



HULL COOP CHRONICLE

HULLCOOP.COM
SUMMER 2021



FOCUSED ON YOU

By Ed Westra, General Manager

Members and Customers: Once again your board, management and employees thank you for your business. We are working hard every day on your behalf. Your employees really would like to see members doing business with their own cooperative. COOPerating, if done well, is good for all in the community and area.

Volatility: During the last 20 months, it has been on the extreme end. We see volatility in all the commodities that our members sell and purchase. We work hard to do the best we can on inventory management — while being in the market every day for grain and being able to provide inputs when and where you need them.

People: Yes, we are advertising for people. While we have great facilities, equipment and technology, nothing happens without people! Your coop has focused on modern equipment and technology to maximize the talents of our employees. But that also means we need talented employees — we don't hire bodies here, as our employees meet members and affect the members' operations and profitability every day. Service takes people and we are looking for motivated, high-performance employees. Your coop provides job security (strong financials and business volume), health security (company-paid insurance) and retirement security (pension) along with a team atmosphere, a safe environment to work in, and some fun! When you have the opportunity, please thank the employees for their work.

Agronomy Plant: The new agronomy plant worked well for us this spring as we "learned" to operate it. Total costs of \$4.3 million include the 7.6 acres that were purchased on the south side of Hwy 18. As the new Elm Street is finished and grading is completed, we are planning an open house for members and the entire community in early fall.

Harvest: Extreme heat, drought, low subsoil moisture and pests have all taken a toll on corn and beans this summer. Your coop needs every bushel (and more) this fall, and we are preparing to service you well to make us your choice. Your coop pays patronage on grain "delivered," and we are expecting excellent patronage on your bushels delivered this

...CONTINUED ON PAGE 2



Our new agronomy plant worked well this spring. Hull Coop will host an open house in early fall.



MAIN OFFICE 712-439-2831 | STATION 712-439-1140 | LUMBERYARD 712-439-2850

fiscal year ending Dec. 31. Remember that Hull Coop has great dumping speed, along with some of the lowest drying and storage costs in the area.

Your **Board of Directors** have been busy. The board and your management team are continuing to look at the coop's business and what is needed to effectively and efficiently serve the members today and in the future. Your Board recently approved donations the Hull Volunteer Fire Department, the Hull Ambulance, the Hull Kiwanis — who

serve the youth of the community — and to the Boyden Ambulance to update their digital radios. Total donations, with matching funds from the regional coops, totaled \$20,000.

Mergers: Two more major mergers of cooperatives have taken place in Iowa this summer, but your Hull Coop is one of only a small dozen of single location coops left in Iowa. We have one focus and we want to do it well — that focus is on you. Why? Because we care! ●



TIPS FOR SAFE HARVEST

By Karen Luinstra, Human Resources and Safety Manager

Fall harvest is the reward of many months of hard work. Bringing in your grain can occupy all your waking hours, and stress can cause you to ignore simple steps that keep you and others safe at the elevator and on the road.

Here are a few tips to make sure everyone makes it home to their loved ones.

ROAD SAFETY DURING HARVEST SEASON:

- Keep an eye out. Farm machinery may unexpectedly turn onto a road from a nearby field or driveway.
- Slow down as soon as you spot farm machinery on the road.
- Stay a safe distance away from farm machinery.
- Pass with caution.
- Be aware of your surroundings.

WHEN MAKING DELIVERIES TO THE HULL CO-OP ELEVATOR, PLEASE:

- Don't smoke.
- Refrain from using your cellphone in the grain dump area.
- Remain in your vehicle and encourage any passengers to do the same. The high-volume traffic poses a danger to anyone on foot.

- Pay attention to the traffic lights.
- Maintain eye contact with the unloader.

FOR FARMERS ON THE ROAD:

- Display the slow-moving vehicle emblem on all off-road vehicles.
- Use proper vehicle lighting.
- Use flashers when on public roads.
- Comply with state laws regarding headlights, taillights, and red reflectors.
- Inspect hitches to verify they are sturdy and properly mounted. Always use safety chains.
- Do a walk around inspection of your vehicle, wagons/ trailers for any defects before entering the roadway.

WATCH OUT FOR CORN CORNERS

These visual blocks will come down with the harvest. But until they do, watch out for vehicles entering your path.

Many people don't stop at corn corners, but choose to do a "rolling stop" even though they can't see what's coming.

Reminder: a STOP sign is not a suggestion. They are put in place for our safety.

The solution is to always to anticipate someone being there and stop. It's not worth hurting yourself or anyone else. ●

Where you can't see around corn corners, watch out for vehicles entering your path of travel.



LUMBER PRICES TRENDING DOWN

By Colin Sandbulte, Lumber and Building Center Assistant Manager

This spring, lumber prices had been on the increase. With Lumber Futures having dropped, the cash lumber is trending down. The volatile Lumber Futures market isn't the cash lumber market. We were able to purchase and hold lower prices for spring construction and for those committed to those prices. And we are looking for a place to step in and buy for fall and winter construction.

Furthermore, some products like OSB and plywood have started to drop in price, whereas dimensional lumber dropped first in the cash market. But overall, the market is headed in the right direction.

With lumber coming down, it's a good time for those of you who have projects in mind to start planning. Don't be afraid to ask us to quote that project. We'll be as competitive as possible.

NEW PRODUCT

This fall, the building center will start selling softener salt. Delivery service is available.

If you are interested, call the Hull Coop Building Center at 712-439-2850. ●



FROM C-STORE TO SHOP

A Hull native, Leann Rensink started as a part-time, early morning cook at the Hull Coop C-Store in March 2020. A month ago, she accepted full-time work as the shop's service writer. "I take phone calls, schedule service work, and order tires," says Leann.

Leann describes herself as the outgoing and friendly "face of the shop" to the coop's customers. "I like being around

people and helping people," says the new service writer, who also likes the people she works with.

Married to Jerris Rensink, the couple have three children Danielle, Nichole, and Darren — and three grandchildren. Leann says she was big into 4-H while growing up but is a homebody now. "I like to babysit, and I like my couch and TV," she admits with a smile. ●



Hull Coop beef specialists Eric Ochsendorf (left) and Sean Robinson (right) visit with Alex Vanden Top of Zoet Farms. Both Sean and Eric consult and balance rations for Zoet Farms.

A ROLE IN YOUR SUCCESS



By Cory De Wit, Feed Division Manager

In this article, I want to focus on the strength of our producers in

challenging markets and weather conditions. Your coop wants to walk alongside you with creative ways to get through those challenging times.

For example, last year when packers closed down, we adjusted rations for our pork producers to slow down the growth of their animals.

With harvest approaching, we're adjusting rations for our dairy

producers to match the feed ingredients left on the farm — some have little silage left and others have more.

As the weather changes from warm to cold this fall and winter, your animals will have different needs. Our nutrition staff will adjust their rations appropriately.

We have many successful livestock customers, and Hull Coop appreciates the opportunity you give us to play a role in your success. ●

READY TO TAKE GRAIN



By Mark Hoekstra, Outside Forman

Anticipating a mid-to-late September harvest, we're preparing the grain handling system at Hull Coop. We're power-washing the dryers, greasing and

checking the belts, checking the conveyor paddles, and emptying, inspecting and preparing the grain bins.

We continue to maintain your coop's grounds and equipment. We sure hope you notice!

We're also trucking in the fall fertilizer needs of potash and lime, and getting the equipment ready to apply fall nutrients. Even though fertilizer prices have been higher, we expect a big fall fertilizer season.

Our three summer interns have been sampling soils and driving tender trucks.

Check bearings and make sure the doors on your grain wagons open properly before hauling grain to Hull Coop.

Currently, we are shipping grain, clearing space for the fall harvest.

A HARVEST REMINDER

Make sure to do your wagon maintenance before coming to town. Check the bearings and ensure the doors open properly with grain this fall. Wagons are usually not high on anyone's priority list, but they become a priority if they break down when you're hauling grain to the elevator.

As in the past, and for the health of our grain dumpers, if your wagons and trucks are difficult to open, we will have the drivers open their own trucks and wagons.

It's all about speed and getting unloaded quick. If equipment works properly, it helps us all. ●



MANY ENERGY CHOICES



By Brad Nielsen, Petroleum Manager

Customers ask me, "what are all these buttons on the gas pumps at the Hull Coop Cenex station?" I respond, "It's because we offer six different gasoline products and three fuel options." Below is a list:

GAS PRODUCTS

1. Premium Unleaded (91 octane – non-oxy)
2. Unleaded (87 octane – non-oxy)
3. Super Unleaded (97 octane with 10% ethanol)
4. Unleaded 88 (88 octane with 15% ethanol)
5. E-30 (with 30% ethanol)
6. E-85 (with 85% ethanol)

NOTE: The first two are non-oxygenated gasolines for use in older cars, motorcycles and boats. Third is the standard for today's ethanol blend. Fourth is the newest ethanol blend for use in all 2001 and newer vehicles. The last two are for use in flex-fuel vehicles only.

DIESEL PRODUCTS

1. #2 diesel (clear)
2. Roadmaster (clear premium diesel)
3. Ruby (red premium fuel)

NOTE: The first two are for on-road use. The third is for off-road use only (in reefer units, skid loaders, ag tractors, etc.).

UNLEADED 88 COMING ON STRONG

Our newest gasoline product, Unleaded 88, with 15% ethanol and 88 octane, can be used in model year 2001 or newer cars, light-duty trucks, and SUVs, plus all flex-fuel vehicles. Nine out of 10 cars on U.S. roads are approved to use E15, according to the Renewable Fuels Association.

While helping consumers more readily access renewable fuels, Unleaded 88 (with E15) also increases ethanol demand, which benefits our producers.

In 2020, Iowa saw a 24 percent increase in E15 use. Hull Coop is one of 50 Cenex-branded convenience stores to offer E15, although that number is expected to grow.

The Bottom Line: You can find whatever you need at Hull Cenex. ●



We offer six gasoline products at Hull Coop's Cenex-branded convenience store.

NEW BEEF SPECIALIST



ERIC OCHSENDORF

Eric likes helping people become better bunk managers, pen managers or overall managers of beef cattle operations. "I enjoy putting diets together and watching my customers put them to use," he adds.

Eric grew up in Boyden, Iowa, and graduated from SDSU in 2010 with a degree in general agriculture and minors in animal science and agronomy. Eric's previous experience includes working at a feedlot, a beef cattle nutrition specialist, and has managed a 4,000-head feedlot just outside Sioux Center.

Eric began his job as a Beef Cattle Specialist for Hull Coop in April. "I bring experience in helping feedlots and cow-calf producers to manage their cattle," he states.

Eric and his wife Becky have a seven-year-old son, Micah, and a three-year-old daughter, Jada. The family lives in Hull.

"I look forward to servicing my customers in the future as I continue to work for Hull Coop," he says. ●

NEW TO HULL COOP



BRYCE HUITINK

Bryce graduated in May from Dordt University with an associate degree in science. As an intern

last year, Bryce worked at Hull Coop every Tuesday and Thursday, sampling soils, working with seed, and helping around the agronomy building and in the feed mill.

Now, as a full-time employee of Hull Coop, Bryce is a custom applicator, who also drives trucks and helps out with maintenance in grain and agronomy.

"I like the people at Hull," says Bryce. "Everyone is really friendly, and I like the small coop atmosphere where you get to know your customers well."

NOTE: Bryce grew up on a small dairy farm in Newkirk, Iowa and has shown cows since he was in the 4th grade.



NATHAN MANCUSI

Growing up in Dyer, Indiana, Nathan traveled to northwestern Iowa on a

school choir trip and was amazed at the wide-open landscape with no traffic. He graduated high school in 2019 and moved here in 2020.

He started work at Hull Coop in June, doing maintenance at the agronomy building and working with grain. "Soon, I hope to get my CDL and sprayer's license to drive truck and do custom application," Nathan states.

Nathan likes the people he works with, and he likes helping farmers. "My coworkers have nothing but good things to say about this company," he states. "I'd like to stay here and see what Hull Coop has to offer."

NOTE: Nathan describes himself as a hardworking, energetic guy who doesn't like to sit around. He just went bowfishing with a feed mill employee and caught his first gar. And, "I love football" ●

SAMPLE - ANALYZE MANURE



By Josh Koch, Agronomist

As you prepare for the fall manure application season, be sure to stop by the Hull Coop Agronomy office and pick up your sample jars soon. We need the results back to determine the nutrient value. This is especially important with today's higher fertilizer prices. It will also help us determine your ideal application rate, so we're not over- or under-applying.

It's important to apply your manure when temperatures are dropping. Soil temps above 50 degrees increase the chances of nitrogen loss. We can add a nitrogen stabilizer to help prevent this.

Also, be sure to check the safety equipment on your manure applicator, particularly if you are traveling down the road. Keep good records on where you apply for the manure, for crop nutrient planning purpose and for Department of Natural Resources applications. ●



KEY HARVEST NOTES



By Mitch Nettinga, Office Manager, CPA

We are excitedly looking forward to another harvest season just around the corner! With that in mind, there are a few items we'd like to bring to our patron's attention as we gear up for this important time of year for your operation.

First and foremost, we ask that customers be patient during this busy time of year. We continue to do our best to cycle loads through as quickly and efficiently as possible. Customer service is our top priority!

We ask that all grain deliveries during harvest display a sign in their truck or tractor window — provided by Hull Coop — designating who the grain belongs to. Please call if you need new or additional laminated signs as we are more than happy to provide those.

When scaling out, we ask that delivery drivers stay on the scale, state their name and whom the grain belongs to. While we have a camera system for the second scale, keep in mind that some of our seasonal help may not recognize your delivery drivers, especially at the start of harvest.

It is very important that delivery drivers look at their scale ticket before leaving the lot. Do not leave the yard without a scale ticket or with a scale ticket that is incorrect. Grain deliveries are like making a deposit at your bank. Help us ensure that your money (in this case, grain) gets deposited

to the correct account. We want to ensure you get paid for every bushel you deliver!

If you have a new ownership split, please contact us ahead of time so we can ensure maintenance is in place, so your delivery goes as smoothly as possible.

It is worth mentioning that we have email and texting options for scale ticket information. Our system can be set up to automatically send you a text or email when your load leaves the scale. Several of our producers have found this helpful, not only for record keeping, but also from a logistics standpoint because they have a good idea of when that truck or set of wagons will likely return to the field. Please stop in or call the main office if you'd like to be set up for this.

In hopes of making our delivery process a little less intimidating for new haulers, I've included a traffic map of our facility below. Don't hesitate to call if you have any questions about the process for delivering grain.

Important Reminder: Per Hull Coop grain policy, 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.

While we know this can be a busy and stressful time of the year, we look forward to the opportunity to work cooperatively as we strive to meet your needs this upcoming harvest season! ●





1206 Railroad St.
Hull, IA 51239

PRSR STD
U.S. POSTAGE
PAID
SIOUX FALLS, SD

A HARVEST BREAKFAST



*By Jackie Vande Griend,
C-Store Manager*

Last year, we offered a harvest special at the Hull Coop C-Store — broasted pork chop sandwiches. It went over so well that we now make it every day.

Watch for our harvest special and plan on picking up your lunch when you deliver your grain to Hull Coop. *NOTE: Remember to call ahead for your broasted chicken orders, but we have cold sandwiches every day, ready to grab and go.*

Hauling grain to Hull Coop early in the morning? We make what we call a “Mike’s,” which is a toast, egg, cheese and meat sandwich. (We also offer the biscuit version of this breakfast sandwich if you prefer.)

In addition, we’re always making omelets, burritos, hash browns, pigs-in-a blanket and French toast sticks for breakfast. We also have donuts, cinnamon and caramel rolls, and turnovers, for those of you with sweet teeth. The coffee, cappuccino and hot chocolate is always on. ●



At the Hull Coop C-Store, we make what we call a “Mike’s” — a toast, egg, cheese and meat sandwich.