



Fall, 2020

Manager's Corner-Rich Anstey

“2020”, a year not to be forgotten anytime soon! Who would have ever guessed that Covid and derecho would be words headlining Iowa’s news stories at the beginning of the year! We have had a busy summer with the bin in Cumberland and the new dry fertilizer shed in Greenfield. Both of which were much needed to keep the coop and our valued customers/members growing as we move into the future!

Your Coop was again able to put together a profitable year. We will be revolving back year 2010 and issuing non-qualified patronage for this past year. Once again the hard work put forth by the team at 21st Century Coop and YOUR valued and continued support of this coop made it all possible! Thank you very much!

Due to Covid-19 we have decided to hold the annual meeting in the morning and serve coffee and donuts. The meeting will be in Greenfield at the 4-H Community Building at 10:00 a.m. on November 21, 2020.

This year Rick Wheatley is seeking re-election to the Board and Kirk Hartman has termed out and cannot seek re-election this year. I want to thank Kirk for his years of service to this coop! Larry Waters has come forth to seek election to the Board.

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

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

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**

Lonnie Harms-Grain Merchandiser

The 2020 harvest is upon us and yields are extremely variable. It seems as if just a tenth or two inches of rain made a huge difference. Beans have been very dry with many under 10% moisture. At this time bean harvest is wrapping up and corn harvest is just beginning. Prices have made an uncharacteristic rally during harvest. Basis for both corn and soybeans is as strong as I have seen at harvest for quite a few years.

Many of you are selling your beans but corn sales have been slower. We have a cash inverse in the soybean market so the market is telling you to sell now. If you want to take advantage of a potential board rally consider a basis, extended price, or minimum price contract. If you are concerned about income in this year you can always defer the payment to January, 2021. We also have storage and priced later contracts available.

We are trying to keep prices competitive with local competition as well as processors. Check out our bids and keep in mind you don’t have to deal with city traffic and with quick unload we can have you back to the field quickly. While bean space is getting tight we do have plenty of corn room. The new 605,000 bushel bin in Cumberland is operational and we are filling it now with corn.

Carryout is tightening on corn and soybeans compared to the last few years but it appears there still is plenty of supply to meet demand. Ethanol demand has improved compared to the disaster of this spring with Covid but it is still running about 10% below the five year average. This equates to about a 500 million bushel drop in corn demand if it remains that way all year. Exports are very strong and are making up for much of the demand lost in Ethanol production. China has been very aggressive in corn and soybean purchases and with dry weather in Brazil that should continue into the early winter.

Have a safe harvest and if you want any market information give us a call.

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 21st. We will be having our annual business meeting of your 21st Century Coop. This year it will be held at the Greenfield 4-H Building. We will be revolving deferred patronage from 2010. Again, thank you for your continued support and business.

21st Century Coop Annual Meeting
Saturday, November 21, 2020
Adair County 4-H Bldg.
Greenfield, IA
Informal Meeting with coffee and donuts 10:00 a.m.

Cumberland Station News-Dave Jones, Station Manager

Welcome to the fall edition of the 21st Century Co-op newsletter!

This time of year keeps us all very busy and we at the co-op are doing everything we can to be there for you for all of your needs. From tire repairs, to fuel orders, to quick fixes, or just a friendly conversation! Since our last visit, we were able to install a truck/tractor tire machine and it has proven itself well; saving both labor dollars and backs! (We all know none of us are getting any younger!)

With as busy as the harvest season is, we are asking that you would call in advance for your fuel order to be delivered in a timely manner. When you are at the station fueling up, make sure you grab yourself some fuel from our great variety of sandwiches, snacks, and drinks! Be careful out there!

Thank you for your business!

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

We have created two new pizzas! Chicken Broccoli Alfredo has a creamy Alfredo sauce with fresh chopped broccoli tossed in it, topped with diced chicken and cheese. Bacon Mac-n-Cheese is a crust covered with mac-n-cheese topped with bacon and diced cheese.

During the pandemic we have been doing extra cleaning and sanitizing. We also have cloth and disposable face masks for sale.

Join us November 5th for our Fall Customer Appreciation Day. We will have refreshments from open until 10:30 a.m.

Thank you for your continued support and business!

Seed News-Trent Raasch

Dry conditions this year are allowing harvest to go quickly. Soybeans are all but done and corn is starting to roll into the locations. Yields have been all over the board on beans, and corn is yet to be determined. Increase in the price should help everyone this year make up for short yields.

With harvest wrapping up, it is time to switch gears and start thinking about next year. We have a great lineup of seed to choose from for next year. We carry DeKalb/Asgrow, Croplan and Stine seed lines. In

soybeans we can put a package together based on the herbicide you want to spray. The new Flex bean will allow you to spray Roundup, Liberty or Dicamba on your fields. A corn package can be made up to fit your acres to best increase profits. We have some aggressive pricing to help lower your cost too. The first deadline for early prepay is November 15th. We have financing available with Farm Plan. The interest on this financing is 0%. For more information talk to us about how we can set something up to fit your needs. Give us a call and let us put a package together for you today. My number is 515-321-9334. Call me anytime.

Thanks for all your seed business



A bird's eye view of the new fertilizer shed in Greenfield! Photo credit to Doug Welsch.

Greenfield- Trent Raasch

2020, what a year so far! It has many interesting things happening. Harvest has been moving along at a very fast speed. Last year we didn't finish soybean harvest till the end of October. This year looks like we will be done with corn by then. The new fertilizer building has been in construction and should be done by the time this comes out. It will triple our holding capacity on fertilizer. It will have six main bins and two smaller micro bins for fertilizer. A Kahler system will keep the loading procedure quick and accurate. Now with two mixers we should be able to be more efficient. Over all the new fertilizer shed will be a welcome addition to the Greenfield location.

It is time to start thinking forward to next year. Don't wait too long to get your dry fertilizer requests in. We will be spreading as soon as we fill the new shed. NH3 season is also right around the corner. We have the bars ready to start rolling. If you want to get it on this fall,

stop in and let's talk. We can also put it on for you with our custom rig. We have been pulling custom for a few years and we keep getting more and more acres every year.

I want to take a second to thank everyone that does business with us. Without your all-round support with feed, seed, agronomy, fuel, and grain we could not be here. I appreciate your dedication to us and thank you from everyone here in Greenfield.

Feed News-Tyler Long

Coming off a very dry summer leads to some things we need to pay close attention to going into fall. Water quality in rivers and ponds is one. Make sure when kicking out to crop residue, some of the lower use water areas for your cows are in good shape. I have seen a lot of water quality issues though the summer due to the lack of rainfall. Forage supply in pastures is getting short. Make sure we are doing everything we can for our pastures going into fall to make sure we are not hurting them for next spring when we turn out. With that being said, we need to make sure we have a proper supplementation program put into place for the fall and winter season to assure these cows don't fall behind in body condition going into calving. Once the combines slow down, it is a perfect time to sit down and evaluate our winter feed stuffs and inventories and make sure we get a balanced diet put together for your cow herd going into winter. Let me know if I can be of any assistance to your livestock operation. THANK YOU for your continued business and I look forward to working with you if I haven't yet!

You can reach me on my cell phone at 641-344-5085.

Sorensen's – Brad Chester & Steve Cullen

Hello from Brad and Steve at Sorensen's. This summer Mason Chester started helping out part time as needed and with his help we were able to get emptied out of corn the first part of September. Mason will be back after harvest to help out as needed. We have Randy Peterson with us again this fall to help get everyone dumped in a timely matter during harvest. We will be tight on storage, so you may want to check with us before coming in.

As of this writing we are offering a \$0.03 premium on corn delivered to Cumberland (with new bin for more storage) or Fontanelle (to keep the feed mill supplied). This may be a nice option for anyone with a truck to get a little more for your corn. Steve has a nice lineup of seed corn and soybeans from Stine, DeKalb and Croplan, so feel free to stop in and get some information

to see what he has to offer for all your seed needs. Have a safe and happy harvest from everyone at Sorensen's.

Kristi Plagman – Propane

Even though propane is one of the nation's most versatile, efficient sources of energy, it is always helpful to know a little more about this product.

Who uses propane? Propane is used by more than 12 million U.S. households for heating and other household purposes and used by millions of other Americans for agriculture, commercial and transportation purposes.

How can you recognize a propane leak in your house? Propane has a strong, unpleasant smell, like rotten eggs, a skunk's spray or a dead animal. Propane manufacturers add the smell deliberately to help alert customers to a propane leak, which can create a safety hazard. An example of this smell is on the Propane Safety brochure that was mailed to all propane customers this summer.

What do I do if I run out of propane? You need to close the service valve on the propane tank. Then shut off all gas valves for appliances that use propane. Then call 21st Century at 712-774-5412, immediately. 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 time of service to sign off on all work performed.

Please remember that if you do smell propane please 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.

Some of this information came from "Get the Facts about Propane"

Bookkeeping–Leann Tibken & Susie Agnew

Well, no one can say they won't remember 2020! As most of you have had your challenges, we have had ours too. I feel proud that we are considered essential workers and we've remained open during this whole pandemic.

In Massena we have been ramping things up since our location manager, David Bissell, passed away. We've been job sharing and cross training. Scott Svoboda has

taken over as our new location manager. Scott's been doing a good job getting a few things cleaned up around our location. That being said, we're busier now than we've ever been and we are growing to appreciate what David did in Massena. We also appreciate the support you've shown us as we make this transition without him.

You might notice a few changes we've been working on over the summer. Some of the fencing materials are now kept inside to make for easier access for the staff to help you load. We are keeping a close watch on our inventory so we can get supplies and feed ordered when we are low. If there is anything you feel we need to start carrying, please let us know and we'll see what we can do.

Our audit went well again! It was busy time for Leann Tibken and me with the audit and an early harvest starting during the same week, but we got through it. Please look for information to come regarding our annual meeting, there will be some changes to that as well.

We also wanted to say thank you to our customers for taking steps to social distance yourselves from us whenever possible in and around the office. Covid has raised its ugly head and we've taken as many precautions as possible to keep all of us and you safe during this time. As you are used to hearing, if you feel sick, please stay home. Happy harvest and stay safe!



The new grain bin in Cumberland will hold 600,000 bushels of grain. Photo credit goes to Scott Svoboda.

Scott Svoboda-Agronomy

First of all I want to thank everyone for the business this past year. I sure thought the year 2020 would be a normal year, and was I wrong. With harvest going on it is time to wipe the slate clean for crop year 2021.

Questions have come up about fall application of anhydrous ammonia due to the dry soil conditions. Can anhydrous ammonia be held in drier soils? The answer is yes, but there are circumstances. One is the top 2-3 inches of soil for helping seal the anhydrous. On the clay side hills and how cloddy the top portion is for a good seal. It will be important to inject the anhydrous six inches deep or more so it prevents volatilization, seeks out for moisture to attach to the organic matter and clay and prevents burning on the roots in both fall and spring applied applications. Yes we need rain to make a better seal with the closing wheels, and hopefully we can get some before application season begins. Will it work to apply this fall? My answer is you got to go out and try it.

Will the dicamba herbicides of Engenia, Xtendimax, Fexapan and Tavium be available for 2021 to be used on Xtend or Xtendflex soybeans? Currently there is no label for these products to be used on the Xtend RR2 or Xtendflex soybeans. There is a lot of speculation in the market place. There is more of a chance that there will be a label for a burndown/preemergence application with a stop date of application. Currently it does not look favorable for a post emerge application. Most seed companies are moving to the Xtendflex soybean varieties for 2021. This trait provides flexibility of using glyphosate (Roundup), glufosinate (Liberty) and the Xtend labeled dicamba. There is the LL/GT27 soybean trait that is on the market front that gives you the option to spray glufosinate (Liberty) on the soybeans as a contact herbicide and/or glyphosate (Roundup). The Enlist or E3 soybeans are the other

option using the Enlist One herbicide (2,4-D) with either glyphosate (Roundup) or the glufosinate (Liberty) herbicides post emerge with this soybean trait. Whatever trait you plant a preemergence herbicide is going to be the best start to great weed management. I would recommend a multi-mode of action residual preemergence herbicide that will have longer lasting residual. Secondly the post application of a glufosinate or in combination of the Enlist One herbicide needs to be made on labeled weed heights with addition of a soil residual.



The new fertilizer shed in Greenfield is almost up and running! Photo credit to Sharyl Newbury.

We have been spreading dry fertilizer in our trade area. This fall is a little different than past fertilizer seasons as the new fertilizer shed in Greenfield is still under construction with electrical currently being installed. All dry fertilizer is being blended and delivered from Cumberland dry fertilizer shed. Please get your maps in timely so we can get them spread this fall. With fingers crossed I hope the new building is in operation by the end of the year. Once again thanks for your business this past year and see us for any of your fall fertilizer needs and your crop input products for a profitable 2021.