	0.838	0.843
Soybeans	0.230	0.213	0.195
Wheat	0.878	0.830	0.828

World Carryout (in million tonnes)

Dec 11/12	Nov 11/12	Dec 10/11	Nov 10/11
127.2	121.57	128.3	129.04
64.5	63.56	68.4	68.37
208.5	202.60	199.8	196.13

The USDA report was bearish with actual numbers above the trade guesses, but nothing shocking. World carryout was higher across the board as well. A close above \$5.86 ½ on Dec corn on December 13 and above \$11.35 ¾ Jan beans would make two consecutive weekly higher closes. That is one step to forming a bottom. Forecasts are calling for more rain for the Southern Plains as I am writing this the week of December 13. The drought is far from over but recent rains are encouraging.

Market Observations

After a better start in the overnight markets, grain prices fell early December 13 as the problems in Europe continue to overshadow the commodity markets. The Western Corn Belt will enjoy above normal temps and precipitation early this week. The Eastern states continue in a rainy pattern, frustrating harvest progress, particularly in Ohio. Recent rain in most of western Europe has lowered concerns about drought and grain crops are now less fragile going into the winter season. The USDA crop

report was decidedly bearish December 9 with increased carryout in corn, wheat and beans – both domestically and internationally. In reviewing the world numbers, it appears most places in the world had decent weather to increase production. This year proves we need to watch global production as our weather problems were not serious enough to reduce total world production.

Weekly Export Inspections

In million bushels

Week Ending	Corn	Soybeans	Wheat
10/06/11	32.00	23.4	12.6
10/13/11	21.2	45.3	16.5
10/20/11	29.7	43.9	17.5
10/27/11	31.1	49.6	20.8
11/03/11	23.8	49.2	13.7
11/10/11	35.4	54.1	14.9
11/17/11	37.6	40.9	13.7
11/24/11	36.1	41.8	16.5
12/01/11	38.9	32.0	14.6
12/08/11	35.7	29.7	16.5

10 Week Avg

32.2 41.0 15.7

Trade Estimates 28.0 to 35.0 35.0 to 40.0 14.0 to 20.0

Export Inspections Recap

In million bushels

	This week	Last Week	Current Market Year to Date	Previous Market Year to Date	Current USDA Estimate
Corn	35.7	38.9	436.7	480.8	1600
Soybeans	29.7	32.0	458.9	686.8	1300
Wheat	16.5	14.6	550.1	594.8	925

	Corn	Soybeans	Wheat
Average Weekly Exports Year to Date	29.1	30.6	20.4
Weekly Avg Need to Reach USDA Est.	30.6	22.1	14.4
Weeks Remaining in Marketing Year	38	38	26

Export Inspections: Top Destinations by Country

in million bushels

Corn		Soybeans		Wheat	
1. Japan	12.80	1. China	19.87	1. China	4.21
2. Mexico	6.25	2. Japan	3.60	2. Korea	2.72
3. China	4.87	3. Mexico	2.98	3. Israel	1.84

Want to Give a Shout-Out to Someone Doing Good?

Viafield is proud to support the Cenex Tanks of Thanks promotion kicking off January 1, 2012.

No other energy brand is closer to its customers than Cenex®. Our new corporate marketing campaign, "We're with You,™" is based on the fact that we're proud to be locally owned and in touch with what's going on in our neighborhood. We're honored to be part of this community, and we will continue to serve you with the same level of excellence you've come to expect.

To show our commitment to the communities of which we're a part, we're launching Tanks of Thanks™ – a new initiative that celebrates all the good deeds being done by our friends and neighbors in the area. What better way to say thanks than with free fuel from your local retail location? That's why we're rewarding people who go above and beyond in the community. Viafield customers can nominate someone for acts of kindness they've

done, both big and small, at tanksofthanks.com. Each month 12 nominees will be chosen to receive a \$50 Cenex gift card

Viafield is proud to carry the Cenex brand. From offering top quality products to providing trusted knowledge and helpful customer service, you can count on Viafield and Cenex to be there for you. For more information or to nominate someone for a Tanks of Thanks reward, visit tanksofthanks.com.



Holiday Greetings from Team Viafield

What's Your Favorite Holiday and Why?



Christmas - I love the lights and spending time with family.
Darlene Wilkes - Northwood



Memorial Day - It's a time to honor veterans who have sacrificed for our freedom.
Art Messler - Valley Hardware



Christmas - My family comes home and I get to see my grandchildren, children, nieces and nephews.
John Julseth (JJ) - Northwood

Thanksgiving - It's a time to reflect and be with family and friends to say thanks.
Scott Strempe - Sumner
(On Left in Picture)



Valentine's Day - It's that special day when you can say thank you to your sweetheart who puts up with you all year.
Wendall Kueker (Squeak) - Sumner
(On Right in Picture)



New Year's Day - It marks the beginning of a new year and a chance to start fresh.
Darwin Tabbert - London, Minnesota



Christmas - I've been deployed twice and I'm so grateful I get to spend this Christmas at home with my family.
Aaron Woltzen (A & W) - Rudd

ColdFront is Here

New milk replacer helps calves in cold weather



When it's cold outside, calves need more dietary energy just to maintain their body condition – not to mention continuing to grow and thrive. We've talked about this for years, and now we have a milk replacer specifically for calves in cold weather.

Cow's Match® milk replacer is now available in a winter formula to provide full potential nutrition to dairy calves AND help them face challenges associated with colder weather. Cow's Match ColdFront™ was developed by Land O'Lakes to deliver optimal nutrition to help during times of cold stress – whenever the

temperature falls below 60 degrees for calves less than three weeks and 42 degrees for calves older than 21 days.

You can go to our website, www.viafield.com, to learn how it provides energy while balancing fats and carbohydrates and the benefits of L-Carnitine. Suffice it to say that it delivers what calves need in cold weather, increasing average daily gain by 7.3% in eight trials* and 9.7% in the trials run in colder months. Give one of our nutritionists a call to learn how ColdFront can help your calves weather the cold.

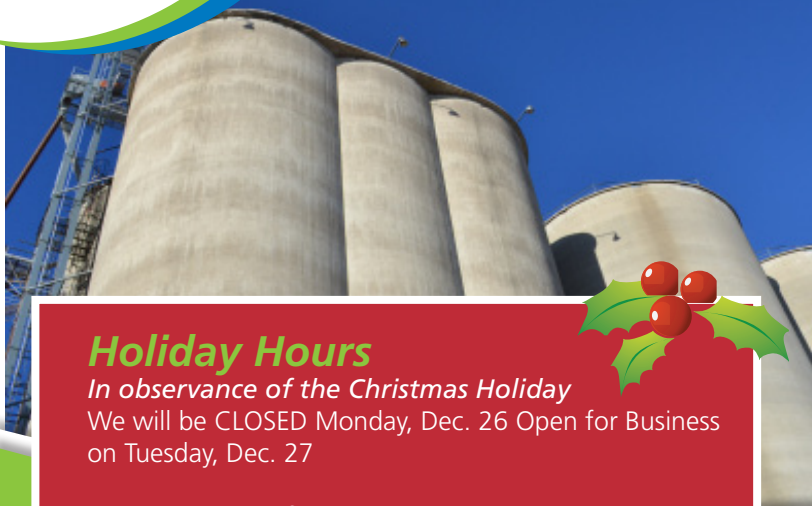
*Land O'Lakes Animal Farm Research Studies CT-06-05, CT-04-10 and CT-08-11. Because of factors outside of Land O'Lakes' and Viafield's control, results to be obtained cannot be predicted or guaranteed by Land O'Lakes or Viafield.

Cold Stress Management

- Energy requirement for maintenance increases 1% for every degree below 60 for calves under three weeks old. At an average daily temperature of 30 degrees, a calf will need 30% more energy just for maintenance, let alone growth.
- Adding a 3rd milk replacer feeding later in the evening will provide more nutrients, help warm calves, and increase their fluid intake. Feeding them later in the evening will provide adequate energy during the cold nights.
- Warm water should be provided at least twice a day and removed before freezing in cold weather.
- Cold stressed calves are more susceptible to diseases such as naval infections, calf scours and pneumonia. Work with your veterinarian to identify early symptoms and determine treatment protocols.
- Provide a deep bed of straw (about 5-6") for the calves to nestle in to preserve body heat. If the calf's legs are completely hidden while she's lying down, the bedding is deep enough.
- Calf jackets or blankets can also be used to keep calves warm and dry.
- Proper ventilation means exchanging dirty inside air with fresh air, especially at calf level. Without proper ventilation, excess moisture and ammonia build up, causing respiratory problems and permanent lung damage.



PO Box 38
Marble Rock, la 50653



Holiday Hours

In observance of the Christmas Holiday
We will be CLOSED Monday, Dec. 26 Open for Business
on Tuesday, Dec. 27

In observance of the New Year's Holiday
We will be CLOSED Monday, Jan. 2
Open for Business on Tuesday, Jan. 3



Connections

December 2011 Issue

In this Issue

- Viafield Receives HACCP Certification
- USDA Report Grain Comments
- Cenex Tanks of Thanks Info
- ColdFront is Here
- What's Your Favorite Holiday?

***Look inside for
more information!***

www.viafield.com