



HULL COOP CHRONICLE

HULLCOOP.COM
FALL 2020



ALWAYS STRIVING TO IMPROVE

By Ed Westra, General Manager

Harvest is underway, and we hope the addition of more grain storage capacity will prove to be a benefit to you through your fall work. We continue to work on being your best destination at harvest by keeping our receiving speed high and our charges for drying and storage low. If you have any questions as you bring in your grain, our updated grain policy has been approved by the board and is posted on our website.

I want to thank our members for supporting the board's decision to move forward on the new agronomy facilities. Board members have received several positive comments on the project. As Mark noted in his article, construction will continue through the winter and we'll look forward to an open house next spring.

As the COVID-19 pandemic ramped up, the government made a variety of assistance programs available. Your cooperative applied for a Paycheck Protection Program loan based on our operating expenses. We have also applied for the forgiveness of the loan based on the percentage of the funds used for qualifying payroll and related expenses. Even if the loan is not forgiven, the 1% interest rate is still a very good deal for the cooperative.

While on the topic of COVID, I want to thank our staff for their willingness to serve our customers and our membership for your support through this challenging time. We have had several employees or their families who

have contracted the virus. As an essential business, we have made every effort to serve our community while also striving to keep our staff and customers safe.

I'm sure I am not alone in looking forward to some level of normalcy in agriculture and our day-to-day lives in the near future.

Thanks again for doing business with your cooperative. We look forward to serving you through harvest and supplying all your needs for this fall and beyond. ●



Our newest bin further boosts harvest capacity.



MANAGE HARVEST STRESS WITH REST



By Karen Luinstra,
Human Resources and
Safety Manager

Harvest can be one of the most stressful times of the year under normal circumstances. It's no secret that this hasn't been a normal year. The pressures of continued low commodity prices and keeping yourself and your family healthy in the middle of a pandemic add another level of stress.

We feel it here at your cooperative as we work to take care of business while keeping our employees and members safe and healthy. We know you have some of the same concerns. So, as we once again focus on harvest safety, I just want to keep it simple.

The most important thing you can do to stay safe in 2020 is to get your rest. There is always the temptation to make two more rounds or dump one more truck. You are your most important harvest resource. When you work too long, cut your sleep short or skip a meal, you decrease your productivity and increase the risk of accident.

Lack of rest reduces your ability to focus and makes you more likely to take risks. You're more prone to make mistakes and, ultimately, you may cost yourself more time than you save. And, this year in particular, lack of rest lowers your resistance and makes you more susceptible to illness. Know your limits and when to call it quits. You don't want to injure yourself or hurt someone else.

You know many of the other key harvest safety tips. Make sure your equipment is ready to go and check the lights and markers on all your equipment to keep yourself visible on the road. As we head into winter, make sure your home is ready for winter, too. Check your furnace and get that winter survival kit into all the cars.

The reality is, farming is still one of the most dangerous professions in America. It's been a tough year. Don't make it tougher on you and your family by working your way into a harvest accident. Check out these links for some great harvest safety checklists.

Nationwide preharvest checklist

https://www.mynsightonline.com/libraries/sites/1/forms/uploads/form3_field8_3.pdf

Farm safety checklists and fillable pdf

<http://umash.umn.edu/umash-farm-safety-check/> ●



LOADED WITH EXPERIENCE

The newest addition to our Hull Coop shop team is no stranger to area residents. Chris Van Meeteren brings 24 years of mechanical experience with him, including a 12-year stint running his own shop in the former Chevrolet dealership in Hull. Most recently, Chris was the powder coat manager at Blieks Custom Fabrication.

"I started the first week of September, but it didn't take me long to get into the swing of things," Chris says. "I'm happy to be here."

Chris and his wife, Kara, have three children, daughters Kaylee and Whitney and son Jace.

The family enjoys camping and boating in Yankton. Not surprisingly, Chris also has a mechanically focused hobby. "I've been drag racing since high school," he states. "Right now, I have three cars and run at Thunder Valley most of the time." ●

ON THE GO? STOP HERE FIRST

By Jackie Vande Griend, C-Store Manager

Harvest is “go” time, and we have a big selection of grab-and-go food perfect for dinners in the field. Stop in and pick up chicken, a burger or a sub sandwich and the snacks to go with it. If you have something particular in mind, call ahead and we’ll have it ready for you.

Our new Frazil slushie machine has

been a big hit. We plan to change out flavors once a month, so check out your October choices.

As we head into the colder months, we’ll be making changes to our menu — adding soup, for example. Check our Facebook page or stop in to see what’s new. ●



FOCUSING ON SOYBEAN SELECTION



By Peter Westra, Agronomist

As your 2020 harvest gets underway, you should know Hull Coop has already spent much time and effort preparing for your 2021 crop. Each spring we plan and develop hybrid and variety trials with the

following year in mind. This spring we had the opportunity to place four different soybean trait platforms in the same plot. This fall we will harvest new Xtend® (RR/dicamba), Xtendflex® (RR/LL/dicamba), Enlist E3™ (RR/LL/2,4-D) and GT27™ (RR/LL) soybeans — all from one plot. Never before has the soybean farmer had as many trait platforms to choose from — or herbicide options related to those traits.

When developing this plot, we wanted to look at the platforms with an open mind, understanding that we will likely have customers trying all of these options over the coming years.

Our goal when doing plot work is to find the varieties that don’t work in our area and try to keep them out of your fields. With soybeans, we are typically looking for varieties that yield well, stand well and are resistant to white mold. When new trait platforms are introduced, it is often difficult to find soybeans that can meet all three of these requirements consistently. We look forward to helping you determine which platform is the best option for your farm next year.

Trait highlights

Xtend – Xtend soybeans contain the Roundup® and dicamba traits. Many people have been planting dicamba soybeans for the past three years. We have varieties we trust in the dicamba platform and will be using these as the baseline for comparison when evaluating the others. With the dicamba label under review by the EPA, this trait technology currently provides us with the fewest number of herbicide options.

Xtendflex – Xtendflex soybeans contain Roundup, dicamba and LibertyLink® traits. These soybeans are not yet registered as I write this. We have been told to expect approval this fall. We have six experimental Xtendflex varieties from Asgrow® in our plot.

Enlist E3 – Enlist soybeans contain the Roundup, 2,4-D and LibertyLink traits. These soybeans have been on the market for two years. We have E3 varieties in our plot from NK®, CROPLAN® and Brevant™. We expect the variety options in this trait platform to increase greatly next year.

GT27 – GT27 soybeans contain the Roundup and LibertyLink traits. We have offered Credenz® brand GT27 soybeans for the past couple of years. The GT27 beans in our lineup have a more proven track record than the Xtendflex and E3 soybeans and provide good white mold resistance. ●





Workers have made rapid progress on our UAN tank.



PROJECTS PUSH FORWARD

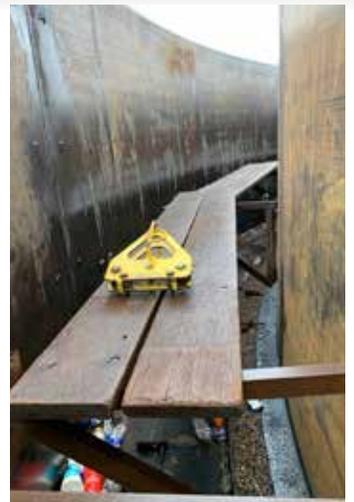
By Mark Hoekstra, Outside Foreman

As one of our major projects was completed in time for harvest, a second is well underway. Our new bin is the latest step in our commitment to maintain a high receiving speed to get you back to the field quickly. The new transfer conveyor has also been a great addition, saving us time by avoiding truck loading and dumping.

If you've been to town, you've also seen the progress on our new fertilizer hub.

Construction of the 750,000-gallon UAN tank is well underway. On the dry fertilizer side, our storage building is planned for October/November completion with equipment installation taking place during the winter months. When completed, the structure will hold 5,000 tons of dry fertilizer.

We hope to have the liquid portion of the hub fully functional by spring, with the dry side ready to go soon after. ●



Double-wall construction provides built-in containment.



BEST WARRANTY IN THE BUSINESS?

By Brad Nielsen, Energy Manager

It very well could be. I'm talking about the Cenex Total Protection Plan[®]. Year after year, agricultural producers have chosen the superior protection and performance of Cenex[®] Ruby Fieldmaster[®] Premium Diesel Fuel and Cenex lubricants. They've been rewarded for their decision with dependable performance and extended equipment life.

The Cenex Total Protection Plan is the next logical step in protecting one of your most significant investments — your equipment. The plan covers new equipment for up to 10 years or 10,000 hours and used equipment up to eight years or 8,000 hours.

It extends protection above and beyond original equipment manufacturers' warranties.

When you use Cenex fuels and lubricants exclusively, the warranty provides comprehensive protection for a one-time fee of just \$799. The cost is further reduced by the fact that you earn \$200 in Cenex products upon warranty approval. The plan also has no deductible and can be transferred to the new owner if you sell your equipment.

You can find more details about coverage and qualifying Cenex products, as well as download an application to enroll your equipment, at cenex.com/tpp. ●

WHAT DIFFERENCE DOES 5% MAKE?



By Sean Robinson, Beef Consultant

It goes without saying that 2020 thus far has been a year of unprecedented changes. There really has been no "normal" to speak with the onset

of COVID-19. As a young cattle consultant, I never would have dreamt of the day I would hear our older generation clients say, "I have never witnessed anything like this in my 40 years of cattle feeding."

We may have no control over the markets, weather or feedstuff availability. However, we can control the details through management expertise. Often this is called the "boring stuff!" But suppose those details could make just a 5% difference in your operation? What difference does 5% make? To answer that question, I'd like to share some information from an article originally written by Dr. Robbi Pritchard. The calculations are based on \$3/bu corn and a \$100/cwt cattle market.

Consider this:

- If we push a sharper pencil and improve our negotiation skills, risk management and choice premiums by increasing our sale price by 5%
 - o \$67.50/hd
- If we do a little more homework on our feeder cattle and pay attention to preconditioning protocols and genetics without reducing quality and decrease purchasing costs by 5%
 - o \$43.00/hd
- If we can increase our pay weights in the same number of DOF, through proper bunk management, implant strategies and beta-agonists by 5%
 - o \$21.15/hd

- If we can improve feed efficiency through proper bunk management, implants, ionophores and beta-agonists by 5%
 - o \$17.70/hd
- Reduce corn price via purchasing on wide basis and risk management by 5%
 - o \$12.90/hd
- Improve ADG by 5% leading to reduced DOF (yardage and interest cost savings) versus increased finished weight
 - o \$7.60/hd

As you can see just a mere 5% makes a huge impact in the dollars returned from your cattle investment. The management practices listed above are factors that you as livestock owners and investors can control each day. Working closely along with your nutritionist, veterinarian and commodity broker to make sure you are managing these details can set you apart as the best of profit-minded cattlemen.

If you have any questions about your cattle feeding operation or interest in working with Hull Coop, please give me a call at 402-640-0103

Thanks for all your business in 2020! We deeply appreciate your support. ●





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SMOOTH HARVEST A YEAR-ROUND FOCUS



By Mitch Nettinga, Office Manager, CPA

Each year as we wrap up harvest, we take a close look at our processes and determine areas for improvement. As we handle your harvest this fall, know that we have been preparing for this season for months in advance. I want to note some of the improvements we've made and highlight some key points to remember as you deliver your crops.

First, we have added additional cameras on all scales to help in the event of a missed weight. There is now a camera by the scale 2 kiosk, but it is still very important for you to say your name and who the grain belongs to. We want to make sure the grain is credited to the right account.

We have had issues in years past with tickets on scale 2 printing incorrectly. Much time was invested in the off-season to address the issue, and we believe we have fixed it. However, it is important

to check your ticket and make sure it's correct before you leave the yard. Don't deposit your grain into someone else's account.

Please note that all grain is settled to house receipt 10 days after the last load is delivered unless you instruct us otherwise. Please be in communication with us if you have other intentions for your grain.



Finally, we want to remind you that we have the ability to send you a text message when your truck or wagon leaves the outbound scale. This gives the combine driver a good idea when to expect the grain hauler back in the field. We can also text you with our nightly closing times. If you'd like to take advantage of either of these features, just stop in or call and ask us to set you up.

Once again, we've included a traffic map for those of you who may not have delivered to us before, or for your new drivers. Please call with questions. ●