



HULL COOP CHRONICLE

HULLCOOP.COM

SPRING 2022



ANOTHER YEAR OF SERVING OUR MEMBERS

By Ed Westra, General Manager

As we look to the coming year with anticipation, I would like to extend a special thanks to the members of Hull Coop for a great 2021. We are eager to enjoy another year of working with our patrons and serving all members of the Hull Coop family.

I want to remind all members that the annual meeting will be in-person on Monday, March 28 at the Boyden-Hull High School. We will be serving dinner for members, but all voting will be completed by mail. Patronage checks will be available at the meeting. Including equity revolved in November of 2021, Hull Co-op will be returning over \$2 million in cash and will allocate another \$2 million in equity in the coop to its members. Last year's volumes in several areas were record-setting and we look forward to continue growing in the coming year. Sales are up \$30 million from last year, and we are eager to set new record highs this upcoming year.

While we understand that cash is important, we truly believe that providing quality goods and services to make our members profitable is the best way to show our commitment to you. Our management team and your co-op board are constantly evaluating the needs of our members and how we can be more efficient in providing you with the services you need. With 2022 well underway, our priority is to continue growing and looking for ways to serve you in the upcoming growing season and throughout the year.

Heading into 2022, we understand that volatility continues to be a major issue in the markets. While we understand that members strive to plan and operate to the best of their



A Community Company: Visually, the Hull Coop logo emblazoned on our new 32 percent nitrogen tank made a great impact on our farm and non-farm community this summer.

abilities, uncertainty can create stress for growers and for the co-op. However, we also know that uncertain times can provide unique opportunities to collaborate and support our members, and the co-op is here to help! With commodity prices remaining high, we are here to support you during spring planting and have tools to help you with the important decisions that come with the new growing season.

An ongoing challenge we have experienced has been hiring and sourcing employees over the past year. We also recognize and have experienced the increase in wages, repair costs, facilities, and equipment due to inflation. Regardless of the challenges, the co-op's crew got the work done with 10% fewer employees than normal. Our dedicated employees ensured the success of Hull Cooperative, and we are incredibly grateful for their work this past year. With recent hires, we are nearly fully staffed and ready to continue serving you in 2022.

Thank you again to each and every member. Hull Cooperative is here to stand by your side during these uncertain times and are ready to serve your every need.



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



SAFETY IS LIKE JELLY BEANS

By Karen Luinstra, Safety and HR

I would like to share with you an article that a safety colleague, Chuck Goodman, wrote several years ago that is an interesting analogy between a jar of jellybeans and safety.

In Chuck's office was a large container of Jelly Belly brand jellybeans. It holds about 1,500 jellybeans in 49 different flavors. If you share his sweet tooth, the idea of eating some of these sounds pretty good. But what if I told you that out of all these jellybeans, one is poisonous and if you eat it, you will die. Additionally, ten of these jellybeans are a little bit poisonous, and if you eat any of them, you would be deathly sick for a while, but would probably survive. The remaining jellybeans are perfectly fine, the worst that could happen by eating them is a cavity or two.

So, out of the 1,500 jellybeans, 1,489 of them are safe to eat, ten will make you sick, and one will kill you. Oh, and there is no way to tell which ones are bad! How many of you would take a chance and eat a jellybean? How many would eat 10? Odds are, nothing bad will happen to you, but what if it does? It could be life changing.

So, what does all of this have to do with safety? The 1,500

jellybeans represent hazards. Things, that if they go wrong, can hurt, or kill you. The 49 flavors represent different types of hazards: slips, trip or falls, lifting, using an unsafe tool, distracted driving, etc. I don't know which of these hazards will hurt or kill you, but I do know the more hazards you are exposed to, the greater the chance that one of them will harm you.

The fact is that we expose ourselves to hazards all the time and nothing bad happens. It wouldn't be honest to say differently. But, they all have the potential for injury. I would like all of you to start using the word "Yet." Instead of saying, "I don't wear safety glasses and have not had an eye injury." Say, "I don't wear safety glasses and have not had an eye injury yet." Or "I don't wear seat belts and haven't been injured in a crash yet." Or "I jump down from my vehicle and haven't twisted my ankle yet." Yet makes the whole sentence sound different, doesn't it?

Every time you ignore a safety rule, take a shortcut, or take a chance, it's like eating a jellybean. Chances are nothing bad will happen, because it hasn't happened yet.



BY SEAN ROBINSON, FEED

Happy New Year to our members and patrons! We like to having a working relationship to meet your goals and keep your bottom line in the black.

To best serve your cattle consulting needs, we provide numerous services including:

- Projections and break evens on incoming cattle
- Receiving management on incoming cattle
- Bunk management
- Diet formulation
- Feedlot records and close outs
- Cost of Gain analysis
- Overall feedlot management audits

If you have any questions or want to take advantage of the feeding services we provide, please contact **Sean Robinson** at **402-640-0103** or **Eric Ochsendorf** at **712-348-2582**.

We look forward to working with you this coming year!



PLANNING YOUR BUILD

By Brian Sipma, Lumber

The best time to start planning for your build is now! Lead times may continue to pose a problem with building projects this year. However, planning ahead will put you in the best position to finish your project on time.

If you are planning to build, be prepared to order materials such as overhead doors, appliances, or furniture before you start digging the basement. We at Hull Cooperative are happy to consult you with any project planning you may have. Taking the time to plan ahead, make decisions, and order your products long before you need them will help to ensure a timely build that remains on schedule and within your budget.

With the building season and warmer weather on its way, make sure to come in and check out our newest selection of gloves!

Should you have any questions or want to talk about products or concerns you have, please reach out to your building center at the Hull Coop. We look forward to helping guide in you in your next project!



Our newest selection of gloves

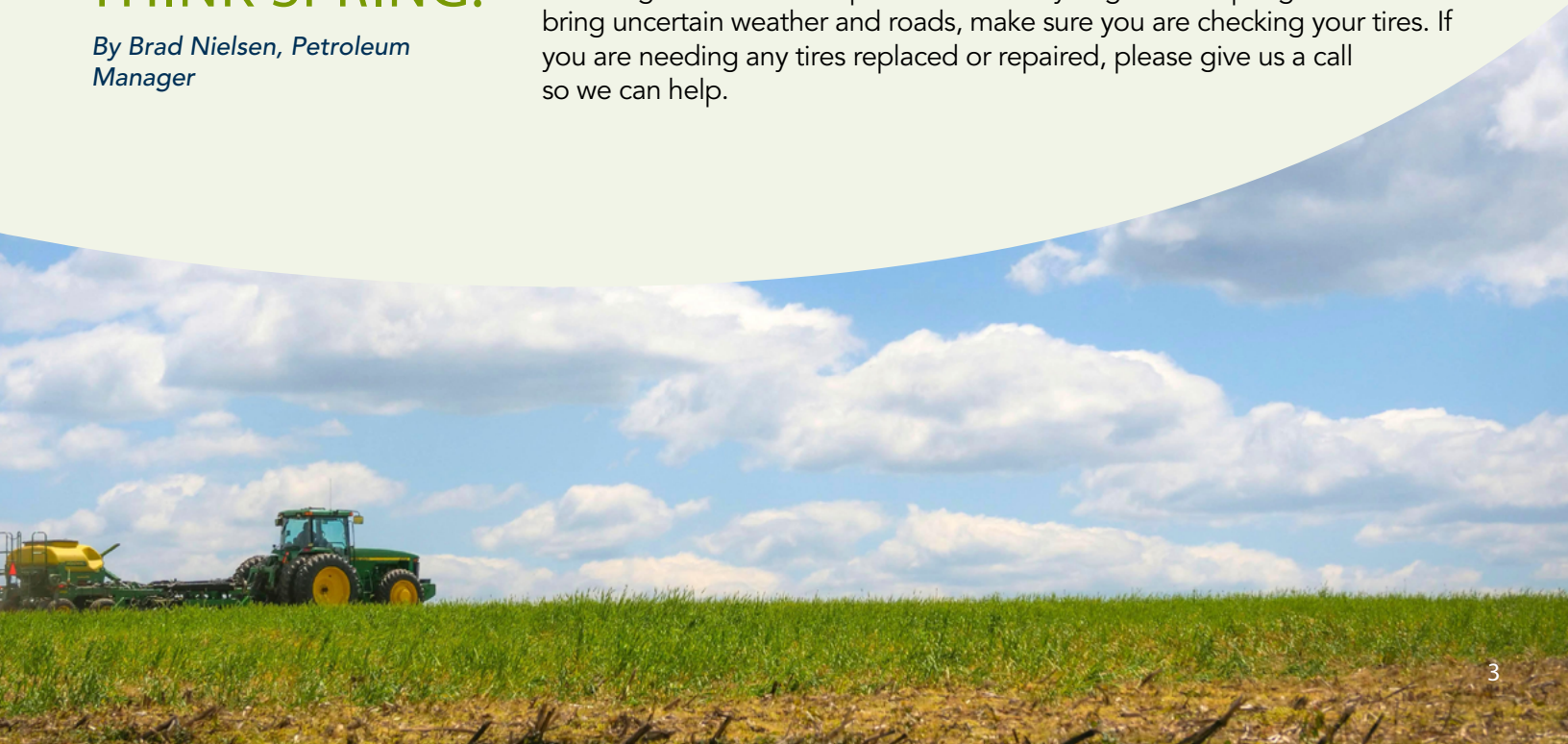


THINK SPRING!

By Brad Nielsen, Petroleum Manager

Believe it or not, spring is on the horizon. With spring comes spring field work and we want you to be ready! Planning ahead is key to staying on time with your projects and preventing any unnecessary hiccups. Inventory continues to be a struggle, but our team at Hull Coop is working hard to ensure we can serve your every need.

March is also a great time to check out our oil and filter inventory at Hull Coop. We will be running our March oil sale throughout the month, so take advantage of discounted prices before they're gone! As spring can also bring uncertain weather and roads, make sure you are checking your tires. If you are needing any tires replaced or repaired, please give us a call so we can help.



WHO WILL YOU TRUST WITH YOUR ACRES?

By Evan Wielenga, Agronomy



Each time the cycle of agriculture reaches a profitability high point, suddenly a multitude of “new products” magically hit the market. Each new product promises additional yield, more profit, and a fantastic return on investment. Given those claims, if you applied all those products on the same acre, could you actually raise 400-bushel corn? Likely not. Which products then, should you buy?

Hull Coop would like to help. The answer is complicated and often requires more questions. What is your soil like? What’s the base fertility? Crop rotation? Disease pressure? We have a team of dedicated and experienced field agronomists waiting to serve you. Whether it is helping fix a farm you can’t seem to get yield on, or solving a white mold problem you have battled in the past, we have answers! **Our sales team has 60+ combined years of experience to put to work on your farm and are excited to serve you.**

Additionally, we support our recommendations with a research program specifically aimed at products that fit our local area. Products that provide an economic boost on the highly fertile, manured landscape of northwest Iowa. These products have proven themselves in our plots and are recommended by our staff, so your fields won’t become testing grounds.

We understand there are no cookie-cutter recommendations here! Personalized, localized, customized solutions define Hull Coop’s agronomy recommendations. We grow solid relationships based on reliable service, proven products, and trust.

Give one of our agronomists a call today!

Bean Plot

Corn Plot

NEW EMPLOYEE SPOTLIGHT



ZACH CASLAVKA

Swine Specialist

I work with swine producers to try and make their finishing operations successful. I help them evaluate their feeding programs to reach their goals, talk through any challenges they are facing, and work to find a solution.

I graduated from Iowa State University in 2015 with a degree in Animal Science. Right after college I started working for Iowa Select Farms, working in sow farms. Over the last five years, I have worked there managing sow farms ranging from 4,000 head barns to 7,500 head barns.

I wanted to try a new career and had a friend who already worked for Purina. He had nothing but great things to say about the company, so when I saw this job opportunity posted, I decided to apply for it. The rest is history!

As your swine specialist, I can:

- **Consult with swine producers on their nutrition diets. I will discuss their goals and provide options to help reach those goals.**
- **Utilize resources provided to me through the Hull Coop and Purina to give helpful and accurate information to producers.**
- **Provide breakeven predictions and closeout results.**
- **Help make connections and build relationships between pig owners and barn owners.**



NEAL KRULL

Diesel Technician

Neal Krull has joined the Hull Cooperative team as a Diesel Technician. Neal is from just north of Hull in George. While he has just started at Hull Cooperative, Neal has years of experience as a diesel technician. He has always done his own work and owned his own trucks, even owning his own company for a handful of years.

He chose to join Hull Cooperative as the Co-op offered a change of pace and something different than he had been doing in the past. He is excited to offer service, oil changes, brake jobs, DOT inspections, and any maintenance jobs you may have. Call ahead to schedule your service with Neal!



TAKE A BREAK AT THE HULL COOPERATIVE C-STORE!

By Jackie Vande Griend, C-Store

Spring is on its way and with spring comes field spring work! The C-Store is happy to provide delicious breakfasts, quick and filling lunch options, or sweet treats to get you through the day.

We offer easy grab and go meals like:

SUB AND TURKEY
SANDWICHES

WRAPS

CHEESEBURGERS

PIZZAS

BROASTED CHICKEN

THREE DIFFERENT KINDS
OF SALADS
(POTATO, SPRING, AND COLESLAW)



Sub or Turkey Club Wraps—new at the Hull Coop C-Store.



We offer a different soup every day during winter.

Our store continues to stock and sell cheese from Agropur. We are now offering gouda and pepperjack! We also make our own banana bread and Amish friendship bread for you to pick up and enjoy throughout your day.

Casey's bakery delivers to the store daily. You can call ahead to place special orders for pick up the next morning. If you are wanting to place an order, please call before 5 PM the day before, otherwise we cannot guarantee next-day delivery.

With warm weather in the future, we want to remind you that we have ice cream, root beer floats, and ice cream cones. We also have slushies and update those flavors every two weeks. The C-Store also has a new Snickers flavor of F'Reals to help you relax on a warm spring or early summer day.

We continue to be grateful for your commitment to Hull Cooperative! Stop by the C-Store and say hello the next time you're hungry. We look forward to seeing you then!



Hull Coop C-Store new outlet for Casey's Bakery, Sioux Center.

MEET YOUR BOARD CANDIDATES



Matt Schelling
Board of Directors
Nominee

A third-generation dairy farmer, Matt, his wife Cheryl and their family live near Middleburg, Iowa. Their five children—ranging in age from 18-32—and nine grandchildren all live at home or nearby. They also raise corn, soybeans, and alfalfa to support their dairy operation and do custom square baling and windrowing. Matt has currently or previously served on boards including Midwest Dairy Iowa division, MDA corporate, Iowa State Dairy, Memorial Funeral home board, NRC school, and Western Iowa Dairy Alliance. Matt has served on the Hull Cooperative Board for the past three years.



Mark Rozeboom
Board of Directors
Nominee

Mark Rozeboom farms northwest of Hull with his Father in Law. They farm 620 acres and stay busy running a 450-head milking operation. He and his wife Tricia have four children. The family dairy, Fluit Dairy, has always done business with Hull Cooperative and continues to be active members within the co-op. In addition to his farming, Mark is an active member of the local Netherlands Reform Church.



Jack Woebler
Board of Directors
Nominee

Jack lives in Sioux Center and recently retired from Interstates after 27 years. He grew up in Hull and lived in Omaha for 10 years before returning to Sioux Center. He started farming in 2000 and continues to farm Northeast of Hull in an informal partnership with two other parties. He raises corn and beans and has just a few stock cows. He is married to Sarah and they have two children. Their son is married and lives in Madison, WI. Their daughter lives in Denison. Jack has been involved in First Reformed Church in Sioux Center since they moved back serving as both a deacon and elder.



Arvin Boote
Board of Directors
Nominee

Arvin Boote farms with his wife Lauri southeast of Hull. They farm corn and soybeans and run a few cattle that they sell to individuals for meat. As an incumbent board member, Arvin has been an involved member of Hull Cooperative for his entire farming life of 47 years. He and Lauri have two married children and seven grandchildren. Arvin is active in the First Reform Church of Hull, Iowa, is active on the Sioux County Farm Bureau board, and is active in prison ministries. When not farming, he and Lauri enjoy biking, golfing, travel, and ATV-ing.



Jeff Van Voorst
Board of Directors
Nominee

Jeff and his family live south of Hull on their third-generation family farm. Jeff farms with his wife and parents, raising corn and beef cattle. Jeff has been involved with the co-op for a long time, and remembers his dad being an active member since Jeff was a kid. 10 years ago he chose to go full-time with the family farm. Before his farming career, Jeff spent eleven years as a residential contractor and worked with the Hull Co-op lumber yard to supply his various building projects. In addition to his farming, Jeff has served as an elder and deacon at the Bethel Christian Reform Church. He and his wife have two daughters, one in grade school and one in high school.



Hank Vander Waal
Board of Directors
Nominee

Hank farms southeast of Hull where he raises corn and feeds cattle. He and his wife Laurie have seven children, five of which are married and farm in the area, and two girls at home yet. A previous director on the Rock Valley Rural Water board, Hank has enjoyed serving on the Hull Coop board and looks forward to continue serving the coop and its members.



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EMPLOYEE REFERRAL BONUS OPEN TO MEMBERS



HOW WOULD YOU LIKE A \$1000 CREDIT ON YOUR ACCOUNT?

We are currently in need of several full-time positions. If you know of someone that you think would be a good fit at Hull Coop, please **contact Karen Luinstra at our main office (712-439-2831)** for more details.

**WE WOULD LOVE TO REWARD YOU
FOR HELPING US FIND SOME GREAT
EMPLOYEES THAT IN TURN ALLOW
US TO SERVE YOU BETTER.**