



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

Spring, 2018

Manager's Corner-Rich Anstey

Can someone please tell Mother Nature that spring was supposed to start March 20th! What a weird weather pattern we are having. Challenging and stressful would be a couple of key words to use. A lot of cow/calf producers have had their hands full trying to keep the new calves up and going.

We at the coop are being challenged as well with dry spreading and NH3 application. As of this writing, there has been three and a half days to move NH3 out of the gate. My fellow co-workers are some of the best in the business and ready to take the challenge head on to get things done.

I would like to take a moment to thank the Board of Directors for their confidence in me to lead the team at 21st Century Coop. I would also like to thank everyone that has sent cards, text messages, Facebook messages, personal handshakes, etc. Your vote of confidence is greatly appreciated.

With the spring window for work getting narrower, please remember to play it safe and be careful. 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

The market rally has stalled out but corn is about \$.20/bu. higher than a year ago and soybeans are about \$1.00/bu. higher than a year ago. Supplies of both commodities remain plentiful so further rallies will be small and short lived without some weather concerns. The talk of China tariffs have caused the market to show more volatility but so far the market is taking a wait and see approach to these tariffs.

The Argentina crop continues to get smaller and the Brazil crop is getting larger. World supply is plentiful but may have to move from different areas to meet demand. We may see larger than normal summer bean exports out of the U.S. On the domestic side soybean crush is setting monthly records and crush spreads have been very strong throughout the winter and

Spring. Between export demand and strong soy crush we could see the carryout for soybeans reduced in upcoming USDA reports. The planting intentions for beans came in at 89 million acres which is about 2.5 million acres under expectations. Spring wheat and cotton were the main culprits stealing acres from beans. With the winter/spring weather in the Dakotas and Minnesota some of the wheat acres may switch back to soybeans.

The corn market is shrugging off concerns of delayed planting due to cool and wet conditions. The forecast for the remainder of April and early May is warmer and drier. We can plant a lot of corn in a short amount of time. Planting intentions came in at 88 million acres which was the low end of expectations. With those acres and trend line yields we should see carryouts next year below 1.5 billion bushels and any weather scare could give a boost in the corn market.

We have had a lot of interest in new crop sales and have quite a few bushels on the books. At this point \$3.75 and around \$10.00 look like reasonable offers for new crop corn and soybeans. If you have a target price in mind you can give that offer to me or one of our managers or bookkeepers and we can work those offers for you without you having to worry about market fluctuations through the day and night.

Have a safe and productive planting season and if you have any marketing questions please give me a call.

Fontanelle News-John Baudler, Assistant Manager

I think poor Phil the groundhog might retire after what has happened weather wise since February 2nd. What a crazy winter/spring season it has been so far. As always, there are never two years the same.

Like the weather, the markets have also been quite erratic since harvest. At least we are still 50 cents higher on corn and a dollar higher on beans than we were at harvest. Many of you have done some type of forward contracting on 2018 new crop bushels. I'm glad to see more of this taking place. Risk management and locking in a profit is never a bad decision.

We have a couple new coworkers at the Fontanelle location. Mike Schoen is from Casey and is primarily in the feed department helping deliver feed. Andy Woodside is also with us helping wherever needed, whether that is with the feed, grain or agronomy. Andy grew up in the Fontanelle area and is also farming. It's great to have two more positive assets helping to operate your cooperative.

I also want to congratulate Rich Anstey for accepting the General Manager position. We have worked together for over 20 years helping grow and sustain our local coop business. We will continue to do our best at leading in the future and to be open to any opportunities that benefit our company into the next generation.

Have a safe spring season.

Massena News-David Bissell

Jerimiah Martin has taken over as main feed mill operator and Willie Vogl has transferred from the Fontanelle location to Massena as a feed truck driver for the mill. Jeremiah and Willie have made our feed mill and deliveries more efficient, brought the mill up to code and have done a lot of preventative maintenance. Break downs happen, but they are doing a great job of keeping the place running.

We would like to ask that when you come to get feed, fence posts or any other supplies, please stop in the office and let us get the paper work done and let us assist you in loading. We feel it gives a little more personal touch to the business. It is our job to assist in loading and helping you find your product. Plus it is fun to visit with you, the customer.

I was able to get to Cumberland and help with the NH3 department. Rich, Larry, Mark, Clayton and Sam do a heck of a job. A lot of product got moved very quickly. Thank you for taking your time and applying it safely. Five government agencies regulate NH3 and when there is an accident, they fly in like vultures on roadkill. A lot of why and how did this happen. How can we prevent it from happening again?

Still a lot more to be done this spring. Take your time, be safe and have a fun enjoyable summer!

Cumberland Station News-Dave Jones, Station Manager

It's hard to think about writing a spring newsletter when you look outside only to see another day of wintery mix on the horizon. Hopefully, any day now, this weather will turn around and be a little more conducive to planting.

We have a good supply of sweet corn seed on hand. This includes Roundup Ready, Incredible and Serendipity. I have one producer that plants some of his sweet corn in the second week of April. Good luck with that!

With field work picking up, we ask that you please call your fuel orders in before you run out so we can assure timely and efficient deliveries.

Feel free to stop in and see what we can do for you and your farming operation. We carry a variety of common ag/implement and passenger vehicle/light truck tire sizes. For those odd ball or specialty tire sizes we can usually offer next day arrival of your tires for your convenience at no additional cost to you.

Thanks for your continued support and business. We hope you have a safe and successful spring!

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

We went to the Farner Bocken show in April so be looking for new items throughout the summer! In our cold case we now have fresh made daily salads and sub sandwiches. Also, in June, we will be upgrading our pumps and register to chip readers. The pumps and register will be down for one day, but you may still purchase in store items with cash or check. We will post a date in advance. We are also upgrading one diesel pump to a pressurized pump for faster fueling.

Be sure to join us July 20th to celebrate National Hot Dog Day! We will be raffling off the yellow M&M man and several other door prizes!

Seed News-Trent Raasch

It's planting time, well as soon as Mother Nature says it is. With the weather playing havoc we need to watch our soil temps. Many corn growers believe that cold temperature damage is not an issue because the growing point of corn is at or below the soil surface until the V6 growth stage. This rule of thumb is usually the case regarding air temperature, but not always true with respect to soil temperature. In fact, wet soils with a temperature below 50° F may cause chilling injury during germination. Although it is possible to see this injury in corn, it is highly unlikely in good quality corn product seed lots. Imbibitional chilling injury happens when a dry corn seed takes in cold water from rain or melting snow. As usual, the germinating corn seed takes in the water and swells. However, cold water can cause cell membranes to become rigid and rupture which may result in aborted radicles, proliferation of seminal roots, and delayed seedling growth. Such damage may limit or cease nutrient uptake, restricting normal development of the mesocotyl and coleoptiles, as well as allow for soil disease and pest entry.

Don't forget about alfalfa! We have a very good dependable 4 to 5-year alfalfa on hand at all times. If you are looking for a higher growth or roundup alfalfa we can order them in. We also keep in stock many other grasses and clovers for all your needs. If you have any questions just give any of us at 21st Century Coop a call. Steve, Don or I would be happy to help you with any of your seed needs. You can reach me anytime on my cell 515-321-9334.

Greenfield- Trent Raasch

The year is starting slow. The weather can't decide on spring or winter. All these fun issues have given us little time to get work done. Anhydrous had a big push last week during our four days of spring. We are moving well through it. If you have any NH3 needs let us know and we can set you up. Spreading has been going as well as can be expected with the weather we have had. We still have acres to be spread and hope to have them all covered soon. If you have a pasture or hay field that you are thinking of spreading let us know as soon as you can. Carts are also available if you want to spread your own.

Pasture spraying is right around the corner. We will be taking care of these fields when it gets a little warmer. We want to see some growth on the thistle to be sure they are actively growing. If you have not noticed, we have a second sprayer based out of Greenfield this year. This machine will help us keep caught up and take better care of you and all your spray needs. Joe will be in the John Deere sprayer and Devon will be in the rogator. If you have any needs throughout the year give us a call in Greenfield and we would be happy to help. Thanks for all your business from the group in Greenfield. 515-321-9334.

Feed News-Tyler Long

Going into the spring/summer season, cows and calves are out to grass. It's time for us as livestock producers to hone in on what we are investing our money in our operation and take a good hard look at what is returning us the most money on our investment. Its times like these where we need to look at not cutting costs, but focusing on our efficiencies and ways to make them better. Make sure we are investing in proven and predictable feeding programs whether it is for the cow herd or calf crop. Keep in mind some of the least costly things to do in a cattle operation have the most impact in putting more dollars in your pocket. Purina's All Seasons Nutrition programs have many types of researched products that are proven to perform and help your bottom line. If you have any questions on the feeding programs we have to offer, give me a call and I would be happy to schedule a farm visit. 641-344-5085

Bookkeeping-Susie Agnew

I've just finished my first half year with 21st Century Coop, and to say I've learned a lot would be a complete understatement! I love how busy and challenging it is and I enjoy being back to my roots, not only here in Massena where I grew up, but dealing with people I've known for a long time. I appreciate everyone's patience with me and willingness to teach me what I need to know.

This time of year, I LOVE seeing all the baby calves, brings back a lot of memories for me. There is nothing cuter than watching a baby calf kick up while he's running in new fresh grass. That's one of my favorite parts of spring....robins are back, grass is turning green, trees are starting to leaf out again, grills are fired up, turkey buzzards are back...WHAT, yep I saw them. They scare me actually, but they do seem to take care of the dead carcasses on the roads....yuck.

I have to give a huge thanks to Kris Platt, she's been wonderful to work with, answers all my questions and is a wealth of knowledge and a great resource for me. I think I had some really big shoes to fill when she retired, but I'm getting there!!!

Also, Leann Tibken, my office partner. We ask each other questions every day, sometimes just to hear it out loud and we have grown to be very good coworkers in a tight space. Leann and I have been working hard in the bookkeeping area and learned a lot from the auditors when they were here in March. They have great insight on how to streamline efforts, and I've been putting their suggestions into play since they left.

Once again, I want to thank everyone for making me feel so welcome here. I appreciate your belief that I will do a good job for the coop....have a safe spring!

Sorensen's – Becky Dreager & Steve Cullen

Hello from the Sorensen location. As most of you know the calendar says spring but Mother Nature seems to think it's still winter.

As most everyone knows Phyllis Mullen retired in January and I have taken her position. Phyllis is enjoying her retirement but still stops in to chat every now and then.

This leads me to introduce myself. I am married to Mike Dreager from Atlantic and we have 3 children; Clint, Brett and Alyson. I am looking forward to getting to know everyone around here. Please bear with me as I am trying to learn everyone that comes into this location.

Steve has been busy getting the grain shipped out and preparing to leave for spraying season. He will be operating out of the Massena location spraying this spring and summer. As the busy spring season approaches I want to take a moment to remind everyone to be on the lookout for the equipment that will be on the road. Take your time and follow them with caution going down the road. Always treat it like that is your loved one that maybe in that implement and you want them to make it home to their love ones. We wish everyone a safe planting season and look forward to seeing you this fall.