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# HULL COOP Chronicle

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## **Azek PAVERS AVAILABLE AT LUMBER YARD**

**Azek's Pavers are manufactured with up to 95% recycled content from reclaimed tires and some added plastics, removing millions of scrap tires from landfills each year.**

Less than half the weight of traditional pavers, this stain-, impact-, and scratch-resistant product lays into a grid like a puzzle for easy installation up to three times faster than standard pavers. Available in five colors and manufactured in three profiles—standard landscape, permeable, and resurfacing pavers—the recycled pavers can be cut using a regular miter or jigsaw without the need for masonry wet saws. Stop by the Lumber Yard and check out our display.

### MANAGER COMMENTS

## What's happening in Grain?

**Coop-** At the time of this writing we are finishing up the upgrade on the receiving speed in the main concrete house. The first runs are meeting our goal of 20,000+ bu. per hour versus the 8500+ bushel we experienced before. With the outside pit we will be at the capacity (30,000 bu. +) that will handle the afternoon surge of corn that we typically see during harvest. We look forward to having you "test" out our capacity this fall!



**Ed Westra**  
General Manager

**Grain Prices-** still dependent on weather, but the market is convinced that the U.S. will raise a large crop of corn and beans. Early good crop condition ratings and adequate moisture will move the yield potential higher than we have had since 2009.

**Futures price trends;** The market in northwest Iowa appears to now be fundamentally different for the end user and grain markets than just a few years ago. Why?

1. Ethanol is no longer expanding.
2. Yields continue to grow- good management, good seed.
3. The South Dakota effect-dramatically increasing acres and yields in the Dakotas are having an effect on our corn and soybean basis.

Grain trucked east out of the Dakota's is overloading the western grain belt soybean processors to where the western processor bids are substantially lower for soybeans than in Illinois/Indiana.

Corn basis levels are widening out to more historical levels seen 15 years ago before the livestock, rail, and ethanol boom that we have seen in our area.



PICTURE OF THE NEW DISTRIBUTOR IN THE HEAD HOUSE

4. Fall Soybean Demand; With the world having two crops of soybeans every 6 months, demand for beans and meal during our harvest through March is changing the "hold and hope" pricing method. South America's soybean crop is larger than the U.S. and they begin harvesting in March. They still don't have the infrastructure to get their harvest out fast like the U.S. This year we will be importing 3x our normal soybean imports at reduced prices to cover our quick ship beans and meal that we moved out last fall and winter.

The U.S. now produces 35% of the

world's corn at our record production levels, while 10 years ago we produced 42%. High U.S. corn prices have stimulated production around the world.

Look for opportunities to price grain this fall and early winter. If you see tight basis levels due to lack of farmers selling, be prepared to sell cash grain and re-own on futures contracts. Look at gross dollars per acre, not price per bushel as harvest takes place this fall. Continue to take good care of the ground, so that it is productive and takes care of you.



(ABOVE) Craig's car in progress



(RIGHT) Interior complete

(BELOW) Craig with his son's '04 Chevy Avalanche



# Just For Fun

Do you remember your first car? For most people thinking about their first car brings a smile to their face. Or better yet, if you had a chance to take that first car and have it customized and go cruising with it; well that would make for an even bigger smile. With this in mind, you should see the smile on Craig Vander Veen's face. He is in the process of customizing the first car he owned, a 1983 Old's Cutlass.

Craig, who works in just about every area of the Coop depending on the time of the year, has done a lot of auto-body work. When he graduated from high school, he went on to NCC at Sheldon and completed their Auto/Body program. Over the years he estimates he rebuilt about 30 cars. He would buy cars that were wrecked or in poor condition, recondition them, and use them as his personal vehicle until he could re-sell them. Craig says that back then his wife Kimberly never knew what kind of car she would be driving. Not only did he work on wrecked vehicles, he also customized 4 Chevy crew cab pickups, removing the boxes,

shortening the frame and putting a short box on them. He did this before Chevy was building them that way. Craig has cut back on his auto/body work in the last few years because it doesn't work out financially like it did in years past. He has done a car for his daughter, Nicole and son, Justin, but he does not spend the time in his shop like he used to.

When Craig completed his Auto/Body course, he put his skills to work and bought a wrecked Regal and took that interior along with the motor and transmission and put them in his Cutlass, which he had bought when he was in high school. He never did part with that car and last year began a 2nd customization of it. While Craig has done some of the work on this 2nd customization, he has been having some of the work done at AJ's Automotive in Canton. This time around he will have a completely new paint job done and the interior will be replaced with the interior from a 2012 Camaro. This project is not yet complete, but as you can see from the pictures it will be sharp when he gets it on the road.



## Now is the time to fill your propane tank.

This past winter was challenging for many propane customers. While there was no shortage of propane in the U.S., difficulties with transporting and storing adequate supplies of propane in each region gained significant attention.



**Barb Bynes**  
Petroleum Manager

We took extra action to short fill customers to ensure everyone had enough propane to keep safe and warm during the time when prices were soaring.

Local propane suppliers, along with local, state and federal officials are working together to help solve the problems we suffered this past winter. At the same time, there are steps that the propane consumers can take to help minimize a similar situation in the future.

One of the best ways is to make sure your propane tank is full going into the heating and drying season. Fill your tanks now while prices are at their lowest. Call us at 712-439-1140 to set up contracts for the fall-winter season. We can then plan ahead on how much propane will be needed during the next heating season and save you money on the rising prices.

Propane is a clean, efficient, American made fuel used by millions of Americans at home, work or on the farm. Together we can take the right steps to ensure that propane is there year-round.

## Community Involvement

The Hull Coop encourages employees to get involved in a variety of community organizations as volunteers. Two important areas the Hull Coop focuses on are the fire department and ambulance squad. Currently there are 3 members of the Hull Fire Department and 2 members of the Hull Ambulance squad working at the Hull Coop. Several other employees have been involved in these programs in the past too. The Hull Coop is pleased to be in a community that supports volunteer organizations. Groups such as the Hull Fire Department and Hull Ambulance



PICTURED (FROM LEFT TO RIGHT): HULL AMBULANCE - BRAD NIELSEN, CORY DE WIT, HULL FIRE DEPARTMENT - EVAN WIELENGA, JASON VAN MAANEN, MARK HOEKSTRA

squad need more volunteers in order to provide service to the community. If you are interested in joining one of these groups or learning how you can help, feel free to visit with one of these Hull Coop employees or stop by the Hull City office for more information.

# Frozen Enterisol Ileitis vaccine is in FULL supply as of May 29th, 2014.

## What caused Enterisol Ileitis shortage?

What started the problem is having to discard 3 large batches due to a problem in operations. Plus, the following batch of vaccine did not yield as much as we had hoped, leaving us very short vaccine.

## What is BIVI doing to prevent this from occurring again?

We have quickly identified and addressed the problems in operations that affected the production of Enterisol Ileitis. We are making every effort to build and maintain appropriate inventory of all frozen products so that you have what you need when you need it. BIVI has built a new distribution center and warehouse in St. Joseph that will ultimately increase our frozen product storage capacity by 40%. Having two facilities (St. Joseph, MO and Sioux Center, IA) will allow us to increase product inventory and help prevent future product shortages. We greatly appreciate your past business. We hope to have the opportunity to earn back your business in the near future.

## Why consider using Frozen Enterisol Ileitis again?

Our label states: "aid in prevention and control of porcine proliferative enteropathy (Ileitis) caused by Lawsonia intracellularis. In clinical studies the vaccine significantly reduced gross



# Boehringer Ingelheim

and microscopic intestinal lesions of ileitis." Enterisol Ileitis is safe, effective, convenient, one dose, live Ileitis vaccine, administered orally.

Simply put, it is a great way to protect your pigs from Ileitis, especially since we are taking our pigs longer and heavier than ever before.

### Vaccination Checklist:

Decided best age of your pigs to vaccinate (consult your herd DVM, BI swine, or Hull Coop)

Order antibiotic feed for a minimum of 7 days. Plan to vaccinate on Day 4 of this window.

Order vaccine 2-3 days in advance. We will ship on Friday if request Saturday delivery. You can also request "next day pick up" in Sioux Center. Our warehouse is on north end of Sioux Center.

Keep vaccine on dry ice until ready to thaw. Dry ice keeps the vaccine at around -70 degrees F.

To thaw, place the bottles under a cold trickling water bath. Do not thaw

under hot water.

Prepare stock solution, add Reload DT (blue dye), and add vaccine. Flush lines to ensure even distribution of vaccine.

It is best practice to collect a feed sample to ensure no antibiotics were in feed. Flush proportioner with plain water.

**NO FAULT POLICY:** If during your vaccination process you compromise getting vaccine administered correctly please contact BI swine, Hull Vet, or Hull Coop to see about replacement vaccine. Common Reasons: proportioner failure, accidental medication in feed, dry ice ran out, pigs get sick and need to treat with antibiotics.

**FLEX COMBO:** Be sure to ask about the new FLEX COMBO pack at Hull Vet Clinic. It is an easier way to mix CircoFLEX with MycoFLEX.

From: Brad Gulker, Boehringer Ingelheim Swine Division



**Mitchell Nettinga**  
Accounting

## New Employee

**Mitchell Nettinga has been working part time at the Lumber Yard since May of 2011.** He graduated from Dordt College this past May with a degree in accounting and business administration/finance. He is now working full time in the elevator office. Mitch will be learning accounting and all aspects of elevator office work. In his free time Mitch enjoys golfing, slow pitch softball, and fantasy football. We welcome Mitch to the Hull Coop.

# Not All Electrolytes Are Created Equal

**The purpose of electrolytes is to restore electrolyte balance and aid in hydration. With all the choices of electrolytes on the market, it's important to know what to look for when making a selection. New research has emerged providing more information to help you make the right decision for your calves.**

It is essential that an oral electrolyte solution (OES) contain an alkalinizing agent to correct acidosis caused by scours. If acidosis goes untreated, the pH of the blood can drop and cause the calf to lose muscle control. This is characteristic of calves acting hungry but unable to drink due to loss

of the suckling reflex. Dr. Geof Smith at North Carolina State University has compiled a list of popular electrolytes on the market with comments on which are good to use with neonatal calves and which ones should be avoided. For a copy of this list contact Amanda Kooiker.

One ingredient should be avoided according to Dr. Smith. Oral electrolytes that contain dietary fiber (psyllium) are not recommended. These OES products may gel or thicken a calf's manure making it appear the diarrhea is resolved. However, research has shown that psyllium causes gut mobility to slow and causes a decrease in glucose absorption which will prolong

scours.

When choosing an OES the key ingredients to look for include: sodium and potassium to replace key electrolytes; glucose and glycine (an amino acid) to provide energy and promote absorption of sodium and water from the intestine; and an alkalinizing agent (acetate, propionate, or bicarbonate) to correct acidosis. Land O'Lakes offers an Electrolyte Complete that meets all of Dr. Smith's requirements of an oral electrolyte for calves.

There are a few other things to remember during electrolyte use. First, you should keep feeding milk or milk replacer to provide fluids and nutrients.



AMANDA KOOIKER

A calf under stress will have a dramatic increase in nutritional demands. Second, milk and electrolytes should be fed separately. It's best to feed an OES as an extra meal to provide additional liquid intake to correct dehydration more quickly. For more information on electrolytes contact Amanda Kooiker, Calf & Heifer Specialist, at [ajkooiker@landolakes.com](mailto:ajkooiker@landolakes.com) or at 507-766-6020.

## Remember the Dry Cows

**It was a very cold winter here in the mid-west, yet hot sticky weather lies ahead. Now is a good time to think about heat stress relief for your dry cows.**

It is very common for dairy farmers to provide heat abatement for their milking cows when temperatures get above 70 degrees F but forget about their dry cows. The 2007 National Animal Health Monitoring System Dairy Study, conducted by the U.S. Department of Agriculture Animal and Plant Health Inspection Service, showed that over 74% of dairy operations provided fans for the milking herd, whereas only 36% had fans for the dry cows. Twenty percent of U.S. dairy farms provided sprinklers to the milking herd to help relieve heat stress, yet only 4.6% provided sprinklers to the dry cows.

Research from the University of

Florida is showing how important it is to cool dry cows. During a 3 year study (do Amaral et al., 2009, do Amaral et al., 2010 do Amaral et al., 2011), the effects of heat stress on dry cows as it relates to milk production, mammary gland cell development, and immunity were looked at. Dry cows were housed in 2 groups. One group had no heat abatement except shade while the other group had shade, fans and sprinklers. The sprinklers turned on in this group at 71 degrees F and ran for 2 minutes and off for 5 minutes from the time of dry off until



**Ed Jumbeck**  
Dairy Specialist

calving. After calving, all cows went to the same group in the milking barn that had fans and sprinklers. The studies were run until 30 weeks in lactation.

Results from these trials showed that cooling dry cows improved milk production. Dry cows that were cooled by fans and sprinklers had an average of 14 pounds more milk per day in the first 30 weeks of lactation than the heat stressed dry cows. The mammary gland was evaluated as well and that showed an increase in mammary epithelial cells. During the dry period these udder cells recover and start rebuilding for the next lactation. These cells are responsible for milk production which would help explain why the cooled dry cows produced more milk. Along with these findings the National Agricultural Statistics Service's 2003-07 "Milk Cows & Production" report shows that consistently the fourth quarter (October to December) milk production is the

lowest and during the second quarter (April to June) milk production is the highest. When did these cows calve? During fourth quarter, these cows calved during the peak of heat stress while the second quarter cows calved during the coolest winter months.

Beyond lower milk production and impaired mammary cell development, research also showed heat stressed dry cows had a lower immune system after calving. Neutrophils, the first line of defense in the animal, did not function well in these heat stressed cows. The heat stressed dry cows had reduced ability to fight off and kill bacteria compared to cooled dry cows during the first 3 weeks of lactation.

So there it is. Don't forget the dry cows this summer. The research is clear. Cooling dry cows will not only help them transition into lactation more smoothly but also set them up for optimum milk production and profitability.

## 21st Century Crop Scouting

**The other day I overheard a farmer mention he had scouted his fields using the 55 mile per hour method, implying he had driven past the field at 55mph and everything looked OK from the road.**

In my head I questioned the effectiveness of the "55 mph" method, the truth is at 5 mph it would be hard to spot a problem out in the field when you're looking from the roadway. I've always preferred a more hands on approach to monitoring crops than the view from the windshield. Maybe it goes back to the days when we walked every field corner to corner. Maybe it was getting down on your hands and knees and seeing soil under your fingernails. Whatever the case it is important to get a good hard look at a field with or without the help of some more modern gear. With

the popularity of ATVs in more recent years crop scouting can be more efficient and arguably more thorough. Equipment such as an ATV can be seen as a tool for an agronomist to improve the job they do similar to how a power saw helps a carpenter cut boards straighter and faster than using a hand saw.

The agronomist of tomorrow will be deploying a new kind of tool called an Unmanned Aerial Vehicle, or UAV for short. While UAV's are popular with



**Evan Wielenga**  
Agronomy Manager



AGRONOMIST, LONNIE EGDORF WITH UAV

hobbyists flying them for sport, a UAV in the hands of a trained agronomist is a powerful instrument used to evaluate a field from a unique angle – the one from above. Sometimes problems within a field are hard to spot from ground level, especially in crops such as corn where you cannot easily position yourself above them. Prior to the introduction of UAV's

we would occasionally hire an airplane to fly us over a field for a "bird's eye view" of what was going on. These "problem" fields often had insect infestations, rooting issues or storm damage. With the aid of a camera equipped UAV, an aerial inspection of a field is now both easy and fast, allowing agronomists to make a quick decision as to how to advise a farmer moving forward.

Hull Coop has invested in a UAV for purposes of aiding in crop scouting, especially late season. As technology advances we are excited to extend the possibilities of UAVs to include other in season evaluations on the crop including fertility and pest evaluations made remotely from above. Be assured when you work with us we strive to deploy the best tools available and give you access to the best information through our trained agronomists.

For more information, contact us at [www.blueskydefina.com](http://www.blueskydefina.com)

## Blue Sky DEF

**Blue Sky DEF is a diesel Bexhaust fluid used to convert the nitrogen oxide emissions from your truck to harmless nitrogen and water.** It is a simple to use, low cost, clean solution for meeting the new 2010 EPA Clean Air Act requirements. Many of our trucking customers are currently using Blue Sky DEF in their trucks and if repeat sales are any indication, these customers are happy

with the product. Blue Sky DEF meets ISO 22241 standards, and is API registered and meets or exceeds OEM specifications. DEF is available at Hull Coop in a variety sizes. We carry it in 2.5 gallon jugs, 55 gallon drums, or 275 gallon totes refillable at your place of business. If you have any questions about DEF, stop in at Genex and talk to Brad, he will be glad to help.