



A Message From Larry Petersen... CEO/General Manager

Co-op. The unification received a favorable vote of 258 members while 11 members voted not to proceed with Heartland. This is an overwhelming positive vote that sets the stage for a favorable development of a newly unified Heartland in that trade territory.

The inventory will be taken on July 19 and the signing of final documents will take place on July 21. The three locations will be closed on Friday, July 21 to allow for a more orderly transition by the locations and employees. The three locations will begin business under the banner of Heartland on Monday, July 24.

CIC has locations at Jewell, Randall and Stanhope. Some of the volume statistics include.

Total Sales - \$25.0 Million
Grain Storage Bu. – 5.0 Million
Bushels Handled – 5.5 Million
Agronomy Sales – \$3.4 Million
Feed Sales - \$3.0 Million
Petroleum Gallons Sales – 1.8 Million

The addition of the three locations opens up a new trade territory for Heartland. With CIC's reputation of being a solid company with an experienced employee base, we look forward to developing a unified cooperative in this geographic area.

We welcome the employees of CIC that now become Heartland Co-op employees. Although there will be some rough spots, our intent is to provide a smooth transition from CIC into Heartland.



We welcome the following employees to Heartland Co-op from these new locations:

JEWELL:

Pam Briggs
Jeff Dubberke
Mischelle Hardy
Duane Hendrickson
Nick Hoversten
Paul Huisman
Mark Maakestad
Terry Tjernagel

RANDALL:

Ross Berglund
Wayne Tapper
Denny Thompson
Doug Thompson
Gregg Wright

STANHOPE:

Tom Christeson
Edward Doughty
Carol Fisher
Jon Maakestad
Matt Northrop
Jerry Pepper
Joe Schnepf
Kerra Swenson



Congratulations goes to Jack Bonker (PANORA).....

Jack is featured in the July, 2006, issue of AG Professional magazine as the Custom Applicator of the Year award nominee. **Jay Foster**, Location Manager at Panora, in one of several comments, states that

"For 29 years Jack has kept customers informed of problem areas in their fields. To provide the best customer service, he keeps himself informed on the latest precision ag technologies." Your location probably has a copy of this issue, so pick it up and take a look. Also, **Layton Miller** at Prairie City received Honorable Mention.

Worker's Injury Report for Heartland Co-op

<u>Reason of Injury</u>	<u>Jan.-June 2006</u>	<u>Jan.-June 2005</u>
Falling	0	5
Eye Injuries	1	3
Body Part Strains	1	4
Repetitive motions	0	2
Walking into something	1	4
Inhalation	0	0
Liquid releases	0	2
Item falling onto us	1	2
Open Conveyor injuries	0	1
Cuts on body parts	1	1
Totals	5	24

Work Comp Injury Report for the first half of 2006.....

**by Bill Chizek,
Safety Compliance Manager**

I just want to update everyone on how well we are doing on reducing our injuries within Heartland Co-op. You see in the chart at the left that our injuries have stayed down for the calendar year of 2006. This is a positive and everyone should be congratulated for your efforts! Good job and stay SAFE!



First winner of gift card is drawn..... by Teri Vetter, Payroll & Benefits Administrator

We have a winner!!! **Chad Godwin** from our Redfield location won a \$250.00 gift card to a location of his choice. Chad chose a gift card to Best Buy. All he had to do was log on to the Heartland Wellness Program and earn the 6 points by completing the Wellness Assessment. It is that easy! The next drawing will be on July 31st. You must have your assessment completed by July 23rd to be eligible for the drawing. If you have any questions, please feel free to contact me at extension 4354.

Don't forget about our Adventureland Summer Outing on Saturday August 12th.

Mitchellville's 1856/150 Year Feed Sale.....

by Curtis Perry, Location Manager

On Thursday, July 21, our Mitchellville location held a Purina Feed promotional event. Purina gives options of events that we can hold throughout the year to promote Purina Feeds. The one held here in Mitchellville was a "Build Your Own Event." These events are good for a 10% discount on a truck load of feed from Purina. I would encourage other locations to take advantage of these programs. We also helped sponsor a Dog Show at Mitchellville's 150th Year celebration over the weekend of July

22-23rd. Great exposure for a little bit of effort!!

At the left **Curtis** loads horse feed for a customer and, at right, **Steve Neofotist** prepares to load feed for another customer. Great job everybody at Mitchellville!





Confused on Function Keys? by Randy Sunderman, VP Information Technologies

We have made some changes on how the F-keys (function keys) work on the AS400 programs. As an example, let's say you chose the following steps:

1. Customer Inquire
2. Inquire to Customer Item Sales
3. Chemicals
4. Then selected a specific product to display... In order to get out of the screen and go back to the menu, you would hit F12 several times and then F3 to exit.

Now you will notice at the bottom of the screen that the F3 and the F12 are both available. **F12 will take you back one (1) screen at a time. F3 will exit and take you back to the menu.** If you are several screens deep into an inquiry, using the F3 is the fastest way to get out and back to a menu. We will continue to change other inquiry programs to include F3 at the bottom of the screen to help you get out of the programs more quickly. Here is a run down of the F-keys (function keys) and what they are used for:

Enter key	Refresh the screen and proceed.
F3 = Exit	Leave this program and return to the menu.
F5 = Proceed	After pressing enter, information has been re-calculated and/or displayed. F5 will proceed to the next screen or update the files.
F8 = Fold/Drop	This key will expand a line to display multi-lines of additional info. The fold/drop is used to expand and shrink the information displayed.
F9 = Search	This key is used to search for customers, items, locations, etc. If a screen allows for searching on two distinct areas, you will see a '*' next to the F9 = Search and a '*' next to the area that can be searched on.
F12 = Prev	This will take you back to the previous screen.

The above F-keys are the standards that are always used. F-keys that are available on a screen are always displayed at the bottom of the screen. Some screens will have additional F-keys along with the above standard keys. Sometimes F6 or F10 are used to do something special. The bottom of the screen will tell you what this key will provide for you.

The menus are also organized into a few areas. From the first screen you sign onto, you can select to work with sales, grain, etc. After an area is selected, the next menu will be displayed. The items you use the most, such as, making work orders and making sales tickets, are on the top left of the menu. At the bottom right of each menu are the other menus that can be used. These are numbered 90 through 99 and the programs on these menus are organized into inquiry menus, report menus, or other menus associated with that current menu.

Here is a tip that may make things easier for you. When you first sign on, take a look at #7, "Customer Inquire". This option is a one-stop place to look at customer information. You can get to sales, grain, contracts, and equity very fast for this customer without jumping around between menus. The "Customer Inquire" program also has the F3 exit available to get you out quickly and back to a menu.



Electrical work is being finalized now on Rippey's new 680,000 bushel bin.

Todd Taylor pitches in...

Todd is the son of Dan and Ila Jean Taylor, Bouton. He worked in the WDM office for a couple of weeks in June and July, fulfilling requirements to graduate from Iowa Central Community



College where he earned his degree in General Studies. His area of studies concentrated in Crop Scouting and Livestock Production. He helped out here in our WDM office on different projects we set before him and we found out that his probable most favorite hobby is trains and specifically, he says, the hopper cars. His time spent here went toward his final credit hours needed to graduate. Thanks for coming in to help, Todd, and our congratulations and very best wishes to you on your career choice.

August

Employee Birthdays

Timothy Griggs	08/01	Avon
Tom Nystrom	08/02	WDM
Tammie Kingman-Tillman	08/03	Colo
Jon Maakestad	08/03	Stanhope
Monte Newcomb	08/07	Luther
Earl Otto	08/07	Colo
Joe Schnepf	08/07	Stanhope
Chris Anderson	08/08	Avon
Gary Buker	08/10	Panora
Michael Hall	08/10	Malcom
Dean Neubauer	08/10	Slater
Nancy Simmons	08/12	Panora
Timothy Tucker	08/12	Rippey
Robert Glandorf	08/14	Conroy
Justin Boege	08/15	Slater
Marvin Kolars	08/17	Malcom
Erin Cannegieter	08/18	Conroy
Jan Oberhart	08/19	Prairie City
Terry Frahm	08/20	WDM
Jay Nelson	08/20	WDM
Kent Jessen	08/21	WDM
John Evans	08/24	Collins
Marvin Grimm	08/25	Conroy
Quentin Douglas	08/26	Malcom
Dennis Maschmann	08/26	Malcom
Kory Kress	08/27	Prairie City
Matthew Lundry	08/27	Cambridge
Jerry Pepper	08/27	Stanhope
Brian Ostendorf	08/29	Dallas Center
LuAnn Paglia	08/31	Minburn

August

Anniversary Hire Dates

Cliff Mast	1970	Avon
Larry Mitchell	1974	Alleman
Jim Urfer	1974	Malcom
Terry Danielson	1980	Redfield
Ron Vespestad	1980	Napier
Clyde Goldsberry	1986	Minburn
Mike Sibert	1986	Avon
Larry Hoffman	1987	E. 18th St.
Larry Hansen	1988	Colo
Rod Geisinger	1989	Colo
Brett Gregory	1994	Malcom
Candy Stensland	1996	Slater
Matthew Trimpe	1996	Conroy
Dirk Benn	2001	WDM
Jason Danner	2002	Rippey
Jason Jameson	2003	Mingo

NEW HIRES SINCE JANUARY 1, 2006

CONROY --

Rick Rupp, Grain Truck Driver

ENTERPRISE --

Nathan Steffen, Custom Applicator

MITCHELLVILLE --

Steven Neofotist, Counter Sales

MONTEZUMA --

Kevin Carl, Grain Warehouse Worker

WDM --

Tanner Buck, Precision Farm Specialist

Since January 1, 2006, the following have chosen other career directions and we at Heartland Co-op have sent best wishes with them:

P. J. Fitzgerald (BOONEVILLE), Jerold Fitzgerald (COLO), Curtis Riess (CONROY), Gary Jensen (DALLAS CENTER), Max Smith (ENTERPRISE), Daryl Witt (INDIAN-OLA), Robert Wilkins (MALCOM), Gary Peters (MINBURN), Brian Hartman (MITCHELLVILLE), Kyle Wenell (MITCHELLVILLE), Earl Simo (PRAIRIE CITY), Tony Pleggenkuhle (SLATER), Kevin Barber (WINTERSET)

FOR SALE

PANASONIC KX-FM210 Multi-function plain paper fax

Features: PC Fax, Copier, Scanner, Printer, Fax, Speaker Phone, 150-sheet paper capacity, Distinctive ring detection, Pager call

\$75.00 obo

Cindy Williamson at 515-974-4336

CONGRATULATIONS!!

Greg and Cathy Miller (WDM)

Megan Marie

was born on
June 21, 2006
at 8:48 pm

7 lbs. 15 oz.

She joins 3 year old brother, Marcus. Cathy says "I'm sure glad I got the girl I didn't want!"

