



Phone numbers for our locations:

- Massena 712-779-3515**
- Cumberland Elevator 712-774-5412**
- Cumberland Station 712-774-2239**
- Fontanelle 641-745-3371**
- Greenfield 641-743-2161**
- Sorensen’s 712-774-5389**
- C-Store 712-779-3440**

Fall, 2019

Manager’s Corner-Rich Anstey

As I look back at last fall’s newsletter my opening statement has not changed from 2018 to 2019. We still have mud and we still have tariff fears. Hopefully the weather will turn more favorable and the government will get a trade deal passed soon! My best guess is a trade deal won’t happen until next summer. (I hope I am wrong on that last statement!)

Your coop was able to pull out another profitable year, although not as good as last year. We will be revolving back 2009 and issuing non-qualified patronage for this past year. Basically like a year ago. The hard work put forth by the team at 21st Century Coop and your continued support of this coop made it all possible. Thank you all very much!

The annual meeting will be held November 23rd at the Cumberland Community Building with supper at 6:00 p.m. and the meeting to follow at 7:00 p.m. This year we have two directors with terms expiring, Paul Johannes and Kevin Stender. I would like to thank each of them for their years of service to the coop Board.

With that being said, there are four people who will be seeking election for the two vacant spots to the Board this year. They are Kevin Tanner, Bob Barkley, Richard Erickson and Larry Waters. I also would like to thank them for their willingness to be on the ballot this year.

See you all on the 23rd!

And as always the 21st Century Coop team and myself are:

**Here with YOU,
Here for YOU,
Here because of YOU!**

Lonnie Harms-Grain Merchandiser

What a year this has been; a cold, wet winter, a cool, wet spring that delayed planting and emergence followed by a mild summer and a wet start to the early fall. At this point it looks like yields will be good but corn moistures will be running wetter than we are used to. Prices have dropped considerably from their summer highs but are running a little better than a year ago. Many of the same issues facing the market last year are still rearing their ugly head again this year. Demand is down for corn and beans, the China tariffs remain a stumbling block in a China trade deal but with them having lost somewhere around 40% of their hog herd their demand is down about 15%. On the corn side exports have been dismal and a record number of small refinery exemptions have reduced ethanol demand. The dollar has remained consistently high, hurting our price versus South America, Russia and Ukraine.

We are offering a new contract this fall called an extended price contract. You can sell the crop at the current market value (no storage or priced later charges) and extend the pricing period until the end of June. We would pay a 70% advance. This will allow you to take advantage of any potential CBOT price rallies. You can do final pricing and payment any time up to June 30. The risk is if the price goes down you ultimately will get less total for your grain. This will need to be done in 5000 bushel increments on corn and 1000 bushel increments on soybeans. The charge for this contract will be three cents on corn and five cents on soybeans. I will have information posted at each location or you can call me in Cumberland for details and benefits/risk.

We will be working diligently to keep our doors open as long as possible each day during harvest. However, with what I expect for yields and moisture, there will be challenges. We will once again be bagging soybeans in Cumberland and piling corn in Fontanelle and Sorensen’s. We will transfer between locations as needed but transportation can get tight at harvest time so

bear with us. Once we get full or near full we will need grain to be sold or put on a priced later contract as we need ownership to use temporary storage.

As far as the markets go I anticipate that we may see a little strength in soybeans later this fall and into winter. Corn may see a little strength in early to mid-fall but I anticipate it may back off on the board going into winter/early spring. Early estimates for planted acres of corn in 2020 is near 100 million acres. If this becomes the number the trade uses, corn may struggle on the board but give a boost to beans. While I think CBOT prices may weaken this winter on corn I do think basis could be strong through the spring planting season. Look for opportunities to market the 2019 crop on rallies toward the \$4.00 area on the CBOT December contract and I would encourage you to start making sales for 2020 crop corn at those levels also. On beans I would make sales when cash is \$8.40 and ratchet up from there. Remember, you can put hard offers in with me or the location you do business at and we can work those offers during the day and night so you don't have to worry about watching the markets every minute.

We will be having our winter marketing meetings on January 22 in Cumberland and Fontanelle. There will be more details when we get closer to the date.

I hope everyone has a safe and prosperous harvest season.

Fontanelle News-John Baudler, Assistant Manager

Wow, once again I say where did this year escape to? It's already October and harvest has begun. The way the winter ended, or continually hindered the spring season, I'm a little surprised that we are as far along with harvest completion at this point. We still have a long way to go so I hope the weather cooperates and gives us a good six to eight weeks.

Before harvest began we were at the lowest on corn and soybean inventories at Fontanelle than we have been for a long time. Even so, with some of the early yield reports, we plan to be able to fill our outdoor corn stadium where we used to pile corn. At the end of August we had less than 5,000 bushels of soybeans on the premises. I expect to have all the bean storage used up by the end of the season.

Along with harvest, the guys are getting the NH3 equipment ready for fall application. Right now I am not

sure if fall application will fit in but we want to be ready. We were able to add to our NH3 nurse tank inventory and now have an additional four side by side nurse tanks in our fleet. Be sure to visit with Andy, Don or any of our agronomy staff about your fall and spring fertilizer needs.

Be sure to mark your calendar for November 23rd. We will be having our annual business meeting of your 21st Century Coop. This year it will be held at the Cumberland Community Building. We will be revolving deferred patronage from 2009. Again, thank you for your continued support and business.

<p>21st Century Coop Annual Meeting</p> <p>Saturday, November 23, 2019</p> <p>Cumberland Community Center</p> <p>Cumberland, IA</p> <p>Informal Dinner 6:00 p.m.</p> <p>Annual Business Meeting 7:00 p.m.</p>
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Massena News-David Bissell

Climate change. We've been hearing a lot about that lately. Too hot, too cold, too wet or too dry. Heck that's just part of farming for you. City folks just don't get it. With that said, we just had four decent days. We had quite a few beans combined and pretty decent yields for being too hot, too cold, too wet and too dry. We've had some corn coming in. It is testing anywhere from 17 to 20 percent moisture. We dried 25,000 bushels. The dryer is pretty much set. The big bin is empty. We are grinding out about 15,000 bushels a week for feed. We are ready for the corn harvest.

We had the Federal Feed Inspector stop in last month. He checked out our medicated feed log, feed storage building and the feed mill. Everything checked out good. He gave us a few tips on some documentation that would be to our benefit if questions or problems would arise. Over all it was educational for me and the guys.

Other than that it's harvest season. Take your time and keep it safe. Hopefully we can get some fall fertilizer applied.

May your holiday season be filled with happiness.

Cumberland Station News—Dave Jones, Station Manager

A customer asked me the other day if we fix tires. It kind of took me by surprise since I thought everyone knew that we not only fix tires, but we can replace them as well whether in the shop or broke down on the side of the road. To help us achieve this in a more timely and efficient way, we recently installed a new tire machine and we are in the process of installing a new truck tire machine as well.

With that being said, maybe this would be a good time to refresh our customers of what we do and all of the services we have to offer in Cumberland. Our full service station offers gas, diesel and oil as well as many diesel additives. We have all necessary accessories including wipers, lights and batteries for most applications. We fix tires and if we can't fix it, we will sell you one from an inventory that will be able to get you up and moving quickly. Oil changes are available for all vehicles including semis and straight trucks. We also offer a wide variety of snacks and drinks both hot and cold. We are a UPS hub in which you can ship/receive items Monday thru Friday. We have a staff that is second to none and we are all looking forward to the opportunity to serve you. All of us at the co-op thank you for your business!

21st Century C- Store – Brenda, Kristen and the C-Store Gang

You can't help but enjoy this time of year – it's *autumn*-matic!

This summer we did a couple of updates around the store. We replaced the walk-in freezer and walk-in cooler condensers. We also upgraded our fuel pumps and register to accept chipped credit/debit cards. Thank you for your patience while these changes were taking place.

NOVEMBER PIZZA SPECIAL

Any Large Specialty for \$12

Any 1 Topping for \$10

Also through the month of November our lunch specials will be:

2 slices of pizza and a 32 oz. fountain for \$5 or a cheeseburger, fries and a 32 oz. fountain for \$5.

With the holidays around the corner, remember we have a selection of gift cards for purchase. Also hunting/fishing licenses and lottery tickets make great last minute stocking stuffers.

Holiday Hours

**Thanksgiving: 6:00 a.m. to 7:00 p.m.
NO KITCHEN**

Christmas Eve: 5:00 a.m. – 6:00 p.m. (Kitchen closing at 5:00 p.m.)

Christmas Day: Closed

New Year's Eve: 5:00 a.m. to 9:00 p.m.

New Year's Day: 5:00 a.m. to 9:00 p.m.

Thank you for your continued support and business!

Seed News-Trent Raasch

Harvest will be here as soon as the rain lets up. While you are harvesting don't forget to take notes. Look for things that worked in your fields so we can repeat that process. You also need to watch for things that didn't work. We can evaluate what happened and see if we can make changes to correct the problems. Many things can cause issues in our fields. Identifying them can help us be successful next year.

This year we will have a great line up of seed corn to select from. We have hybrids that are fit for all your acres. Each hybrid has its own set of abilities. From high management good ground to tough clay side hills, we have a hybrid to fit your ground needs. Soybeans this year will be moving in a new direction once again. We will still have a big line up of Dicamba beans to select from. Liberty soybeans are starting to phase out. If you still want to stay with the Liberty trait, they will be available in an E3 bag. The E3 soybean will replace all Straight Liberty beans. E3 provides you the Liberty trait, but also gives you the roundup and the 2,4D choline traits. Weed management is key to high yield soybeans, and with either trait package we should be able to get the job done.

Talk with any of our sales staff at the coop to have them help put a line up for you. We have competitive pricing and multiple financing programs to fit your needs. I thank you for your past business and look forward to doing business with you in the future. I can be reached at 515-321-9334.

Greenfield- Trent Raasch

This was a great year in Greenfield. The crops got sprayed on time and are looking clean. The Fertilizer got spread. It took a little longer than we wanted but this spring was intense. Now Fall. Harvest will soon start and we are ready. It is going to be very busy harvest with the rains delaying everyone. Don't get too wrapped up in harvest and forget about next year. It starts now too. If you want soil sampling done get it lined up. We can get it sampled, and in turn get your fertilizer done timely for you. Upkeep of your ground is one key way to maintain healthy crops, insuring better yields and profit. Give me a call and we can make a crop plan for your field by field. 515-321-9334

The gang in Greenfield looks forward to seeing you through harvest. The bins and silos are emptied out and ready to take your new crop. We will be staying open late for harvest and weekends. Closing time will be determined day by day so please call and check to be sure. Have a safe and speedy harvest. Thank you for your business this year and next.

Feed News-Tyler Long

This part of the year many things are going on in our farming operations. It is crucial we don't forget about our cow herds. We can do a lot of different things through management to set us up for a good calving and breeding season going into next spring. Getting calves weaned in a timely matter is crucial for cow body condition score. Weaning that calf will reduce her maintenance requirements by a third. Looking ahead into the fall and a later harvest, we need to evaluate and be conscious of what we have out there for crop residue for our cows to graze. Crop residue itself can only maintain a cow for so long. A good rule of thumb is one cow per one acre of corn stalks for 25 days. Additional feedstuffs and supplements are necessary for brood cow diets if we want to add days to our grazing season through using crop residues dependent on a snow. Contact me this fall and I would be glad to take a look at your feedstuffs and feed inventories and put together a brood cow feeding program for you. Also, feel free to reach out to me regarding any questions on animal nutrition in general, I would be happy to help. You can reach me on my cell phone at 641-344-5085.

Sorensen's – Brad Chester & Steve Cullen

Hello from the Sorensen location. Fall is here and so is the harvest season. It sounds like the soybeans are doing well on what little that has been done. I haven't heard of any corn yields but reports from some of the chopping

that has been done and the looks of the corn, I am expecting good corn yields also. With the expected good yields storage will more than likely be very tight. I know Cumberland will be bagging soybeans again this year to make room. Anyone with trucks or semis that could go to Cumberland just as easily as here with soybeans would be greatly appreciated from a storage standpoint. I'm sure we will have one and more than likely two corn piles this fall. Hopefully we can have a warm and dry fall to help dry the corn down in the fields as well as the ground with all the rain we've been receiving lately.

We will do our best to get everyone in and out as quickly as possible. We appreciate everyone's patience and cooperation so things run as smoothly as possible. Any questions or concerns, please feel free to ask. Hope to see everyone in Cumberland for the Annual Meeting on November 23rd. Be safe!



Kristi Plagman – Propane

Cool, fall weather has hit us once again in early October; therefore, don't get caught in the cold by letting your propane tank run out of gas. Just a reminder that if you do run out of gas, it will result in a leak check and possible other charges per our "Out of Propane Policy". This will also require that you be present at the time of service to sign off on all work performed.

Our service guys are continuing to update regulators to make sure our customers are safe and protected. A regulator life is about 15 years and should be replaced at that time. The regulator replacement is a minimal expense to you if something should fail. If you would like us to inspect your regulator please call us at 712-774-5412 to schedule an appointment. Remember

regulator replacement is an expense to you our customer and you must be present at the time of service to sign off on all work completed.

Please remember that if you do smell propane get out of your house, turn off the propane tank and call any of our location offices during business hours or if after hours you may contact our answering machine at 712-774-2239. This answering machine will provide you with further instructions. You may also call 911 for help.

We are here to keep you warm and safe.

Facts about propane:

- **Propane is an odorless gas to which an odorant has been added to detect leaks.**
- **At one and a half times the weight of air, propane will settle in low areas.**
- **In a liquid form, propane is half the weight of water.**

Bookkeeping—Leann Tibken & Susie Agnew

Hello from accounts receivable and payable in Massena. We are fresh off of our annual audit and we had another profitable year. We will be able to share some back patronage with our customers and we are looking at some facility improvements in the upcoming year. Stay tuned for new developments!

We are working on our receivables. If you have an issue, please give me a call. We would be happy to work through it with you. It is better to let us know than to let it go. A simple solution may help you sleep better at night. We are all about serving our customers. We work for you. John Deere Financial is working with us to offer some new programs for the 2019 fall and 2020 crop inputs. Check out the flyer at the end of this newsletter or stop by any time! I would be glad to discuss these programs with you.

Check out our new Facebook page! There is a competition going on for the best harvest picture on a weekly basis through harvest. There is a \$100 prize per week up for grabs, so check it out and take a chance!

Scott Svoboda-Agronomy

Where has the year gone? Harvest is here and soon we will be talking about the new decade. I think in most cases soybeans have been very good considering all the environmental conditions, planting delays and the thistle caterpillar invasion we had this year. Early corn yields

seem to be very good considering all the different weather it has gone through. I know that growers want to keep the corn in the field as long as possible to keep drying costs down but some fields have severe anthracnose stalk rot in the field and needs to be harvested quickly as possible. Need to pay attention on thicker planted populations and later planted fields that were growing taller than normal. There are nice ear sizes there so weight will make it more vulnerable.

With good yields a lot of nutrient removal has occurred. In previous articles I have mentioned that with corn .38 lbs. P and .3 lbs. K are removed per bushel of corn. Soybeans remove .8 lbs. P and 1.5 lbs. K per bushel. In corn silage most producers understand that more P and K is removed because the whole plant is taken, but baling cornstalks is another form crop removal. In an Iowa State Publication, PM1688, about 4.8 lbs. of P and 18 lbs. K are removed per ton of stalk bales. This is on top of what has been removed for grain. For example, 180 bushels corn and three cornstalk bales per acre weighing about 2.5 tons would remove about 80 lbs. of P and 95 lbs. of K.

This fall is a great time to do soil sampling for the next growing season. Perhaps there are areas that didn't yield as well or the crops did not look as good throughout the growing season. Try a comprehensive sampling or consider a better close up of your fertility levels with management zone sampling or grid sampling. We can get your fields sampled and provide sound agronomic recommendations and apply fertilizer with our two variable rate equipped dry floaters. Soil pH is very important for nutrient uptake, nitrogen utilization and efficient herbicide activity. 21st Century Coop has available a contractor to apply lime either broadcast or variable rate. At 21st Century Coop we are also offering a nitrogen stabilizer again this fall called NZONE GL. It has shown great opportunities to stabilize the nitrogen and keep it in place throughout the crop year. It is safe, non-corrosive to equipment and farmer friendly.

For the crop year 2020 we at 21st Century Coop are offering a couple different finance programs through John Deere Financial (JDF). See the flier below for more information. This can be used on crop input purchases throughout the year, no feed items can be put on this finance plan. This could be another tool to help with some of your financing purchases along with your bank.

I would like to take this opportunity to thank you all for your business this past year and continue on providing these same great services for you in 2020.



2020 21st Century Cooperative Crop Input Program

Financing solutions for your crop input purchases in 2020

21st Century Cooperative constantly strives to help your farming business be profitability and bring solutions to meet market challenges. We are happy to have partnered with John Deere Financial (JDF) to bring you additional options for next year’s crop input purchases. You can take advantage of the cash discount and pay at the time of sale; utilize JDF’s low rate finance option; or take the cash discount and finance the purchase with JDF.

Crop Input and Application Programs

October 15, 2019 – August 31, 2020

	Program Options	Option Notes
Option 1	Discount of 5%	Payment due at time of purchase. No financing
Option 2	Finance purchase at Prime -1	No Cash Discount.
Option 3	Discount of 5% and finance purchase at Prime + 6.95	Receive discount and financing

- Minimum initial purchase of \$1,000 required.
- Payment to John Deere Financial is due in full by the December 2020 statement.
- Growers must notify 21st Century Coop for transactions to be submitted to JDF within 30 days of purchase.
- Prime rate is 5.00% as of October 15, 2019.
- Producer must have an active JDF account in good standing with available Special Terms Credit.
- If a producer does not have a Multi-Use Account, they may call (800) 433-8964 Extension 3 or go to JohnDeereFinancial.com/MultiUseApply to complete an application.

John Deere Financial Benefits

- Save interest expense versus operating line
- Preserve capital for other discount opportunities such as fuel
- **JDF line is unsecured**- No liens or asset commitment
- Preserve operating line for other needs such as land rent or repairs
- No penalty for early payoff

For further questions contact 21st Century Cooperative office in Massena at 712-779-3515.