



Fall, 2018

Manager's Corner-Rich Anstey

Every farmer knows that to do their job it is going to take some blood, sweat and tears throughout the year. Things farmers have to deal with this fall are mud, sweat and tariff fears! How will it all shake out? I wish I knew!

One thing I do know is your coop had a better year than last year. (At least I have one year under my belt with a profit.) I would like to thank everyone who supports the coop, because without you, my fellow co-workers and I would not be here. Thanks again!

Our annual meeting this year will be held Saturday, November 17th at the Adair County 4-H Building with supper at 6 p.m. and the meeting at 7 p.m. We have two members up for election this year, Eric Gross and Clifton Baudler. Both are seeking re-election. Hope to see you there!

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

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

Thanks, Rich

Lonnie Harms-Grain Merchandiser

Grain markets have been going up slowly for the last few weeks with wet harvest weather. With a slightly bullish October crop production report we have been able to break through resistance in corn at \$3.70 on the December board and \$8.75 on the November soybean board. This does open the door for a little more upside potential. However, we are about \$.30 above last year's cash corn price and we have a record crop coming at us with continued large carryout. Planted acres will most likely increase in 2019 by 3 or 4 million acres putting a damper on any large rallies.

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

In the soybean market we have appeared to put in the low for the time being. The Chinese tariffs and a record crop are definitely holding the price down. The South America planting progress is significantly above average than last year's pace. This could mean more Brazil beans available for export earlier in the spring reducing our exports further and negating market rallies due to reduced planted acres in 2019.

The 2019 new crop corn prices have been moving higher and we have traded in the \$3.50's for cash. It would be a good idea to lock in five to ten percent of your expected production at these levels and "stairstep" offers up from there. We are also seeing some decent values in the spring/summer months to market some of your farm stored grain. June/July currently is a good value for soybeans and March/April/May for corn. Keep in mind we have multiple contracting options so contact me to set up marketing plans. If you have a price in mind you can contact us and give us an offer and you don't have to worry about it. We can work those offers through the overnight and day hours.

Have a safe and prosperous harvest!

Fontanelle News-John Baudler, Assistant Manager

It's newsletter time again and occasionally it can be a challenge to get all your thoughts in order. As crazy as this year has been with the weathersnow in April, snow in October, big wind in June, hot and dry in July and August, let's just dive in. With harvest in full swing, I know some of the green snap corn was pretty tough, most of the corn and bean crops are yielding fairly well for our area and this year's conditions.

As always, we have been staying busy throughout the summer shipping grain, preparing bins for this harvest and continuing to manufacture bulk feed. We are currently running 200 ton/day averages through the mill. Please call in feed orders as early as possible if wanting

same day delivery. There is a \$20 same day delivery charge assessed if an order is placed after 11 am. Also, special order grind and mix bagged orders need at least a one day notice and picked up ASAP as we have limited warehouse space. We are doing some repair work this fall on the feed mill ingredient bins. The original mill was built in the mid 1960's and needs some updates. We are modifying our schedules to accommodate the repairs and still produce feed.

This summer we purchased a Behlen grain bunker wall system. It will double our capacity on the corn pile we usually have. It has aeration tubes and will be covered when completed. This gives more options on timing to move the corn and a little less weather challenges in getting it picked back up. As of this writing we are filling up fast on soybeans and as harvest transitions to corn, I'm sure we will use all available space there also.

We will be having our Annual Meeting this year in Greenfield at the 4H building. It is on Saturday, November 17th. With all the hard work and dedication of all of our co-workers, management and board of directors, your Coop did have a profitable year. We will be revolving deferred patronage checks from 2008. Again, thank you for your business.

Have a safe and blessed harvest season.

Massena News-David Bissell

As of this writing the bean harvest is winding down. Yields are a little lower than expected. Green snap is taking its toll on overall corn yields. It has been an interesting and challenging harvest. I've been hearing "I'm not planting that hybrid again or using that chemical program" but remember Mother Nature runs the show.

On the feed side of things, I've been asked if discounts can be given when a whole pallet is purchased. The answer is yes! Tyler Long, our feed specialist, is working on some booking programs for us. I will get them listed on our web site as soon as I get them.

Jeremiah and Willie are doing a great job keeping the feed mill running. Every once in a while a little gremlin sneaks in and gives us an issue, but it's nothing we haven't been able to repair ourselves.

On behalf of all of us at 21st Century Coop, we would like to say "Thank you" for your continued support. Let's keep the rest of the harvest safe, avoid the mud holes and have a happy holiday season!

Cumberland Station News-Dave Jones, Station Manager & Ted Mills, Service Technician

Greetings from the Cumberland Station! It seems that the torrential rainfall is behind us and harvest can finally find some footing and get in high gear.

We have recently installed a new "Hunter" tire balancer in our shop. Proper tire balance is very crucial for tire wear and quality of ride in your vehicle, both of which can greatly impact your bottom dollar. Our new machine is a vast improvement over the previous equipment.

It is amazing to me how far technology has come, and it is very apparent even in the tire service industry. We have come a long ways from the old bubble balancers that a lot of us remember growing up, to now having extremely accurate computer diagnostics and laser guided weight placement with this new technology we can better serve you the customer by providing the most accurate tire balancing possible. This will increase tire longevity/wear and prevent any undue stress on vital suspension components due to improperly balanced tires, helping you get the most for your money when purchasing tires.

Also with this new technology comes a very slight learning curve, so we ask for your patience as our technicians get accustomed to it. Tire balancing is a free service with the purchase of new tires, or can be purchased for a small fee on other tires and wheels. Furthermore, I would like to remind you that tire companies offer a variety of rebate programs throughout the year, so be sure to stop in and see if there is one to fit your needs.

As always, we want to thank you for doing business at 21st Century Coop. Have a safe harvest and attend your annual meeting.

Feed News-Tyler Long

This fall is bringing some challenges to us on the crop side of things, but we can't forget the opportunity and value our livestock presents to our operations. Keep in mind this fall the value and dollars you are adding by backgrounding your cattle after you wean. There is a lot of stigma out there to keeping calves on the lean and lighter side. It is possible to put weight on these calves efficiently and keep the composition of these cattle the way the buyers want and not get docked for it. Remember, for you, it's not about dollars per pound, it's about cost of gain, taking weight to the barn and it's about total dollars per head. That is what you need to be

looking at. Also, keep those mama cows in mind going into winter, yes, we had a pick-up in our grass supply here lately, but they had a rough summer for consuming good forage and maintaining body condition. I am telling you right now, do not rely solely on stalks to maintain or pick up weight on your cows this fall and winter, stalk quality is poor and will not be at all adequate without supplementation. I would be happy to sit down and go over these strategies with you this fall, stop into any of our locations to talk or give me a call 641 344 5085. Also, be looking out for our fall tub product promotion to be coming out in the next few weeks.



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

Twenty-five years ago, October 1993, the C-Store opened its doors. Join us Friday, November 13 for our fall open house and celebrating 25 years of business. There will be snacks and refreshments and store specials throughout the day.

Our November pizza special will be a Combo, large for \$14 or a medium for \$10. If you save 10 proofs of purchase you can get a free pizza of your choice.

Over the summer we updated our north diesel pump from suction to pressurized. It has cut down the time to fill up considerably. Also inside we have updated our register to accept chipped credit/debit cards. Chipped card readers will also be installed soon on all of our fuel pumps.

Winter hours will begin November 23rd. Our hours will be 5 a.m. to 9 p.m. seven days a week.

Thank you for your continued support and looking forward to seeing you at the annual meeting Saturday, November 17.

Seed News-Trent Raasch

The rain looks like it will stop and let us back into the field soon. This harvest we need to keep an eye on both the corn and beans. Our corn took a hard wind earlier this year that started some stalk issues. Now with all of the rain we could see more corn going down. Beans should stand ok, but we need to watch the pods. They could start to open up and cause beans to fall to the ground.

With harvest just getting started, it is time to start looking ahead to next year. Seed prices are in and the first pay deadline ends October 20th. We have several programs in place this year to assist you in your seed purchase pricing. We carry many competitive brands with each brand carrying its own strengths and weaknesses. Knowing where to place each one can help maximize yield for you. We also have financing available to assist in your purchase. A 0% interest or a 1% below prime will both be available. If you have never bought seed from us I challenge you to try us. Let Steve, Scott, Andy, Kegan, Don or I sit down with you to put a package together that will work for you. We would love to help you with your seed needs. You can always reach me on my cell 515-321-9334

I would like to thank everyone for their business and support, and look forward to working with you in the future.

Greenfield- Trent Raasch

Greenfield is ready for harvest! We have plenty of storage for your crop. The fertilizer building is full and ready to start spreading. Now we just need mother nature to give us a break to let us all do some work. Joe and Devon have the dryer in good shape and working great. Roy and AJ have the rest of the facility greased and running smooth. Can't forget about Sharyl, she has plenty of tickets ready to weigh you.

Not much new here in Greenfield. If you are wanting fall spraying done let us know. Once the rain quits we will get started. Soil sampling will need to start soon. If you are wanting to get some done let us know. Fertilizer is an important part in your crop yields. Make sure you sit down with me and go over what would work best for this upcoming year. Prices on all fertilizers are going up. Be sure you book yours early to lock in the price for next year. You can reach me on my cell 515-321-9334.

We are replacing both Joe and Devon sprayers with new John Deere sprayers. The new Sprayers with have the

shutoffs on each nozzle. This will eliminate overlap and reduce and chance of carryover into next years crop.

Hope everybody has a safe harvest. Thank You for your business.

Bookkeeping–Leann Tibken

My grandmother told me that nothing is certain in this world except change. She was right! Change seems to be the new normal at 21st Century Coop. Good changes are happening and we hope you appreciate our efforts. New bins, dryers, gas pumps and computer servers are up and running at the coop in an effort to become faster and more efficient. In November a new cardtrol system should make it possible for you to use your cardtrol card at any of our three locations, Greenfield, Fontanelle or Massena C-Store. Please be patient while we work out all the hiccups. There are many more projects on our “to-do” list that we hope to complete as funds become available. With your support and patronage, we will make these dreams a reality.

In September we completed our annual audit. We are pleased to let you know this year looked much better than last. The Board has approved paying back patronage from 2008 and starting something new this year called non-qualified patronage. We are still working on the proper definition of “non-qualified” but the short version is you will not have to pay taxes on the patronage you receive until you actually get the check. It also gives the coop some tax advantages, seems to be a win/win. All of this will be presented at the annual meeting on November 17th. Please join us and bring us your questions, comments or concerns. A light dinner will be served at 6 p.m. with the annual business meeting to follow at 7 p.m. We hope you will attend. Your input is important to us!

In the spirit of efficiency we would like to remind you to return the receipt at the bottom of your statement with your payment. It saves us a lot of time if we don't have to look everything up and prevents errors of payments being applied to the wrong account.

We could use some assistance finding relatives of members who are no longer with us or have moved and we have no address. If you have contact information of anyone on the following list, would you be willing to share it with me? I might offer a reward to get this paperwork off of my desk!

- CARL M. BEHRENDIS
- FRED IHNEN
- PHIL MATTHEIS

- BLAKE NELSON
- CLAUS FITSCHEN/MAGGIE MC GUIRE
- DON EVANS
- EBLEN COMPANY, ATLANTIC IA
- FLORENCE COFFIN

We really appreciate your continued support and hope the changes we are making will make your life easier. We look forward to working with you in the future!

Sorensen's – Becky Dreager & Steve Cullen

What a wet beginning to harvest 2018!! We are seeing lots of beans being delivered with some corn occasionally. We have some new part time help this fall, Randy Peterson. He will be helping Steve with the outside duties.

Please remember when hauling here that you tell me who you are hauling for; as I may not met everyone this past year. I can't believe how fast this first year of my employment with 21st Century Coop has gone. I am looking forward to many more years. We want to wish everyone a happy and safe harvest.

Agronomy News–Scott Svoboda

The year 2018 will be one to remember or not to remember. The weather was variable first cold then hot, then wondering when it was going to rain again. Well, our wishes were granted with over 25” rain in the last 60 days. Yes this September will go down as the third wettest on record and in some areas of Iowa the wettest. I looked back over the last 10 years on my calendars for the month of October, and in 2007 there was ~ 8” rain, in 2009 ~ 6” rain, 2014 ~6” rain, and last year there was about 7-8” of rain in the first two weeks of October. Average precipitation for this area is about 2.5” for the month of October. It will be muddy getting the crop out, but were still able to get some fall field work and fertilizer applications done in November.

With crop prices not being the best and the word “tariff” being part of our vocabulary, input costs will be a challenge again this year. As of October 1st some generic herbicides have already been affected by tariffs and there could be more January 1st. More than 91 million acres of corn expected in 2019 means more nitrogen to produce to meet demands. Manufactures of nitrogen have made upward moves in all forms of nitrogen. MAP and Potash are also trending upward at this time. Currently soybeans are not penciling out to be very profitable unless there is an upswing in the price. Transportation and Electronic Log Books (ELB) have

also increased some fertilizer and other input costs in the area.

Generic herbicides have been on the rise the last couple years. Yes the costs per ounce, pound, or gallon is less, but other factors such as the percentage of each active ingredient or the combinations of active ingredients along with the rates is important to know too. Some combinations of generic products may not have as much chemical to control the weeds in which a higher rate maybe necessary to get the weeds under control. Plus the names of generic herbicides they say are the same thing but still important to ask or look yourself. Some deals maybe too good to be true as it could be older herbicide that may have settled out, froze or crystallized as manufacturers are trying to get rid of their inventory. Having a person that understands the rates and how the product works is very helpful. We will be selling some of the more commonly used generic products, but if there is a product you would like us to find or price please let us know.

With corn and soybean prices lower and inputs costs still up, many growers are wondering about crop fertility. In a nut shell, that depends on several factors. First, what are the soils measuring for nutrients? Are they high, low, or in optimum range? Doing a soil test is best way to find out. Here at 21st Century Coop we have been taking composite soil tests already to see what level the soil is at for pH, phosphorus, potassium, and other nutrients. Lower levels will see a higher rate of return on dry application than a very high level. At optimum or high levels a maintenance application of dry fertilizer would still enable very good yields. Instead of a composite soil tests, look in to doing management zone or grid soil sampling to get a better snapshot of the fertility levels in the field. With this technology we are putting the fertilizer and the appropriate amount in the area that is needed or more in higher producing soils for that very top end yield. Contact one of our agronomy personnel for more information and cost. Secondly, is the farm rented, crop shared, or personally owned? On rental ground that is a year by year contract, it is still a good idea to know what soil levels are like. Figure out a yield goal and apply a one year maintenance level of P and K. On average corn will use .38 lbs. phosphorus and .30 lbs. potassium per bushel. Soybeans use .8 lbs. phosphorus and 1.5 lbs. potassium per bushel. With crop share, communication with the landlord is important as perhaps he or she wants to increase or maintain fertilizer rates. If you own the land try to maintain optimum to high levels of fertility. So if there is a situation like this year with crop prices down and trying to maintain profitable margins, go ahead and

apply a maintenance level versus a build level on that farm.

With the wet soil conditions growers are wondering about fall anhydrous application. The best advice is to be patient. Proper depth of 6", good disc closure, and cold soil temperatures will be important this fall. With the wetter soil conditions it will be easier to leave an open slot for the anhydrous to escape, and for the grower to shallow the depth because of wheel slippage. When anhydrous ammonia is applied, it is quickly converted to the ammonium form when it comes in contact with soil moisture and soil particles. At 21st Century Coop we are again offering the nitrogen stabilizer 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.

We appreciate your business in the entities 21st Century Coop has to offer from agronomy, feed, fuel, and grain to your support at our gas pumps, service station and C-Store. We are looking forward to providing these same great services for you in 2019.

Cumberland Elevator – Kristi Plagman

The cooler weather is among us a little earlier than normal. So don't get caught in the cold by letting your propane tank run out of gas. Just a reminder, 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.

You might have seen our service guys in your area this summer. They were inspecting and updating regulators on propane tanks. 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 that 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 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.

