



MANAGE WHAT YOU CAN

With so many factors out of our control—weather, trade agreements, tariffs—it's even more important that producers and the coop pay close attention to the things we can manage. At this time of the year, one of those controllable items is grain quality.

The weather remained cool so much later than normal this year, so we haven't yet seen the issues we often do as bins begin to heat up in the spring. Now, however, it's definitely time to check your stored grain.

Because so much of the grain we receive goes into feed, we have to be very particular about the grain we take in at harvest. The fact is, since corn comprises 65-75% of every ton of feed we produce, grain quality equals feed quality.

At Hull Coop, we receive more than 75% of our grain at harvest. The fact that we had to put quite a bit of grain on the ground in 2017 was the big reason the board approved construction of additional storage. But simply having a bin and getting grain under roof does not guarantee quality.

We work very hard to maintain the quality of the grain we store to use for feed. It starts with good corn in the fall and properly drying

and cooling to preserve quality. Drying starts with adequate drying capacity as we have the ability to take 5 points of moisture per bushel out of 250,000 bushels of grain per day in our two dryers. We are not holding wet corn for a significant period of time waiting to be dried.

The newest bin, intended to hold corn, will have six 50-hp aeration fans installed to provide 1/7 CFM (cubic feet per minute) aeration capacity. Our new bins are equipped with temperature cables and a system that automatically relays conditions in the bin to the head of our grain department. Any significant temperature change will be relayed to his phone. He also reviews the grain temperatures and condition of every bin on a weekly basis.

We strive to provide our feed customers with a product of the best possible quality. Our goal is grain that shows no heating, no damage and uniform moisture flowing to our mills.

You worked hard to raise a quality crop and bring it from the field to the bin. Don't let your grain lose value in storage now. Spend the time to keep your harvest in top condition so you'll get top dollar when it's time to sell. ♦



by Ed Westra
General Manager



HOMES FOR HOGS NEEDED

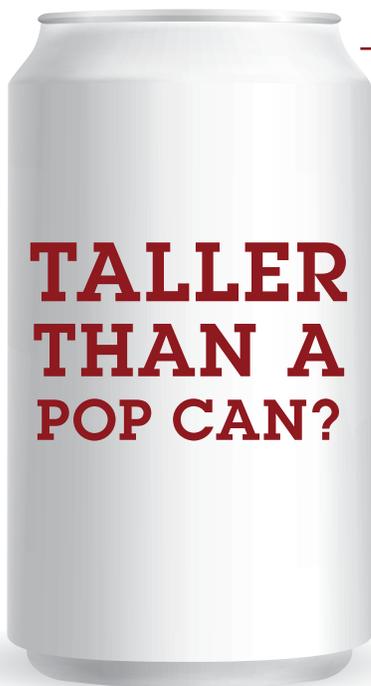
Hull Coop is looking for swine building spaces. We have a need for both nursery and finisher space in the 1,200- to 2,400-head range in either existing buildings or new construction.

It's not too late to put up a building yet this year. We have several different ways to help with financing if necessary. We can also put you in touch with pig owners to fill those buildings if you need assistance.

If you have an interest, call the main office and ask for Cory, Chris or Nick. ♦



*by Cory De Wit
Feed Department
Manager*



TALLER THAN A POP CAN?

Post spraying in soybeans is underway and for good weed control, timing is everything. When we're scouting fields, we don't want to see weeds taller than a soda can. When weeds get taller than that, most herbicides lose at least some degree of effectiveness.

We like to get into soybeans early, then rely on residual activity to beat weeds before they come out of the ground. As you're scouting fields and spraying, pay particular attention to fencelines, field borders and wet spots. With some of those wet spots, you may have to come back with your 4-wheeler sprayer. The goal is not only to maximize yields this year, but to also keep the weed seedbank down year-over-year.

Soon it will be time to start thinking about your fungicides. With soybeans, you can often include a fungicide if you have to make an insecticide application. In corn, studies have shown that certain hybrids tend to show a positive response to fungicides, even in the absence of heavy disease pressure.

One truth about fungicide use: It's a decision that has to be made early. If you see the disease, it may be too late. If you have questions about weed control or fungicide application, give us a call or stop in. ♦



*by Lonnie Egdorf
Agronomist*

CREATING CAPACITY



by Mark Hoekstra
Outside Foreman

Our extended winter weather meant we got started with fertilizer application about the time we usually finish up. Thanks to our application fleet and dedicated operators, we got the job done.

The big news is pretty obvious if you're driving through Hull. As Ed mentioned in his article, a new 575,000-bushel bin is going up to the south of our soybean bin. It's intended for corn, and the decision to build was encouraged by all of the corn we had to put on the ground at harvest last

fall. This will be a great asset for you and your cooperative, and we anticipate having the work completed prior to harvest this fall.

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Weather slowed grain movement in from the country early this spring, but we expect the pace to pick up dramatically once the crops get in and the pace in the field slows down. Thanks again for choosing us to handle your harvest. ♦





BEFORE YOU HIT THE ROAD

With vacation season upon us, make sure you add one more thing to your road trip checklist. We recommend giving your vehicle a thorough checkup two weeks before you head out. If major repairs are needed, this will allow enough time to schedule the repair and order any needed parts.



*by Allen Mohn
Shop Supervisor*

If you haven't used your air conditioning yet, turn it on and make sure it's working. If not, you'll beat the repair rush and be ready to stay cool when the summer heat hits.

Along with the basic services—oil changes, tire rotations, battery testing and replacement, etc.—we also offer top-end engine and fuel injector service. ♦

SPEEDING YOU ON YOUR WAY

It's hard to argue with success, but sometimes it comes with long lines. Everyone starts their day in Hull, and a lot of you make our C-store your first stop. To handle the breakfast rush and get you on your way, we've added a third cash register back in the office area. You can't pay for gas or cigarettes there, but it will handle everything else—including credit cards.



*by Phylliss
Van Tilburg
C-Store Manager*

Of course, breakfast isn't the only meal we serve. We have a great selection of hot food items at lunch, and we're always ready to make chicken or a pizza for you in the evening. We have grab and go choices, including sandwiches and healthy options like yogurt and fruit, available throughout the day—including a few gluten-free items. So, whenever you're hungry for a meal or snack, stop in and see us—day or night. ♦

LEARNING STYLES KEY TO TRAINING

Much has been said about how different generations communicate and process information. What may be more important than generational differences, however, is individual learning style.



*by Karen Luinstra
Human Resources
and Safety
Manager*

Good communication is essential in creating a productive workplace environment. Great workplaces are characterized by an atmosphere of listening, trust, clear direction, respect, rapport and courtesy. Without good communication, those things don't happen.

We all learn differently. Some of us are primarily auditory learners, others visual or hands-on. Though we have a primary style, most of us also incorporate parts of at least one of the other styles.

Why is it important to understand how we learn? When working with new hires—or any employee for that matter—knowing how they're processing information will help you train and communicate more effectively. It can also help you understand why they may be struggling in certain areas.

As a starting point, it's also good to know what your primary learning style is. You'll probably tend to train in the style you favor, which won't work for everyone. Also, it's good to remember that new employees often bring to the table fresh approaches we might want to adopt. We always have the opportunity to learn, too.

All of us want to see our employees do well. Keep an eye on their performance and be ready to assist them in areas where they're struggling. As we think back to our first day at a new job, we all expected to succeed—but we all soon realized we didn't know quite as much as we thought we did. Taking the time to learn how best to communicate with each employee or co-worker, and spending the time to help them excel, will pay dividends for everyone involved. ♦

NEW FACES IN THE OFFICE ...

March was a good month for the front office, as Cami Beukelman and Rachel Bolkema came on board—Cami on March 5 and Rachel two days later.

Cami, our assistant office manager, came from Premier Pork Marketing in Sioux Center. A native of Primghar, she attended Dordt College and Northwest Iowa Community College (NCC) after graduating from Unity Christian in Orange City.

“I do enjoy working with numbers, but I also like to meet the people who come through,” says Cami of her new position. “I like the fact that the job is a little bit different every day.”

Rachel is the feed office assistant—taking feed orders and setting up budgets—and also helps cover the front counter and the scale. A Boyden native, Rachel also



Feed office assistant Rachel Bolkema (left) and our assistant office manager Cami Beukelman.

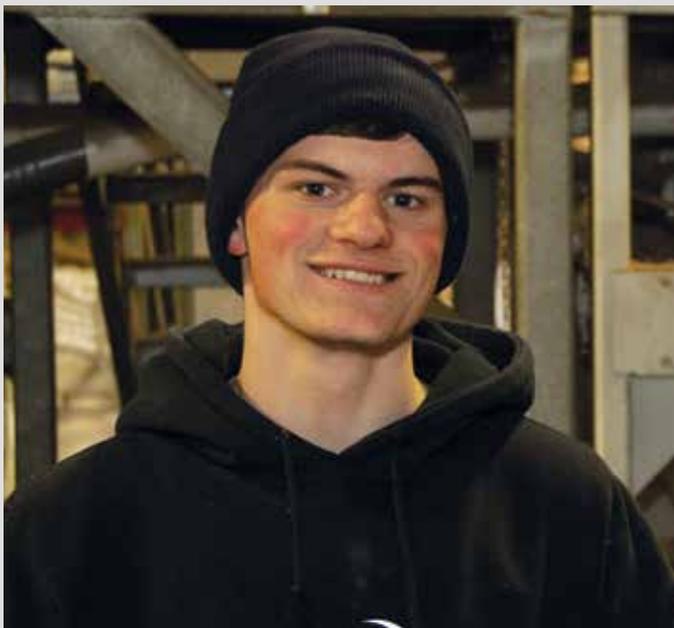
attended NCC after graduating from Boyden-Hull High School. Prior to joining the Hull feed team, she was the lead feed order writer for another area cooperative.

“I really enjoy it here,” Rachel says. “I like the people I work with and enjoy visiting with the customers who come in.”

Cami is married to Ryan Beukelman and they have two sons, Kellen (11) and Kole

(8). Rachel is married to Ryan Bolkema and they have one son Calen (6).

The Beukelmans like to spend their family time at the lakes and following their sons’ sports adventures. The Bolkemas also enjoy the outdoors, attending Calen’s summer rec and school events and spending time with family and friends. ♦



Justin Vander Veen

... AND IN THE MILL

The most recent addition to the feed mill team, Justin Vander Veen joined the Hull staff in March. Justin hails from Boyden, and was working at Altemate Steel prior to joining the cooperative.

He is enjoying his new role. “This is a good company to work for,” Justin says. “I appreciate the benefits the coop offers. That is a big plus.”

Justin plans to get his CDL in the future to expand his job opportunities. In his free time, he enjoys “anything outdoors.” ♦

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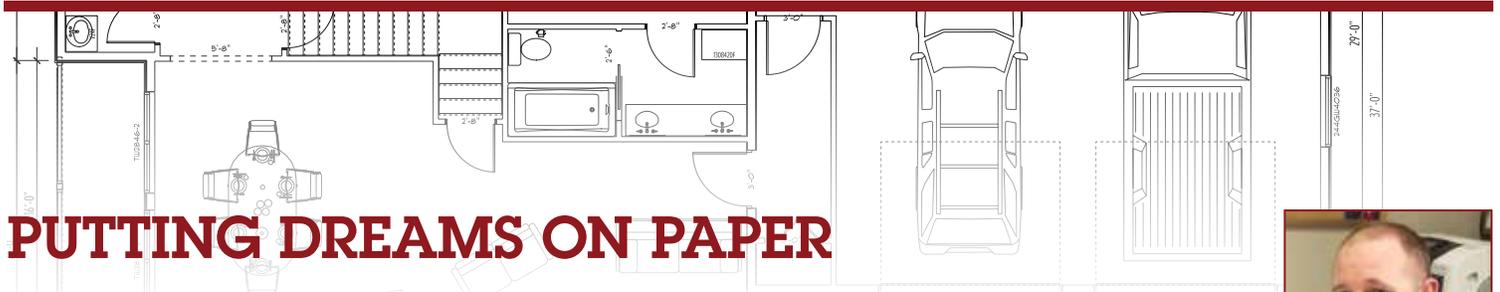
In This Issue

Creating Capacity

Page 3

Meet Our New Team Members

Page 5



PUTTING DREAMS ON PAPER

Thinking of building that first house or dream home? Or maybe you just want to remodel your existing quarters. Whether you know exactly what you want or don't know where to start, we can help turn ideas into reality.

I have worked with folks at every level of planning. When I'm helping people who come in knowing only that they want to build, I'll start by recommending a couple of websites and a few magazines that will give them some place to start. Then I often suggest they drive around the country to get an idea of home designs they like. I'll ask where they want to build, town or country, and if they have some rough budget numbers.

For those who come in knowing exactly what they want, we can make that happen, too. I've had people who come in with a handful of sticky notes, and even one who brought in a sheet of plywood on which they had sketched a rough plan.

We're not in the business of just drawing pictures, because drafting is a time-consuming activity. But if you're serious about building a house, our drafting services are free. All we ask is that you give us a chance to submit a bid to provide the building material for your final plan.

If you have questions, stop in. We'd love to talk with you. ♦



by Dan
Van Schouwen
Assistant Building
Center Manager

