

# Farmers Co-op of Hanska

*Proud to be Farmer-Owned*

**Summer 2018**

1929-2018

89 Years



## **FCH Board Members:**

Brad Portner  
-President

Randy Aschenbrenner  
-Vice President

Mark Fischer  
-Secretary/Treasurer

Gerald Grathwohl  
-Director

Richard Wurtzberger  
-Director

Tim Miller  
-Director

Matt Suess  
-Director



Jerry Svoboda

Forrest Gump once said, "Life is like a box of chocolates, you never know what you're gonna get." And, that could

never be truer than what agriculture in southern Minnesota has experienced this year. Mother Nature has not been kind but life goes on and all people involved in agriculture are generally optimists even though it don't feel that way some days. As far as your co-op is concerned, we are having a much better year than the past three from a financial standpoint. It could be much better if we could have had a normal spraying season but you can't control the uncontrollable!

When the fields are fit, the agronomy team is out there getting

it done. Our grain team has loaded three corn trains this summer and after brushing off the rust on the first one did an extremely efficient job of getting the last two loaded within the timeframe allowed. These were the first trains loaded since September 2016. Feed and Energy volumes continue to be solid so we are confident that our financials will be improved over last year. We are very proud of the FCH employee group who have done what is needed to serve our customers. We have several new employees so if you see them please introduce yourself and welcome them to your cooperative.

Work on the feasibility study concerning the unification of FCH and Farmward Cooperative continues. All voting members should have received an update letter at the end of June reporting that stage 1 of the study showed a unification would create definitive benefits to members of both cooperatives. We have moved on to Stage 2 to work on key details and a plan that is agreeable to both cooperatives. We will update our members on the process after Stage 2 is complete.

Scott mentions in his article that we are replacing a 160,000 bushel grain bin in Hanska. This bin was built in 1976 and plain worn out. We researched just putting a new roof on but it didn't turn out to be very feasible given the age of the bin. The new commercial grade bin will serve our membership for many years to come. In other capital expenditures, we have ordered three new trucks for feed and grain to replace three old ones that came with purchase of the feed mills. Repair and maintenance of these older trucks have weighed heavy on the income statement and it's time to get them revolved out.

Mark your calendars for the Customer Appreciation Picnic to be held at German Park in New Ulm on the evening of August 14th. Invitations will be sent out soon.

With the conclusion of Fiscal 2018 I'd like to express our gratitude to our loyal customers who have supported us through this trying year. We currently have almost all of our employee positions filled with quality individuals who know what they are doing and are committed to serving your needs in the coming year. We talk a lot about equipment and buildings and policies but it is the employee group who get the quality work done you deserve. If no one has asked for your business lately, I'm asking for it now. Please give this employee group a chance to show you what they can do and support your co-op at the same time!

**Jerry Svoboda - General Manager**

## **AGRONOMY SALES**



Melanie Woodford

Starting now is a great time to evaluate your crops. Walk through your fields and examine what has happen and how that impacts your farm. This year began with a wet spring and the heavy rains continued after planting. This is a factor that has influenced the crops and will give insight on how to prepare for upcoming seasons. While walking fields be sure to evaluate these certain areas;

population, diseases, insects, nutrient deficiencies, weed control & yield potential. While checking soybean fields now is the time to start looking for aphids. Threshold

for aphids is 250, but they can double in number in only three days. As numbers increase please give us a call so we can schedule your spray application or provide the insecticide that you need.

Currently we have an excellent opportunity with Climate FieldView. If you are looking to use more technology on your farm this is a great place to start. Climate FieldView can be utilized through planning, planting, growing and harvest seasons. This program provides you with valuable data that can be used to make decisions on your farm. For more information please contact me, Melanie Woodford – 507-318-0992

Melanie Woodford - Sales (507) 318-0992

## GRAIN



Scott Ziegler

Since our last newsletter it would be safe to say that the common words would be "Road Closed or Detour." Everywhere we turn from the bridge work in New Ulm to County Road 12 outside of Courtland. Even the week of the 4th, with all the rain in Walnut Gove and Springfield that closed Hwy 14 and the rail tracks, delaying our latest train by 6 days.

Many of your marketing strategies have taken a "Road Closed or Detour" since the trade war talks with the US and China and NAFTA. Currently soybeans out of the U.S. are \$1.50 a bushel cheaper than Brazilian beans.

Many of you have had to make Detours with your planting and spraying this year because of the late snow and the rains we got in June. And as the summer goes on we will probably see a Road Closed or Detour pop up somewhere, but I believe that with any construction project over time things get repaired and we will be traveling down the road we have used many times but hopefully only smoother.

### Construction Update

Earlier this spring we had an issue with one of our corn bins in Hanska. After studying quotes on whether to fix the roof or replace the bin, the board of directors approved to

build a new bin in the current location. The new bin is scheduled to be up by harvest. So please use extreme caution when traveling around the Hanska Elevator.

### FREE PRICE LATER

Farmers Co-op of Hanska will be offering FREE PRICE LATER FOR ALL LOCATIONS, for corn hauled in after June 25th, 2018 and before August 25th, 2018. This will be subject to space availability at each location. All bushels must be priced by noon on August 31st, 2018. Any bushels not priced at this time will be priced at the close on August 31st, 2018. These bushels will not be allowed to be applied to any contract. They will be the current cash bid of the location hauled to on the day of sale.

Thank you for your continued support and please feel free to give us a call to help you with your marketing needs.

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

*Karen Beranek - Accountant*

*Chris Walters, Dusty Voges, Micah Deree, Henry Karstens, John Livingston, Tom Liebl, Jim Wellmann - Elevator Operations*

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

## AGRONOMY



Bill Meyer

I am pleased to announce 2 additions to our department. Leon Yarger started with us around the middle of April and jumped right into his role as an applicator and maintenance person. He did an excellent job this Spring running the floater and now in the Hagie sprayer. Andrew Havemaier joined us in the middle of June. Initially he is running

tender equipment and will start working on obtaining his applicator license as we work through the summer into Fall. They both grew up around the Searles area, so if you see them around, be sure to stop and say hello and welcome them to the Co-op. I would also like to announce the retirement of Lance Sletta, Lance has been with the Co-op for over 45 years and has shifted into a part-time role with us. Thank you for your dedication Lance!

I also want to give a shout-out to Jake Blake. Jake moved over to the agronomy department last Fall from the FCH feed department and ran the toolbar during NH3 season. This Spring was his first running a floater, and he really stepped up to the plate for us. He now is in the patriot sprayer and doing a very good job with that.

We have purchased a new chisel plow for this Fall. Our old Wil-Rich chisel plow had a lot of age and acres on it and we were having a lot of down time related to those factors. We bought a John Deere 40 foot chisel, and it is set up on 12 inch spacing. The guys are busy getting the NH3 system set up on it and will have it ready to go in time for Fall.

We are making some changes to our NH3 trailers. We are installing brake lights and turn signals to our doubles. This is actually a law that we have to have these on the trailers. The reason is that vehicles behind you have to be able to see your rear lights and that is impossible to do

with the double trailers. We will have jump cords between the pickups and trailers that will stay with the vehicles. Anyone who pulls their own double trailers will need to have the plugins for the trailers. We will provide cords, so check with us to make sure our cords will be compatible with your trailer plugins. If you are pulling single tanks, you do not need lights, as you can see the pickup lights from behind.

One other change for our NH3 trailers is that we will be providing a removable set of safety chains instead of having a set of chains on each trailer. These chains can stay with your pickup. This should cut down considerably on chains and hooks getting dragged through the fields and roads and being ruined. All of our pickups will have the chains permanently attached to the truck and hooks on the other end to be attached to the trailers.

One other note. All farmers that pull their own trailers have to have the pickup they use DOT inspected and have the sticker applied to the vehicle. This is another State law that has been around for quite a number of years already that has not been enforced. The only exception that I know of is if you would pick up your tanks with a tractor, then that law does not apply to that piece of equipment. Any questions or concerns, please give me a call.

Fertilizer pricing for Fall will be up some from last year. I do have product purchased and will be out with prices probably by the middle of August. We would appreciate the opportunity to do business with all of you. Thanks for the support that you give us. Have a safe and prosperous rest of summer and Fall harvest season.

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

*Melanie Woodford - Sales (507) 318-0992*

*Jake Blake, Lance Sletta, Leon Yarger, Andrew Havemeier - Operations*

## ENERGY



### Propane:

Dallas is out summer filling. Farmers Coop of Hanska customer list keeps growing due to Dallas and the Energy Department's great service. If you have any new construction or repairs you would like done, please call ahead so we get them scheduled before September 15th.

Brian Stueber If you still haven't returned your Duty to Warn that Jen mailed out in May, please do so as soon as possible. We will not deliver propane until we receive them back.

### Contract:

Farmers Coop of Hanska has price for 100% prepaid for corn drying and hog barns. We also offer contracts for HOME HEAT - 100% prepaid contract, \$.20 down contract prepay, and booking contracts. We also offer budget billing. Give Jen a call at 507.439.6015

### Refined Fuels:

Historically July and early August diesel and gasoline softens. I suggest to lock your 2018 fall needs in at 100% prepaid price to be delivered by December 15, 2018.

The Energy Department had a strong year in sales picking up 28 new customers in propane and 22 new customers in refined fuels. We will strive to keep our excellent service to you and new customers as the energy business continues to grow.

Thank you again for another great year!

**Brian Stueber** – *Energy Manager*

507-276-1007

Dallas Larson - *Delivery and Installation*

507-240-2300

Jen Brandel - *Energy Assistant*

(507) 439-6015

## FEED



Tariffs, trade and world politics dominate the front page for virtually every commodity market important to our patrons. Agriculture in general has been and continues to be an easy target for negotiators wishing to get the upper hand on trade disputes verses the United States. So, what can we do in the face of policy issues seemingly

beyond our control? Concentrate on what we can control. Be the best at what we do. From the feed side we can help target feed costs, formulate best cost rations and help you determine production efficiencies.

Our feed mills continue to churn out quality feed for all classes of livestock. Both Courtland and Mankato mills are working hard to keep ahead of your feed needs. As we grind through last years' corn harvest we continue to have very good quality corn available. The quality of our grain shipments are testimony of the hard work our elevator personnel have put in the preserve the excellent corn delivered to us over the last year. Two new trucks are on order and should be pulling feed trailers before harvest. We have recently been in contact with feedlot operators looking for custom finishing options. We also have opportunities for custom raising nursery, wean to finish and finishing pigs. Nursery space seems to be in particularly short supply at this time. The challenge is finding the right fit for both barn and livestock owners.

Feed commodity prices have slid to near contract lows over the last month. The dynamic price movement of corn, soybean meal and distillers grains have opened some opportunities to forward contract feed and changed the relative cost of protein and energy in livestock diets. These changing feed costs together with the unique challenges of summertime feeding underscore the importance of working with your nutritionist to optimize feed formulation.

Summer heat and humidity are tough on livestock feed intakes. Feed strategies like limiting feed fiber to lower digestion heat production and adding high energy supplements to the diet can help maintain gains during periods of heat stress. Neutraceuticals, electrolytes and enzymes may also benefit feed intake. Lack of adequate amounts of clean, fresh water will reduce feed intake and slow gains. Water should be tested for high mineral levels and water lines, cups and tanks cleaned as needed to ensure water quality.

Management practices can help livestock cope with summer heat. Air movement from fans or natural ventilation help cool and freshen air. Misters or sprinklers used with fans keep animals cooler through evaporation. Biting flies and insects can make the situation worse. Integrated pest management (IPM) combines pest control through insecticides applied to facilities and directly on the livestock, feed through larvacides, physical control and environment management. Multiple but smaller meals help keep feed fresh and encourage higher feed intake especially for high moisture feeds. Feed and water stations positioned to take advantage of shade will encourage animals to spend more time at the feeders. Preservatives help prevent feed from heating and spoiling during hot weather.

**John Schmidt** - *Manager*

Brian Storm - *Operations*

Cindy Hering - *Accounting*

Casey Walters, Jim Schultz, Devyn Tierney,

Grant Romberg - *Feed Mill Operations*


Michael Wagner, Howard Tauer, Liz Kietzer, Brad Fitzner,

Brian Kloos, Chad Petersen, Loren Bruns, Dale Bartlett,

Troy Youngerberg - *Delivery Trucks*

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

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Mankato, MN  
Permit No. 609

 Like and follow our Facebook page for updates concerning Farmers Co-op of Hanska

## CONVENIENCE STORE



Jeanne Willis

There is still time to take advantage of July Diamond Rewards specials. The July specials are breakfast sandwiches 2/\$5, and coffee for 99cents, this is a great way to start your morning off before work! These specials are only good until July 31st, but don't worry we have specials for the month of August too. The August specials are \$2 off a LP exchange cylinder, perfect for grilling season. Or if you don't feel like cooking yourself we have another deal for you, buy two 12" hunt brothers pizzas and get a free 2 liter bottle of Pepsi or Coke products. These monthly specials are in addition to all the other great rewards you can get from being part of our Diamond Rewards Club, such as 5cents off per gallon of gas, and buy 9 and get the 10th one free on gallons of milk, any size coffee, and Hunt Brothers hunts of pizza. As always, being part of the diamond rewards club is free so stop in and sign up today to take advantage of these great deals!

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

## HUMAN RESOURCES

We are currently taking application for a feed delivery truck driver to work out of our Courtland Feed Mill.

Must have a class A CDL

Hours are Monday-Friday 6am-done  
(usually between 4pm - 5pm)

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We are also looking for a grain operations employee to work between our Hanska and New Ulm facilities.

If you would like anymore information on these positions or would like to apply please contact Brandon Mohr at 507-439-6014.