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BUILD A CAREER HERE!

It gives me so much hope when I look at the values that PCE lives out every day. Growth is a key piece to that. Personal growth, business growth, and customer growth are all drivers for us. I am grateful to work for a company that believes in our employees development and growth. PCE wants to build long-term careers. I am so encouraged when I see PCE interns being offered full-time precision sales agronomist positions. Another example would be custom applicators growing and developing and taking on leadership roles in management, sales and logistics. It is believing in the individual talent, investing dollars in development, and sharing the success in our teammates growth. PCE is currently looking for additional teammates. Check out our Indeed listings along with our career page on the PCE webpage. We are looking to hire an Operations Manager at our Pearl City location, CDL drivers and an agronomy intern. Shared growth and shared success starts with each of us. Building a strong team and taking care of our customers goes hand-in-hand. To learn more about the opportunities check out our webpage.

PENNIE GROEZINGER | VP HUMAN RESOURCES & COMMUNICATIONS | PGROEZINGERA@PCE-COOPS.COM

SPRING IS IN THE AIR!

Spring is in the air and you know what that usually means is not too far behind...Flies!! Now is the time to start thinking about adding Clarifly to your feeds. Clarifly Larvicide is a feed additive that prevents house flies, stable flies, face flies, and horn flies from developing in and emerging from the manure of livestock, where the flies lay their eggs. Heavy populations of flies can negatively affect the health and performance of all animals, while also being a nuisance to farmers and surrounding neighbors. Reducing fly populations on dairy farms not only increases cow comfort, but also drastically reduces the spread of disease pathogens. Clarifly Larvicide is safe to be fed to several different markets: dairy, beef feedlots, pasture beef, swine, and equine.

Pearl City Elevator strongly encourages our producers to start feeding Clarifly larvicide the 1st part of April and continue it for 30 days after the 1st frost usually mid October. Please contact your Pearl City Elevator Alliance Nutrition representative to start feeding Clarifly Larvicide today!

CHRISTIN KEEFFER | VP ANIMAL NUTRITION | CKEEFER@PCE-COOPS.COM

GLOBAL COMMODITY DEPENDENCE: THE AGE OF DILEMMA

With recognizing that PCE is in the business of meeting society's needs, we automatically connect our business to 335 million Americans or 7 billion people around the world, as soon as we realize that many kernels of corn and soybean grown in northwest Illinois and southern Wisconsin, have very likely made their way to eastern world to feed our fellows in Asia for example.

The number one priority of countries' leaders is concentrated in managing their citizens' food and energy security. The dilemma strengthens up when we realize how independently countries can truly operate in providing national food and energy security to their population needs, in a viable manner.

With that said, while many countries race to score some level of independence, the real dilemma is the viability: security versus economically sustainable. With all the modern technologies available, we see Saudi Arabia drilling water from underground rivers and turning deserts into irrigated farmlands. However, due to the high costs of converting deserts into cropland, importing food and feed stuff into Saudi Arabia, remains the best deal, except for the "dependence" dilemma.

In the moment that we watch the unfolding of Russia-Ukraine geopolitical conflict, and its effects in the global markets, U.S. shale production is reshaping the global oil markets and shifting geopolitical power around the world. The U.S. shale boom is more than a declaration of independence on Middle East oil, but also an export opportunity that rebalances the energy trade across the globe.

In this era of global product shortages and rising costs, the combination of PCE's state-of-the-art assets, and its customer focused approach, has been proven to be our differentials to secure a resilient supply-chain and respond with agility to all structural risks across our supply portfolio. In the long run, this is what makes PCE incredibly reliable and easy to do business with.

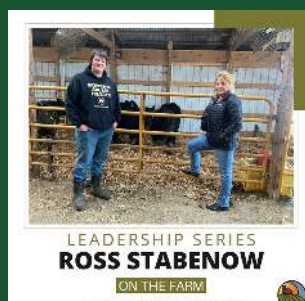
RODRIGO ZOBARAN | CHEIF COMMERCIAL OFFICER | RZOBARAN@PCE-COOPS.COM

QUALITY ENERGY PRODUCTS TO MEET YOUR NEEDS

You make a big investment in equipment, so it makes sense that you continue benefitting that investment by using quality fuel. With fuel prices continuing to rise, it is important to know the added value of using premium fuel versus standard fuel. Cenex RoadMaster XL and Ruby FieldMaster premium diesel fuels come with an additive package that is more complete and works to optimize performance. This helps to reduce maintenance costs, improve fuel efficiency, maximize horsepower and limit downtime.

At Pearl City Elevator, we're ready to help protect your investments with dependable Cenex Premium Diesel Fuels. For more information about these products and more of our quality energy products, contact Brian Rockey at 815-541-1346

BRIAN ROCKEY | ENERGY SALES & MARKETING | BROCKEY@PCE-COOPS.COM



GRAIN UPDATE...

Historically, February has always been considered the doldrums of the marketing year. The last few years, February has been anything but inactive and stagnant. This year is no different. In my years at Pearl City Elevator, this has been the most dynamic month of February I have ever experienced. After the last couple years, I guess no one should be shocked by that, as the term unprecedented seems to be used daily.

I am writing this on the evening of February 20th. This isn't normally of importance, but this month might be an anomaly. There have been a lot of market factors this month that have been impactful to the markets and it seems to be influencing the market on the daily. My wife and I are watching the Olympic closing ceremony and not far from Beijing there is a political situation that has the grain markets on edge. Russia and Ukraine are currently on the verge of conflict, and a lot could happen between me writing, and you reading this article. Not what you would consider inactive for a February.

The bullish run here in February can also be attributed to the weather scenarios out of South America. This month alone we have seen CONAB reduce the bean expectations in Brazil, and every private analyst decreases the yield. Some analysts have decreased it more than once. Above average temperatures, below normal precipitation in most crop producing countries in South America. Not what you would consider stagnant for the month of February.

The doldrums of February might also be a prime reason that crop insurance uses February to average price protection programs. Insurance companies and actuary scientists always seem to have a method to the madness. However, over the last few years, the market volatility in February may have people rethinking that thought.

We can continue to talk about February, but as we look to the future and flip the calendar, we also need to look to the future for our marketing decisions. It is easy to look back to the last few months and dwell on decisions made, but many important decisions are upcoming. Obviously, a major decision is what crop producers are going to plant. Values of corn and beans versus costs of inputs are at the forefront of many farmers' plans.

Crop intentions report will be released in less than a month (March 31). Many final decisions will hinge on those numbers. The agronomy sales force at PCE have been actively discussing these potential changes over the last few months. Those discussions have led to many discussions with the merchandising staff as well. That is key! The last thing we want to see is producers make those changes without locking in those profitable opportunities.

It is safe to say, the next month will not come without volatility. Whether it is political conflict and SA weather, or it is an acreage battle and inflationary concerns, as producers, our focus needs to be on profitable sales. With so many things working against our profitability this year, let's not focus on market highs. Of course, every farmer wants to sell there, but the reality is very few do, and the ones that accomplish that don't sell everything. Incremental sales while the market is trending up is a great way to get coverage while increasing your sales average. Have goals in mind and execute if we reach those levels. We always encourage offers, and our staff can watch those offers, so you don't have to.

KEVIN HEIMERDINGER | GRAIN MERCHANDISER | KHEIMERDINGER@PCE-COOPS.COM

THE SUN IS GAINING STRENGTH AND THE SNOW IS MELTING!

I always enjoy this time of year when the sun is out, and we can feel the increased strength of its rays.

This gives me energy knowing that spring is close by, and we could be planting in 45 – 50 days! Now is the time for our final preparations as we approach our spring planting season. Do we have our final seed plans and seed planting prescriptions together? Fertilizer spring plans in place? Crop Protection plans including a possible plan b if weather does not cooperate for some of our time sensitive post emergence products? These are all areas that our Agronomy Team excel in, let us help you prepare for the highest chance of success!

We are about to begin soybean treatments with Warden CX and other beneficial products in preparation for spring. The trend is towards planting soybeans earlier than in the past to achieve better yields. Soybean seed treatments help protect our soybeans from disease and insect pressure, giving a great return on investment. Have you had a discussion with our Agronomy Sales team on your soybean treatments?

We also encourage a start clean and stay clean in our crops. As you work with our Agronomy Sales team, review your challenges of the past few years, and engage our team! I have always believed in having a plan B in case Plan A needs to be changed. This saves time and helps in making better decisions. Some of our products have narrow windows for application and may need to be changed if wind, temperature or weed size are beyond lable restrictions. We are always looking to improve your operation to be more efficient and grow more bushels.

Lastly, spring is close. We are encouraging our team and yours to get some quality time off and clean up any home projects before the rush of spring gets here!

BRIAN WAMBEKE | VP AGRONOMY | BWAMBEKE@PCE-COOPS.COM

Shoot to Silk

A management program for your corn and soybean acre that incorporates data driven insights and well-timed crop progress updates that deliver a performance warranty!

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