



# HULL COOP CHRONICLE

HULLCOOP.COM  
SPRING 2021



## FOCUSED FORWARD

*By Ed Westra, General Manager*

We are busy wrapping up 2020 and have completed our budget and planning for 2021. We look forward to reporting on the financial health and results of your cooperatively owned business.

With the pandemic continuing, our report will not be in person. Rather the Board decided to create a video to post on the Coop website in late March which will contain the Board President, financial and managers reports. Voting for member-producers to represent you on the Hull Coop's Board of Directors will be accomplished by mail on a supplied ballot, and the results reported on the posted video.

The pandemic had many different effects on the coop's operations in 2020. We saw lower operating costs, due to drops in fuel and interest costs, and offsetting government payments on our labor costs when employees were under quarantine. We will report a \$225,000 drop in operating expense. The coop also experienced a reduction in grain income from basis declines last spring related to the pandemic and less grain drying revenue as a result of the 2020 crop drying down naturally.

Overall, your coop will report local income nearly the same as last year. The Board has approved cash payments to members based on member business totaling \$971,708 versus \$954,244 last year. Allocated deferred equity earned by members will total \$1,447,806 versus \$1,354,244 last year. The checks will be issued in March.

Other milestones in 2020 included the additional 575,000-bushel grain bin and updating the grain transfer conveyors. The conveyors doubled our previous grain handling speed, and also made it possible to move grain to and from the south grain site. We continue to construct the new 5,250-ton dry fertilizer and 4100-ton liquid fertilizer plant. Both will come online to serve you this spring.

## LOOKING FORWARD

As we turn the calendar to 2021, with the annual audit completed and reported to your Board, I have already developed and submitted a budget for 2021 to the Board and also to our lender, Cobank. With the uncertainty of the past year, I am humbled to predict and budget for this coming year. But I want to reassure the members, the

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*Our new liquid and dry fertilizer plants will be ready to use by spring. The plants will add capacity, speed and efficiency to the short spring planting window.*



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employees and staff will work hard for the members and their coop.

You as members, invest and support your cooperative by your business and your deferred patronage mentioned earlier, and you expect a return in the form of quality goods, fair prices, and great service for your operations — and eventually the reimbursement of your earned equities.

Part of your responsibility is to elect directors to oversee your coop. They have hired me to run the day-to day operations. I am, in turn, accountable to you, to the Board, and to the employees.

All of these groups have expectations and need for communication about their place of employment and their cooperative. I currently write twice monthly newsletters to the employees, biweekly manager's update reports to the board, and these quarterly newsletters to the members, along with other communications.

The Hull Coop has been around since 1908. We have grown significantly in terms of the products and services we provide from one location. "Bigger isn't necessarily better, better is better." Hull Coop is 113-years-young in 2021. Co-ops should stay young, so they can stretch to serve their members ever-changing needs. ●

## MEET YOUR BOARD CANDIDATES

### Terry Jansma

Just completing his first term on the board, Terry was born and raised on a farm 10 miles north of Hull, where he grows corn for his feedlot operation. He took over the farm from his dad in 1988. Terry and his wife, Dee Ann have two daughters: Brianna, who is married and works as a pharmacist in Sioux Falls and Mariah, who works as a nurse with seniors in Rock Valley.



### Mark Rozeboom

Mark Rozeboom and his father-in-law, Craig Fluit, operate Fluit Dairy, Inc. Their milking herd consists of 400 cows. The dairy grows crops on 600 acres of land to provide for the cows. Fluit Dairy, which has operated since the 1980s, is located just two miles north of Hull. Mark and his wife Tricia have four children: Logan, 12, Mindy, 10, Lincoln, 6 and Ashley, 5.



### Rick Tiedeman

Rick grew up helping his dad on the farm. After high school, he worked on a neighbor's dairy farm and in construction but began farming fulltime 15 years ago. Together, Rick and his dad plant and grow corn and soybeans on their family's farm about seven miles northeast of Hull. Rick still builds homes when he's not farming. Rick and his wife, Pam, like camping with their four kids: Rilan, 16, Carston, 13, Adleigh, 8, and Layten, 4.



### Evert D. Van Maanen

Farming with his oldest son, Brent, Evert finishes cattle and hogs on a farm northwest of Hull, near Doon. Brent is the third generation on the farm. Another son, Jordan, works as an agronomist and also helps on the farm. Evert and his wife Kathy have two other sons: Eric in Waconia, Minnesota and Kalen in Denver, Colorado. Evert is an elder at Calvary Protestant Reformed Church and has 11 grandchildren. He has served one term on the Hull Coop board and previously served on the Sioux County Pork Producers board.



### Josh Wissink

Josh farms with his father, Doyle, and brother, Justin, on a farm two miles south of Hull. Their operation consists of feeding cattle and raising corn and soybeans. Josh and his wife, Aleisha, have three children: Vanessa 8, Royce 6, and Natasha, 2 months. The family enjoys the outdoors and is active in the American Reformed Church where Josh serves on the consistory and music committees. Josh says Hull Coop is successful and provides great service to its patrons. He hopes to learn how the co-op works so these same services and opportunities are available for the next generation.



### John Tiedeman

Farming eight and a half miles northeast of Hull, John grows corn and soybeans, raises feeder cattle, and custom feeds hogs. John and his wife, Erica, have five children: Reagan, 9; Calvin, 7; Elias, 4; Aubrynn 2; and Isla, a newborn. A fifth-generation farmer, John is a District 1 director for the Iowa Cattleman's Association. He's served on the council and farm committee of St. Paul Lutheran Church. He has served on the Hull Coop board for one term. ●







## YOUR CHOICE OF WARM MEALS

*By Jackie Vande Griend, C-Store Manager*

Are you chilly at the end of winter or beginning of spring? You'll want a hot lunch fixed just the way you like it from Hull Coop's C-Store.

Every day there's a different mashed potato bowl with meat, gravy and a vegetable. Every day we serve broasted chicken, pork chops and potatoes. Every day we have a different homemade casserole and a different soup.

Visit our Facebook page to see what's new or stop in to check out our daily specials like walking tacos on Tuesday and chicken pot pies on Wednesday.

Order pizza, cheeseburgers and sub sandwiches any day.

Eat at the three tables inside — socially distanced — or you can grab your lunch and go. ●



Corn field with untreated check on the left and fungicide on the right of center.

## SPOON-FEEDING CROPS FOR BEST YIELDS



By Lonnie Egdorf, Agronomist

At this point, most farmers have completed their crop production plans. Their basic fertilizer, seed and herbicide decisions are in place. They are ready for spring.

It's always good to review plans to make sure no pieces of the puzzle are missing. When you do, avoid overlooking fungicides and micronutrients.

Fungicides have evolved in recent years. Today, there are different options to fit different needs. Weather, hybrids and crop rotations are some factors in choosing the right fungicides. Have this discussion with a Hull Coop agronomist. *NOTE: In wet years there are more diseases but in dry years you may actually use a fungicide to relieve stress rather than targeting a specific disease.*

The other side is micronutrients. Their use is increasing and every year we are seeing more benefit from them.

Hull Coop has a full line of MAX-IN® nutrients by Winfield® United that can cover all your micronutrient needs. Timing ranges from in-furrow application at planting to adding them with your post spray or fungicide applications.

I like to use the term "spoon-feeding" with micronutrients to make sure crops aren't stressed and produce the best yields possible. *NOTE: Boron is often missing from area soils. Adding zinc at planting can help with consistent emergence.*

You can apply fungicides and micronutrients to many crops including corn, beans, alfalfa and oats. Call your Hull Coop agronomist at 712-439-2831 to help you choose. ●

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By WINFIELD  
UNITED

## BEST PRICES ON LUBRICANTS



By Brad Nielsen,  
Petroleum Manager

March is Hull Coop's oil sale — a good time to buy lubricants and greases for the whole year. Most Cenex® oils in drums and smaller containers have been discounted 5% for this cash and carry sale. We're offering special buys on grease and 10% off filters.

Once a month, we offer bulk delivery. If you're a bulk customer of Hull Coop, you get special pricing all year long. Talk to me about bulk storage of lubricants and DEF, before spring.

Finally, Firestone has begun their Farm Hard Rewards program. Through April, they are offering up to \$100 savings on rear tractor tires and \$25 a tire on radial implement tire.

Come to the Hull Coop service station or call 712-439-3412 for tires and great deals on oil. ●



FARM HARD REWARDS

SAVINGS MADE EASY  
**BECAUSE FARMING SURE ISN'T**

Offer February 1, 2021, through April 30, 2021.

**THE OFFER**

- \$25** Off Eligible Radial Implement Tires
- \$100** Off Eligible Radial Tires
- \$200** Off Eligible AD2 Radial Tires

Any customer who buys two or more Firestone Ag radial tires is eligible for an instant discount. Some tires offer a larger discount than others:



Our extra, exclusive offer: complete a questionnaire at <http://www.firestoneag.com/FFA> about your operation and tire needs and we'll donate \$25 to National FFA Organization up to a total of \$2,500. Complete the survey between February 1 and April 30 to be entered for the chance to win a Farm Hard toy tractor prize package. See <http://www.firestoneag.com/FFA> for official rules.

**Hull Coop**  
1206 Railroad Street  
Hull, IA 51239  
(712) 439-3412

Get \$25 off the purchase of eligible Destination Farm or Destination Turf Radial Tires, \$100 off eligible Radial Tires excluding Performer EVO, or \$200 off eligible AD2 Radial Tires excluding DF and DT when you purchase a minimum of 2 eligible tires from a certified Firestone Ag tire dealer and present a coupon code. Discount given at the time of purchase and is on pre-tax amount. Maximum of 18 tires per coupon. Installation costs extra. U.S. and Canada only. Valid 2/1/2021 to 4/30/2021. No cash value. Not combinable with other offers. Coupon void where prohibited or if altered, transferred, defective or sold. Not valid on prior purchases, returns, exchanges, outstanding debt, non-checks, commercial fleet purchases, group purchases, adjustments or warranty claims. Not available to distributors, dealers, resellers or retailers of Firestone products. Fraudulent or illegal requests will be voided. Other restrictions, fees and taxes may apply. See certified Firestone Ag tire dealer or visit [FirestoneAg.com](http://FirestoneAg.com) for location of nearest certified Firestone Ag tire dealer, offer details and a complete list of eligible tires. While supplies last. Bridgestone may cancel promotion at any time.

# SLIPS, TRIPS AND FALLS



*By Karen Luinstra, Human Resources and Safety Manager*

Walking is something we take for granted, we do it every day — at the co-op or on the farm.

Slips, trips and falls are not usually caused just from walking. Rather, they're caused by what we are walking on, changes in elevation and what might be in our way. Farms are especially dangerous places to walk.

Accidents might even be related to what we are doing while we are walking, like talking on the phone.

All slips and falls can be tracked to five basic causes:

- Limited friction between shoes and the walking surface
- A change in elevation such as stairs and curbs
- Trouble spots like feed lots, grain bin complexes and farm shops
- Physical hazards: rugs, extension cords, tools or boxes on the floor
- Inattention and distraction

## FAMILIARITY AND COMPLACENCY

Walking is something we are all familiar with. Only the youngest or the oldest among us doubt their ability to take one step and then another.

The average American takes over 5,000 steps a day. Once you have taken thousands of steps, it becomes a task that happens automatically.

While familiarity is a positive, complacency like taking our ability to walk safely for granted, is not.

Let's think particularly about what we are walking on and what might cause a slip, trip or fall. ●



## PLAN NOW FOR SPRING PROJECTS



*By Brian Sipma, Lumber and Building Center Manager*

If you have projects you're thinking about building this spring and summer, now's the time to come in and talk with us. Lumber prices and lead times are higher than normal. What we previously could order in a week may now take two or three weeks to arrive.

Don't shy away from prices being high. Interest rates are still low.

If you are interested in doing a job or having a job done, come in and we'll quote it — a house, shed, deck, or siding job — whatever it is. If you don't have a contractor, we'd be glad to give you names of contractors in our area.

Call 715-439-2850 or stop at the building center. ●







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## WHAT'S A CALF SPECIALIST?

*By Bernice Van Hulzen, Calf and Heifer Specialist*

Calf nutrition is different than nutrition for the lactating herd. However, nutrition is just a small portion of what it takes to raise a calf. Healthy calf-raising also includes adequate ventilation, good bedding, sanitation of equipment and many other factors.

As a calf and heifer specialist, I bring sanitation, feeding and maternal pen audits to the dairy farms with which I work. I do regular walk-throughs, often monthly but also bi-weekly or weekly when needed.

I'll measure your calves' weight and height, usually at birth, 8 weeks and 12 weeks, to see how they're performing. My

goal is to work to achieve your goals. My program is based off years of research at the Answer Farm in Gray Summit, Missouri. I want to make sure your calves are performing to their full potential. I have a team of technical specialists I can bring onto your farm to make sure your calves prosper.

Calf and heifer management is an area I believe has been overlooked on dairy farms. I'm happy to learn your goals. Contact me directly at 507-215-3855 or e-mail me at [bvanderwal@landolakes.com](mailto:bvanderwal@landolakes.com). ●

