



Spring, 2019

## **Manager's Corner-Rich Anstey**

I want to start out by saying "THANK YOU" to all the livestock producers out there! This past February and start of March has been brutal. Hopefully all your hard work will pay off next fall! And that goes for all the grain producers out there also. We all need prices to rally.

I have been thinking about talking to the Iowa DOT and getting some highway signs like you see on the interstate when going to a sporting event or race to put in our driveways that say "NH3 Traffic, Expect Delays." But seriously this might be the most challenging spring I have ever seen. The team at 21<sup>st</sup> Century will do everything they can to try to stay ahead of it all.

Take care! And as always the 21<sup>st</sup> Century Coop team and myself are:

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

Thanks, Rich

## **Lonnie Harms-Grain Merchandiser**

We may be finally seeing the light at the end of the tunnel as far as this winter goes. This winter reminds me of the winters we had in the late 70's and early 80's. Unfortunately, the grain markets have been as depressing as the winter has been. We have been trading in a very tight trading range for the last 90 days but we appear to be breaking out of that range to the down side. May corn and wheat futures have set new contract lows and May soybeans are at their lowest level since early fall.

We continue to wait on a Chinese trade agreement – every time it appears we are getting close it seems like a tweet or a report that talks have broken down comes out – and it becomes a vicious cycle. While the market has focused on the impact a trade agreement would have on soybeans, the bigger impact could be in corn, ethanol and potentially livestock. Recently the market has mostly ignored any news on an agreement and the moves after reports come out is relatively small compared to when the tariffs were first put in place.

### ***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

While a Chinese trade agreement would be a positive development we have to deal with over supply of corn and soybeans. We currently have a 900 million bushel soybean carryout which is the largest ever and the stocks to use ratio is the highest since 2006 (anybody remember \$5.50 beans). In the March supply/demand report they increased corn carryout to over 1.8 billion bushels and many analysts think this will increase by another 100 million bushels before the end of the marketing year.

Now the market will turn its attention to spring weather and planting. The market is anticipating two million more acres of corn than last year and three and a half to four million less acres of soybeans. This is dependent on spring weather, but recently delayed planting hasn't had a major impact on prices until we get to the end of May.

If the winter doldrums are getting to you and your spouse is tired of you complaining about winter, consider hauling grain into our elevators. We have free priced later until August 31. You may also want to look at doing a basis contract which allows you an opportunity to participate in potential market rallies but haul the grain before the busy rush.

Have a safe spring season!

## ***Fontanelle News-John Baudler, Assistant Manager***

What a winter we have had this year. I am certain that everyone is ready for it to be over.

Thinking back, it really wasn't too bad until we got to February, then almost every day seemed to be a challenge. Snow and wind was abundant. The snow piles just kept growing. Now, finally in mid-March, we are getting some seasonal temperatures and the piles are shrinking daily. Of course, now we get to deal with the mud and the sloppy roads and barnyards. The early calving season has definitely been a challenge. As the frost moves out of the ground, we will certainly have a full soil moisture profile and the farm ponds won't be low.

As we move into the spring season, we are all aware it could be more hectic than normal. With the 2018 harvest season

that seemed to drag on, very little fall fertilizer and anhydrous was applied. Hopefully, the weather will cooperate and we can get a good start by the end of March and into April. We have invested in some additional NH3 toolbars and nurse tanks within the company. No matter what the conditions, we all need to remember and practice that we are never too busy to be safe.

The feed mill continues to be producing 150-200 tons per day. It's best to have your feed orders in at least one day in advance. This helps drastically to make sure the trucks are routed and sequenced to be the most efficient.

Don't forget we are offering free price later corn and beans that are brought in from the farm. With the winter weather this year, very little grain has been moved from farm bins. As the weather and roads improve, get your grain hauled in so you have one less thing to worry about as planting season begins.

As always, thank you for supporting your local owned 21st Century Cooperative.

### **Massena News-David Bissell**

As I gear up for the spring newsletter I look outside and see piles of snow, I am watching it snow and listening to predictions for more snow, and it is the first week of March!

With that said, we could still be in the fields in three weeks. One never knows. For those of you calving and lambing I know it has been a cold, snowy 24-7 battle.

And then we have the grain markets. There is nothing to sing about there. I sound kind of gloomy don't I? Well, it is just another spring. A lot can happen in the next four to five weeks. Good old Mother Nature will tell us what to do. I sit here saying "wow," I've been doing this now for over 40 years. Some springs I don't remember, some I won't forget. Some were a battle, some you couldn't ask for smoother sailing. It is just spring.

We have grain going out and we know there is grain to come in. The guys will be spreading dry fertilizer as soon as it is fit and a lot is going to happen all at once. Let's keep it safe and have some fun. (It is easier said than done on the fun part.)

On the feed side, we have the building full of milk replacer for sheep and calves and plenty of calf creep. There are a variety of blocks and tubs. One thing to remember is for some products we have to order a full pallet. If it is not a big mover in the Massena area we might not have it at our location, but Fontanelle could and vice versa. Let Tyler, John or me know and we will work to fulfill your needs.

Once again, thank you for your support. We are here for you and because of you. The snow will melt and spring will begin. Be safe!

### **Cumberland Station News—Dave Jones, Station Manager**

Spring is only a week away and you would never know it in Cumberland, Iowa looking outside and seeing 12 foot piles of snow. We will plow our way through this and spring into action!

On the brighter side of things, we welcomed the newest team member, Brodryck Lund, in January who brings with him great knowledge and experience in tire repair as well as truck and auto services. He is also a key asset in the operations of our C-store with previous experience at our C-store in Massena. We would love for you to stop by and get acquainted with Brodryck.

Over the winter we added new food concession equipment including a hot dog roller, nacho cheese dispenser and a warming oven. We are receiving daily deliveries of pizza and sandwiches from the C-store and our customers are loving it! Stop by and grab a warm bite to eat on your way through town!

We appreciate your business and thank you for your continued support and partnership with us. Here's to a safe and successful spring!



### **21<sup>st</sup> Century C- Store – Brenda, Kristen and the C-Store Gang**

A couple new food items that we have now for the 2019 Lenten Season are beer battered shrimp (8 to an order) and beer battered Alaskan Pollock Popcorn Fish.

On April 4 and 5 we will be attending the Farner-Bocken show in Des Moines. As always, we are looking forward to seeing what new products are being introduced this year.

With graduation fast approaching, a gift card from the C-Store makes a great last minute gift.

In July we will be celebrating Hot Dog Day. Along with our in store specials we will also have a neon Bud Light sign and yellow M&M stand for a couple of our drawings. We will announce the date here soon.

Thank you for your continued support!

## **Seed News-Trent Raasch**

Even though it does not feel like spring outside it is time to start preparing for the field work ahead. Taking a look at your planter can save money and time. A few things to quick check are the seed tubes, disk openers, and planter settings. If the seed tubes are cracked or worn you should replace them. Make sure they are properly installed to insure accurate seed placement. Disk openers should be the proper size. Each planter will vary so check your manual to find out your planter disk size. Set your planting depth to about two inches. Each planter will vary on how to set the depth. Proper depth allows for even emergence and strong root development.

Seed is changing very fast, and will continue for the next several years. Corn hybrids are not changing as fast as soybeans, but new hybrids are coming out every year. These new lines have better yield potential with improved disease resistance. Soybeans are changing chemistries every year. straight Roundup beans are all but phased out. They have been replaced with Roundup/Dicamba combination. Liberty beans are still here, with changes coming. They will start to move to a Roundup/Liberty bean, and then a Roundup/Liberty/Dicamba combo. 2-4D beans are also starting to hit the markets this year. I don't see them lasting long as they will be paired up with other chemistries quickly. Whatever you need let us know and we can help match something up for you.

Don't forget about alfalfa. With this winter taking more than normal to keep animals fed, you might want to think about seeding something down. We have a great Croplan alfalfa on hand to help with your needs. If you are looking for a Roundup ready alfalfa let us know we can get it ordered in so it will be ready for you.

If you have any questions or are in need of some extra seed just let one of us know. We have Steve at Sorensen's, Don and Andy in Fontanelle, Scott and Kegan in Massena or me in Greenfield to help you with your needs. I thank you for your business.

Thank you for your past and future business. I hope everyone has a safe and profitable year. I can be reached at 515-321-9334 with questions.

## **Greenfield- Trent Raasch**

Spring looks like it could show up sometime. The snow banks are melting away to show us plenty of mud. This spring everyone will have a full work load to get done. With the short fall there will be a lot of NH<sub>3</sub> and dry to be done. As soon as we can get into the fields, we will start back up spreading dry on the fields we have orders for. If you are wanting some work done for you contact us and we will put it into the line up to be done. This winter we updated two sprayers in Greenfield for Joe and Devon. They will be running John Deere sprayers with the exact apply. This new technology will increase accuracy and efficiently. We also added a new 19 row NH<sub>3</sub> bar to keep moving forward.

With all the work needing to be done, and the long hours it will take please be safe. Sometimes we need to remember to slow down and double check things to ensure a safe and profitable year. Thanks for all your business from all of us here in Greenfield.

## **Feed News-Tyler Long**

With the challenges this spring has presented us, there are a few crucial things I want you to keep at the front of your mind when looking at your cow/calf operations. The first is that we need to continually be evaluating the body condition score on our cows. Second we need to make sure we have a good mineral program to use on the herd. Third and last I want you to be aware of the forage quality and quantity in the pastures this spring and summer. These are three crucial points to make sure you have right before you proceed into the breeding season and to assure you are meeting the needs of your cows so they can do their job. If I can be of any assistance to you and your cow/calf operation, I would be happy to set up a farm visit. You can reach me on my cell phone at 641-344-5085.

## **Bookkeeping-Leann Tibken**

There is never a dull moment in the bookkeeping department at 21<sup>st</sup> Century Coop. Each location has their own special niche they take care of. Kristi Plagman in Cumberland takes care of all the propane scheduling and billing and also works closely with Lonnie in the grain department. Linda Held in Fontanelle takes care of all the feed orders, scheduling and billing out of their office, Sharyl Newbury in Greenfield does a lot with fuel inventories reporting and regulations and takes care of our freight billing. Susie Agnew and I take care of the receivables, payables and payroll. On top of that each one of us has many daily duties which include serving you, our customers.

One of my duties is taking care of past due accounts. 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.

We welcomed three new full time employees this winter: Brad Chester will be at Sorensen's, Brodryck Lund is at the Station in Cumberland and Mike Amdor is now full time at the C-Store. A big welcome to them!

I haven't figured out who's "job" it is to off the groundhog this year, but will be sure to let you know. Let's hope spring is on its way! Be safe out there!

## **Sorensen's – Brad Chester & Steve Cullen**

Hello from the Sorensen location. As most of you know Becky is no longer with the coop. My name is Brad Chester and I started the first of the year. I know most everyone north of Sorensen's but it will take a little time getting to know some of the southern customers, so please bear with me.

My wife Cheri and I live between Cumberland and Massena and have three boys; Austin-20, Mason-17 and Brayden-11.

I think everyone is sick of the snow and cold and ready for spring weather to arrive. With that being said, with the lack of grain movement due to all the snow, be sure to keep an eye on your bins. The coop is offering free price-later contracts through August 30<sup>th</sup> again this year so you can move some of your grain before getting busy with spring fieldwork once the snow melts.

Something new this year at the Sorensen location is that when Steve leaves to spray I will be the only one here so I may be outside loading or unloading someone or even mowing. If you try calling and there is no answer, the phone has caller ID and I will call you back when I get back inside. Also we will no longer be open on Saturday mornings in the spring and early summer as in the past. Any questions feel free to ask.

I would like to thank Phyllis Mullen for being patient while training me. Finally, let it warm up and be safe this spring!

## ***Scott Svoboda-Agronomy***

It has been one of the most extreme winters we have had for a while. With cold temperatures the frost went deeper than normal which should create some natural shattering of the soil and help alleviate some compaction but the tracks left in the field last fall will still need to be smoothed out. With the record amount of snow cover in February the frost has thawed out faster. Currently soil temps at four inches are 34-37 degrees which means very little frost in places. Once the snow cover is off, walk and look at alfalfa fields for any signs of winter kill. Four year old and older alfalfa stands and four to five harvest cuttings per year may have more winter kill symptoms. Dig up a tap root and make sure the root is firm and not mushy. Split the stem open and see if it is white for a healthy root and a brownish color for unhealthy root. If an older alfalfa field would have fewer than four plants per square foot, you may want to consider seeding a new area, or you could interseed red clover into these areas for an extra year or two. It is going to depend on how much feed you need for your livestock operation or alfalfa you plan to sell. We have a good supply of alfalfa and grass seed on hand for your seeding needs.

There has been more interest in sulfur fertilizer this winter. Over the last 30-40 years the amount of sulfur in the air has diminished due to regulations on industrial and diesel fuel emissions. Applications of a sulfur source can be very beneficial for corn, soybeans, alfalfa, and pasture. Sulfur deficiency symptoms occur on the top part of the plant since it is a micro nutrient. On corn, yellow leaves with green veins are signs of deficiency. On soybeans and alfalfa the upper most part of the plant will be a pale yellow green color. For the best availability for sulfur to last the growing season 21st Century Coop offers gypsum as a great sulfur source for your farm. 100-150 lbs. per acre of gypsum will be adequate sulfur

for each crop, but if yield goals are high a higher rate should be applied. Gypsum can also be used not only as a sulfur source but as a soil amendment. Applying 300 lbs. per acre not only gives an excellent amount of sulfur, but act as an amendment to help reduce soil compaction areas and improve drainage. This is not a one year fix, but needs to be applied for a course of two to three years. 21st Century Coop has gypsum at the Cumberland and Greenfield locations.

More soybean acres are being planted using the Dicamba tolerant soybean trait or Xtend. With the Xtend program growers are able to spray the appropriate Dicamba herbicides of Engenia, FeXapan, or Xtendimax preemerge and/or postemerge on Xtend trait soybeans. These herbicides are restricted use and need a pesticide license to purchase. Other factors are wind directions, wind speeds not to exceed ten miles per hour, time of the day making applications one hour after sunrise and two hours before sunset, possible inversions, buffers, nozzle selection, spray tank preparation and clean out, and spray additives and tank mix partners. Only use approved non ammonium sulfate base products with these herbicides and drift reducing agents.

For more information on these products and approved tank mixes, you can go on line to [www.engeniatankmix.com](http://www.engeniatankmix.com) or [www.roundupreadyxtend.com](http://www.roundupreadyxtend.com)

## ***Kristi Plagman – Propane***

With the snowy and cold winter has resulted in a busier propane season. Contracted propane will be ending April 1st.

Our service guys are making plans to continue inspection and updating regulators on all propane tanks this summer. 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.

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.**

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.