

Farmers Co-op of Hanska

Proud to be Farmer-Owned

Summer 2016

1929-2016

87 Years



FCH Board Members:

Richard Wellmann
-President

Randy Aschenbrenner
-Vice President

Mark Fischer
-Secretary/Treasurer

Gerald Grathwohl
-Director

Richard Wurtzberger
-Director

Brad Portner
-Director

Herman Anderson
-Director



Jerry Svoboda

What a wonderful Co-operative you own! I have just spent the past few months getting to know the employees, management team and some of the customer base and am truly excited about the future of The Farmers Co-op of Hanska. Sure, there have been some employee turnover and changes over the past couple years but that also creates opportunity for new ideas, greater enthusiasm and elimination of old negative relationships. What makes the Farmers Co-op of Hanska especially wonderful is the dedication and desire of the management staff, sales and employee group to provide personal service that

a network of industry connections to help you find answers to the challenges found on your farms. It is our hope that you will give us a chance to continue or start a new relationship with the team at Farmers Co-op of Hanska.

In our weekly leadership team meetings there is an attitude that we cannot keep looking back and must look forward to understanding then delivering the type of products and services you need to be successful in your business. One process our team will begin working on in June will be a strategic planning process that will help us identify specific goals along with strategies and action plans to achieve them. Our teams will consist of management, sales and operations personnel so that we get a cross section of input from all parts of our company. We are especially interested in what you think and encourage you to let our team members know what you want from FCH in the future. This process will take some time and in the end each division will have a written plan to execute. We want the culture of FCH to be one of looking forward and not back!

I will tell a little about myself for those of you who don't know. I spent my entire career in Cooperatives serving such roles as feed sales, Feed Department Manager and General Manager. Most of my career was spent at FCA CO-OP in Jackson and 8 ½ years as Feed Department Manager at WFS in Truman. I have always focused on customer service and relationship building as the keys to success. I would enjoy meeting each of you and hear what we can do to serve you better. If you come into the main office in Hanska be sure to stop by my office and visit. Or, I will see you at the customer appreciation day in New Ulm on August 9th!

Jerry Svoboda - General Manager

can be difficult to find in larger organizations. With four of the top five management positions recently changing you find a leadership group who are here because they want to be here and are anxious to build long term relationships with you that brings value to your operation. All our division managers have long careers in agriculture and Cooperatives and have

COUNTY FAIR SCHOLARSHIP PROGRAM

Ag businesses and especially farmer owned Cooperatives have had a long history of supporting the 4-H livestock auctions at the county fairs. It is becoming more and more difficult for managers of farmer owned Cooperatives to participate in a way that is equitable to all member families. As much as we'd like to, the Farmers Co-op of Hanska doesn't have a budget big enough to buy all our member's animals. We feel strongly that all 4-H members work hard on their projects and we want to support our member's kids, so we have decided that the best way to do this is to exit the auctions and offer a premium to every 4-H livestock exhibitor who is from a family of a Farmers Co-op of Hanska member. A member is defined as an exhibitor's parent who does a minimum of \$2,500 of business during the 2015 year (a voting member of the Co-op) and is an agricultural producer. The exhibitor must fill out an application and submit it to FCH by August 1, 2016 along with completing the project

and meeting all of the fair requirements. When the county 4-H advisor confirms that the project is completed exhibitors will receive \$200 for a beef, dairy or cow/calf, \$100 for Swine, calf, sheep or horse, \$75 for goats, and \$15 for poultry or rabbits. There is a limit of one premium per exhibitor. This premium is over and above what the exhibitor will receive at the county auctions. More complete details and applications can be found on our website at www.hanskaco.com by selecting "COMPANY" then "Scholarship Program". You can also contact Lexi Kasper at our Mankato location at lkasper@hanskaco.com or call 507-345-4103.

We hope our members will view this program as an equitable way to reward our youth and enable all to be rewarded by their Co-op for their efforts. We encourage our member's children to send in the application and we wish you the best of luck with your projects.

AGRONOMY



Bill Meyer

It seems like every Spring we have a number of unexpected challenges that we face. This year was no different as we struggled to beat the numerous weather related events. Rain and cold temperatures were the main culprits. Now as I write this we have flooded fields from a continuous onslaught of rain events. When it dries out, there will be some fields that will be on their 3rd planting already.

This makes it difficult to get spraying done in a timely fashion. Hopefully the weatherman will give us a break soon to get caught up somewhat.

A reminder that if you do have issues with chemical performance to give us a call ASAP, so that we can contact the proper representative and get the issue taken care of in a timely matter. The chemical companies have time frames for complaint handling, so do get a hold of us as soon as you see an issue. One thing they will not do is look at fields when the crop is off the field. I have had this happen in the past, and we will not contact the reps at all if that happens.

We have 2 test plots this year. 1 is 3.5 miles North of Hanska on hwy 13 at Brian Stueber's farm. This is a corn only plant. We have seed from 7 different companies in the plot. We will have this signed and available to stop and look at throughout the growing season. Our 2nd plot is 5.5 miles west of Hanska on Co. Road 20 at Andy Lilleodden's farm. This is a corn and soybean plot with roughly 12 varieties of each in the plot. Also feel free to stop and look at this plot, or call us and we will be glad to walk through either plot with you.

As most of you are already aware we have added Gold Country and Federal to our seed lineup, and we are looking at 1 other company to add also. If that one pans out, it looks like that would be available for the 2018 growing season. They are not currently registered to sell in Minnesota, but are hoping to get everything done in time to start selling here by then. We will keep you updated. With adding 2 new companies, we have also dropped 2. We will no longer be handling Wensman or NK. We feel that these 2 and potentially 3rd new companies give us a much better portfolio to offer. We also have Stine, Latham, Croplan and Mycogen available. So, we are very pleased with our lineup.

Fertilizer prices have continued their downward trend. I believe that we will hit bottom shortly. Prices are at levels that we have not seen for at least 10-12 years. As crazy as this may sound, now is an excellent time to build fertility back up with prices where they are at. I will guarantee you that when these markets turn around, fertilizer prices will shoot back up very quickly, as manufacturers are looking for any reason they can to get prices moving up again.

Thank you for your business this Spring, we truly do appreciate it, and we look forward to working with you this Fall and into the future.

Bill Meyer – Agronomy Manager
(507) 439-6244 Ext. 4

Mark Bocock - Sales

Andy Miller, Ryan Guldán, Lance Sletta - Operations

Kailey Seifert - Accounting

GRAIN

Grain Offer Program



Scott Ziegler

Ever say to yourself, "I was going to call yesterday" or "I called a day too late." To better serve our customers, FCH has a free offer program available to help maximize the farmer's opportunity to try and sell their corn or beans at a desired price. The portal is live with the CBOT daytime and nighttime trading hours and automatically fills when it reaches the specific price making it convenient and time-saving by not having to constantly watch the markets.

Information we need from the producer; the delivery period, bushel amount, offer type (Cash Sale, Basis-only, or Futures-only), and how long the offer will remain in the portal. You can do these offers with grain to be delivered, on storage, and price later. When an offer has been filled and accepted we call the farmer to notify them. Looking to the future we plan to eventually have texts or emails also set up to send status alerts and one day making this program accessible online so the farmer can enter and monitor their own offers. We will have more details on updates regarding this at a later time.

If you are interested in putting in offers or have any questions please feel free to call the grain department.

Scott Ziegler - Grain Manager - (800) 216-0742

Karen Beranek - Accountant

Lexi Kasper - Grain Assistant

Chris Walters, Amy Johnson, Dusty Voges, Ross Johnson, Micah Deree, Shawn Jones, Henry Karstens
- Elevator Operations

Randy Waibel, Randy Compart, Brian Flowers, Michael Denn, Michael Vogel
- Hopper Drivers

SAFETY DIRECTOR

The crops are in the ground and hopefully everyone had a safe planting season. Remember that moving our machinery from field to field can be just as dangerous as operating the equipment in the fields. Here are some safety tips to remember.

- Make sure your 4 way flashers are on, your SMV are visible and clean.
- When making left hand turns be sure to look behind you, sometimes it is hard for other drivers to distinguish flashers from blinkers.
- Watch out for powerlines and utility poles.
- Wear your seat belts, they are there to protect you. Never allow children to ride in the tractor if there is not a seatbelt for them to wear.
- Lastly, make sure the equipment is in park or a brake is set before exiting the cab.

HUMAN RESOURCES

Are you looking for some extra income? We will be needing some seasonal CDL drivers who have Tanker and Hazmat endorsements for help this Fall pulling anhydrous tanks. If this sounds interesting to you give me a call at 507-439-6014.

Brandon Mohr - *Human Resources/Safety Director*

ENERGY



Brian Stueber

Summer fill has begun for propane customers. Please know that your tank will be filled unless you have specified on your Duty to Warn or have called our office and notified us otherwise. Our contracts have a few changes this year, we sent along a sample contract, with terms, in the safety mailing in May. Do not hesitate to call if you have any questions.

We are offering a Budget Billing program this year. This will spread out your winter propane costs, evenly, throughout ten months/payments. ACH payment is recommended for this option. We hope to simplify your invoices and accommodate all customers' needs with these changes.

Keep an eye on our website for fuel and propane pricing. These are updated whenever a change in price is made. You can also keep up with us on our Facebook page: www.facebook.com/hanskacoop. If you have a community event or announcement, send us a message and we will post it on our page to help draw attention. We also encourage farmers to send in photos from the field and/or around the yard, to post to the page.

We hope everyone has a great growing season and thank you for your continued business!

Brian Stueber - *Energy Manager*

(507) 439-6244 Ext. 2

Dallas Larson, Grant Romberg - *Delivery*

Randi Blackstad - *Accounting*

(507) 439-6015

FEED



John Schmidt

Chuck Gustafson retired after 38 years of service to the Farmers Co-op of Hanska. Chuck worked in the feed department for most of his career as a bulk feed truck driver and most recently as a miller. His experience, dedication and work ethic will be missed! Thanks Chuck for your contribution to the success of the Co-op!

We would like to welcome Dustin Moldan to our feed team. Dustin is working as a miller in the Courtland mill and lives in Hanska.

Volatile feed ingredient prices underscore the importance of reviewing livestock rations for best cost. For swine grow finish diets using alternative ingredients at optimal levels can mean a difference of \$15.00/ton or more compared to traditional corn/soy diets. For dairy rations, precision ration balancing may include using best cost ingredients as well as proper amino acid balance to reduce protein needs. For all

classes of livestock, close attention to formulation can reduce heat stress and help maintain performance in summer heat. FCH and allied feed partners have experienced nutrition professionals to help improve livestock performance and reduce ration costs.

Changes are around the corner concerning how and when we can use antibiotics in livestock production. A two week transition period will precede the January 1, 2017 cutoff date, after which no more over-the-counter use will be allowed. New regulations will limit the use and require a Veterinary Feed Directive (VFD) for many feed additives. A copy of the VFD will need to be on file before regulated feed additives can be mixed in your feed. Drugs NOT affected are wormers, ionophores (skysis, rumensin, bovatec), BMD, bambarmycin (flavomycin, gainpro), carbadox (mecadox) and tiamulin (denagard). It is strongly recommended that you consult with your veterinarian before the end of the year to establish a VFD plan for your livestock operation.

CONVENIENCE STORE



Jeanne Willis

Summer is right around the corner, crops are in the ground, school is out, campgrounds are full and summer sports have begun.

Summer months are busy times at the c-store. We not only cater to our local customers but also see a great amount of out of town business either working or playing in the area and we welcome them!

All your summer needs are here at the c-store. We carry a full line of groceries and snacks and what would summer be without seasonal items like camping supplies, bug sprays, sunscreen and boat motor additives.

Stop in to see us when you have a chance, pick up a Hunt-Brothers pizza with wings, don't forget to cool down with some ice cream and have a great summer!

Jeanne Willis - *C-Store Manager* - (507) 439-6019

Farmers Co-op of Hanska
103 E. 1st St.
Hanska, MN 56041

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Career Opportunities:

The Farmers Co-op of Hanska offers career opportunities for hardworking individuals who are searching for stability, variety, and competitive pay with excellent benefits. Please see our website www.hanskaco.com for details about current open positions.

The Farmers Co-op of Hanska annual customer appreciation picnic will be held Tuesday, August 9th in German Park, located in New Ulm.

Watch your mailbox for the postcard reminder that will be mailed in late July.

The Farmers Co-op of Hanska would like to thank these employees for their years of dedication. The following employees have between 5-43 years of service.

- Lance Sletta
- Randy Compart
- Mike Denn
- Brad Fitzner
- Ryan Guldán
- Ross Johnson
- Liz Kietzer
- Andy Miller
- Darren Pierskalla
- John Schmidt
- Dean Stage
- Brian Storm
- Brian Stueber
- Dusty Voges
- Randy Waibel
- Casey Walters
- Jeanne Willis