



GRAIN MARKET FULL OF SURPRISES

Surprising—that is all that can be said about the commodity markets. Crude oil hit a low in January, and since then prices have nearly doubled. We now see grains, at this writing, doing much the same. We still have excellent supply of old-crop grains, thus forcing the basis wider as speculators run the grain futures higher after grain, this spring, has traded in the bottom 10% of the previous five-year range. In other words, this is a speculative market based on charts, “possible” weather scares and increasing long-term demand. As is often said, low prices cure low prices.

Headwinds on this market? The Fed raising interest rates and increasing the value of the dollar, thus lowering export demand and, of course, our farmers’ ability to increase acres and yields. Whether we’re talking oil drilling or grain production, the market will always be satisfied.

Preparing for the future

Your co-op has always looked at ways to be a long-term investor

in people, facilities and equipment to meet your needs efficiently. In the short term, it may appear we are “spending a lot of money.” I agree wholeheartedly! But when you, as members, step back and look at the bigger picture over a period of time, you see the wisdom and planning of your current and prior boards and management. Needless to say, making these decisions is always a little gut wrenching in the beginning. They are not made lightly. When you have an opportunity, thank the board members for their work on your behalf.

Deliver grain to the Hull Co-op

We are again looking towards fall harvest. If you have old-crop or new-crop grain to market, please make us your first choice. Our feed volumes continue to grow, and we can always use more corn bushels.

Thanks again for all the business you send our way! ♦



by Ed Westra
General Manager

Our new agronomy facility is a must-have to efficiently meet your needs now and in the future.



THE HIDDEN ADVANTAGE OF HULL AGRONOMY



by **Evan Wielenga**
Agronomy Manager

It's relatively easy to see some of the things that the Hull Co-op agronomy department offers our customers, like our equipment,

facilities and products. What may not be so obvious when you purchase your fertilizer, seed, crop protection products and application services here is the "hidden advantage"—the value that a true team of professional agronomists brings to your operation.

At Hull Co-op, you have full access to four agronomists with a total of 40 years of experience in the field. We may draw on information found in a book or website, but what our customers receive goes far beyond that. Our advice comes from time-tested experience backed by local research, so we know what works and what doesn't right here where you farm.

As a single-location cooperative, we also bring the power of collaboration to every agronomic situation. Since we're

all housed in the same office, we discuss crop production issues as a team on a daily basis—much like doctors in a hospital share their findings and discuss how to approach a particular issue. This group approach leverages the experience of each individual agronomist and results in the best possible recommendation for each grower.

We provide beginning-to-end advice on crop production, beginning with which seeds to plant and wrapping up with recommendations on harvest timing. When necessary, we can also draw on the deep pool of production knowledge and data that WinField® has gathered—a pool that grows deeper every year.

There's a phrase I heard years ago that is just as true today as it was then. The most expensive product you can buy is the one you don't need. Count on the agronomy team at Hull Co-op to do the research, sort through all the product options and recommend the products and practices that are exactly right for your operation. That's the hidden advantage of Hull Co-op agronomy. ♦

CONVENIENT ACCOUNT ACCESS

Many of us use our computer to find our checking account balance or make a payment on a credit card. The same technology also allows Hull Co-op customers to monitor your co-op accounts online.



by **Cory De Wit**
Office Manager



Thanks to *Farmerdata.com*, you can view account activity, your statements for the past month, grain that you have on hand and your patronage history. You can also pay your bill through the online interface. It's a convenient service we offer to our patrons at no charge.

It's easy to get started. All you need is your Hull Co-op account number. Then, go to our website, find the Resources tab and then choose *Farmerdata.com*. The program will walk you through the signup process. If you need some help, feel free to give me a call. ♦



INTERNS GAIN EXPERIENCE, ADD DEPTH

The interns have arrived! Every year at Hull Co-op, we bring on summer interns. It's a win-win arrangement, as they gain valuable hands-on experience and we add some skilled people during one of our busiest seasons. This year, our intern team consists of Evan Nilles, Michael Nettinga, Gretchen Webster and Rebecca Steiger.

Evan Nilles

Evan is a recent graduate of Boyden-Hull High School and will be attending Dordt College this fall. He's interested in ag business and agronomy, so his assignment with the agronomy department is a good fit.

"I'm looking forward to learning what an agronomist does, how they do it and why," Evan says. "Right now we have a lot of soil sampling to do, and they've taught me how to operate a tender truck, so we're off to a good start."

One of the more challenging of Evan's spare-time pursuits is his volunteer work with Boyden Fire and Ambulance. "I just earned my Firefighter 1 certification and plan to take EMT training," Evan notes.

Michael Nettinga

This is Michael's second tour as a Hull Co-op intern. A Hull native, he'll finish up

his dairy science program at Northeast Iowa Community College next year and hopes to someday take over the family dairy operation, M&M Dairy.

He got plenty of soil sampling experience last year and is at it again this year. But he's also had a taste of applicator operation and wants more. "That's been my favorite," he states with some enthusiasm. "You can't beat the rush of a 120-foot boom behind you!"

"I enjoy the work," he continues. "What I like most is being able to work as a team to accomplish something. I've had other jobs where working as a team wasn't part of the job, and here it is."

Michael says that his spare time is generally devoted to helping on the farm.

Gretchen Webster

Gretchen hails from Sigourney, Iowa, and will be entering her senior year at Dordt. She's a plant science major who would love to forge a career in rangeland management.



Gretchen Webster

This is her first year as an intern here, and she's been spending the bulk of her time in the field scouting emerging crops. "I like the daily change," Gretchen says. "You have some time in the office, then you're out in the seed shed or the field."

Asked what most people may not know about her, Gretchen responded that she is one of those rare ag students who considered majoring in music. "Clarinet is my favorite and what I play in the band at Dordt, but I also play French horn, guitar, piano and am working on the violin." She also has a horse back home and was married last year to husband Dalton.

Rebecca Steiger

Rebecca definitely wins the "Came the Farthest for My Internship" award. A native of Lynden, Washington, Rebecca was lured to Iowa by relatives and the animal science program at Dordt College.



Rebecca Steiger

"Lynden is a Dutch community a lot like Sioux Center," she explains. "We're known for dairies and berries, being one of the top producers of raspberries and blueberries in the country."

Rebecca will be entering her senior year at Dordt next fall, and ultimately hopes to work in the dairy field as a nutritionist or calf and heifer specialist. Her internship is tailored to help her reach that goal.

"This is the first time Hull Co-op has done an internship like mine, and the goal has been to give me experience in all aspects of the feed business, from the office to the mill," she explains. "It has been really valuable to see what goes on behind the scenes before I enter the industry, and will help me understand what is valuable to the people I will be working with day-to-day." ♦



Evan (left) and Michael teaming up for maximum efficiency on their soil-sampling assignment for the day.

A GREAT SPACE SOLUTION



*by Steve Westra
Building Center*

Is there any one who couldn't use more space under roof? Whether you need a garage, storage area or shop, we have an easy, durable and affordable solution for you. We're now offering Centra Series™ steel buildings from Central States Manufacturing.

These steel structures are easy to assemble and can provide you with a variety of options, including choice of colors, additional doors, trim packages and gutters and downspouts. Three sizes are available—20' x 24', 24' x 30' and 30' x 40'.

Talk to Eldon or me for details on Centra Series buildings.

One other note: Based on the business we've seen and the conversations we've been having with contractors, it's definitely decking season. We carry two of the best lines of all-season decking in the business, Trex® and Azek®, as well as everything you need for a traditional wood deck. When you're planning a new deck, think of us first. ♦

OPPORTUNITY ATTRACTS DRIVER TO HULL

Having driven trucks for other cooperatives for several years, Kendall Kruse is well acquainted with the ins and outs of the business. He's also experienced enough to recognize a good opportunity when he sees one.



The George-area native joined the feed team in April, and Kendall says that the move has been a good one. "I like driving, and Hull Co-op offers better pay and benefits and more opportunities for advancement," Kendall says.

The work doesn't end for Kendall when he parks his truck, as he also farms and raises stock cows. He and wife, Alyssa, are also adjusting to a new addition to the family. Their first child, Lane, arrived May 4. Life isn't all work, though, as the Kruses enjoy wakeboarding and wakesurfing, usually at Big Spirit Lake. ♦

LONG-TIME HULL CO-OP EMPLOYEE RETIRES

Jr. Bomgaars has been a familiar face at the Hull Co-op for many years. Jr. started working full time at the service station on 2nd Street and Maple Street in 1988, pumping gas, mixing paint and handling general maintenance. He continued working at the convenience store when it relocated to the highway in 1992 and

worked full time until 1998. After taking a brief break, he returned to work for us part time in 2001.

Jr. has always stepped up to take care of all the little extra things that may not be seen, but make a big difference to our customers. He always has a smile, and

customers enjoy his humor and the service he's provided. Jr., who is 83, has served Hull Co-op for more than 25 years, and we're proud to have had him on our team. We wish him all the best in his official retirement. ♦



SECURE PROPANE SUPPLIES NOW



*by Barb Byrnes
Petroleum Manager*

As your trusted propane supplier, we want to be sure you have a safe, reliable supply of propane whenever you need it. That's why we encourage you to fill your propane tanks early.

and prices are often the lowest of the year. It's also a good time to check with us to determine whether your propane storage capacity is right for your operation.

Make sure your tanks are full before propane use surges this fall and winter due to crop drying and heating needs. Supplies are readily available right now. So call us today at 439-1140 to order a fill before demand heats up. ♦



Brian Vander Zwaag and Mike Harmsen are ready to handle propane orders.

Filling early also allows you to take advantage of pre-season pricing when demand is low



HELP US OPERATE SAFELY



*by Ken Nielsen
Assistant Manager*

One of our highest priorities in the feed department is to make our deliveries on time and exactly as ordered. Our drivers work hard to accomplish that. A second important goal is to keep all of our drivers safe, and this is one that you can help us achieve. Please take a look at your bin ladders to ensure that the rungs are in good shape and the ladders are firmly secured to the bin.

It only takes a few minutes to check your bins, and a few more to address any problems you find. But those few minutes could make a big difference to our drivers. We appreciate your help with this.

VFDs coming

As most of you are aware, Veterinary Farm Directives will soon be the order of the day. Swine producers are likely more familiar with these, as they have been in place for certain swine medications for a couple of years. It will be more of an adjustment for cattle producers.

The bottom line is you'll no longer be able to pick up a load of cattle at the sale barn and swing by the co-op to pick up some CTC. We will not be able to give it to you without a VFD, and your vet will actually have to see the cattle in question to issue one.

If you have any questions about the new VFD regulations, please give me a call or go to the feed page at hullcoop.com for more information. ♦

TIPS TO BEAT THE HEAT

Many people do not realize the effect summer weather can have on your health and well-being. Here are some workplace summer safety tips that can help you beat the heat.

- Wear clothing that is light colored.
- Drink plenty of fluids. If you are thirsty, you are not hydrated. Stay away from sugary sodas and energy drinks. They can speed up the dehydration process.
- Take breaks and go indoors or into an air-conditioned vehicle, to allow your body a chance to recover from the heat.
- Wear sunblock (SPF) of 15 or greater, sunglasses and a hat to protect your skin and eyes from harmful UV rays.
- 10 a.m. till 2 p.m. is when the sun is at its hottest and highest point. If possible, try to avoid outdoor work during these hours to greatly reduce your risk of heat-related injury or illness.
- If you begin to feel dizzy, weak or nauseous, take a break immediately. If symptoms do not subside after getting out of the heat, you should seek medical attention. ♦



*by Karen Luinstra
Human Resources
and Safety
Manager*

HERE'S THE BEEF (SPECIALIST)

by Ken Nielsen, Assistant Manager

Hull Co-op is pleased to announce the arrival of Sean Robinson, our new beef specialist. Sean is an Iowa State University graduate and comes to us from a 5,000-head Nebraska cattle ranch, where he has been working as assistant manager.

In that position, he acquired experience with both cow/calf and feedlot cattle. He is knowledgeable in all aspects of the cattle business, from treating cattle to balancing rations.



We are very excited to have Sean on our team, and if you haven't heard from him already, you will be in the near future. You will find Sean to be a great help in your cattle operations, and he can be reached at 402-640-0103. ♦



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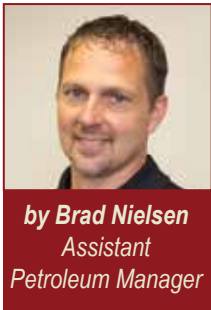
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DON'T RUIN YOUR VACATION



by Brad Nielsen
Assistant
Petroleum Manager

Summer is vacation season, and the last thing you want is for vehicle troubles to strike when you're miles from home and two days into your journey. You may not realize this, but

we're much more than a tire shop. We do standard maintenance (oil change, lube, hoses and belts), service air conditioners

and perform engine repairs—plus tires for cars, trucks and everything else.

So bring your vehicle in a couple weeks before you hit the road and have us look it over. This way, if repairs are needed there will be time. The heat of summer has arrived, so we're offering \$10 off on air conditioner service on any vehicle from a car to a semi. Just bring this coupon in with you to claim the discount. ♦

\$10 OFF

AIR CONDITIONER SERVICE

on any vehicle from car to semi.

Expires 09/1/16

WE'LL TAKE CARE OF YOUR GRAIN

Those of us in the grain department—and certainly our farmers—have been happy to see the grain market showing some recent signs of life. We expect to see more grain coming to town as fieldwork slows down. We have plenty of space and are ready to accept your grain. We are offering a price-later program for grain, so you can bring it in now, let us maintain the quality and price it later.

We monitor grain quality closely and this is the time of year that on-farm bins should be watched as well. If it's warm enough to sprout in the field, it's warm enough to do the same in the bin. Don't lose money on grain that goes out of condition in storage.

Agronomy building an asset

The new agronomy building will be a very good addition for us and for

our customers. Our current chemical shed was built 30 years ago when we were three times smaller. As you can see by all the containers outside, it is no longer sufficient to service the volume of business our agronomy department generates.

When completed, the new facility will have five areas: a seed room, a chemical room, a shop, a truck wash and an equipment storage room. We'll be moving the bulk seed bins there and will be able to move the seed treater inside—out of the elements. It will improve inventory control, which will translate to great efficiency and better service. We hope to move in this fall/early winter. ♦



by Mark Hoekstra
Outside
Foreman