



Or Current Resident

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 Atlantic 712-243-2465
 Fontanelle 641-745-3371
 Greenfield 641-743-2161
 Sorensen 712-774-5389
 C-Store 712-779-3440

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April 2015

Manager's Corner

Simply put, there's a whole lot going on at the 21st Century Coop these days. From new employees replacing retiring ones to a couple large capital improvement projects slated for 2015. Starting with employees, this past December, Leann Tibken replaced Kathy Cullen in our Massena office. She and Kris Platt are now heading our accounting department. Leann and her husband Mike live in Anita and have 2 children in the CAM school district. Leann's past work history has been most recently with the ISU Armstrong Research Facility in Lewis and prior to that, worked with the ISU Extension offices in Cass and Taylor counties. We are pleased to have Leann on staff and she has been doing a super job.

The past couple months, we also lost two location managers to retirement. In February, Francis Cullen from our Sorensen location announced his retirement and then this past month, Pat Westphal from our Fontanelle location. Both of these employees are going to be missed and served the coop well for a number of years. We wish them nothing but the best as they enjoy the next chapter of their life.

Replacing an aging workforce in today's agricultural environmental

is one of the most challenging tasks facing not only our coop, but many others like us. We will be faced with many more in the not so distant future.

To fill the Fontanelle void, we have transferred John Baudler from the Massena office to Fontanelle. As many of you know, John is from the Fontanelle area and has always yearned for a chance to manage there. Replacing John at Massena is Dave Bissell. Dave has extensive experience in the ag retail business, working at Massena Pelgas and Pelgrow the past 30 some years. Dave will introduce himself more in his first newsletter writing under Massena news.

Francis has agreed to come back part-time this spring to allow Steve to run a sprayer and we will fill the Sorensen position later this year.

We are also pleased to have 4 new employees since our last newsletter. Roy Carl and Willie Vogl in Fontanelle, Eldon Finnell in Massena and Clayton Schmidt in Cumberland. We are pleased to have them on board and are sure they will serve you, the members, well.

As reported at last November's annual meeting, the board of directors approved a grain improvement project in Massena. The project will include the construction of a 360,000 bushel bin northwest of the office and 10,000 bph receiving leg and pit. We will also erect a 4,000 bph leg from the dryer to eliminate

a bottleneck with the feedmill. This improvement will vastly improve the speed and space in Massena and will be the first bin put up there since 1996. The project is already underway and is scheduled to be completed by fall.

The Cumberland dry fertilizer plant is also scheduled to start April 1st. Weather delays and construction problems elsewhere have pushed this project back, but hopefully we will be blending fertilizer in our new building this fall.

Both these projects wouldn't be possible without you. Your continued support of the coop allows us to post positive earnings and invest in the future of the cooperative.

Simply put, there's been a lot going on at the 21st Century Coop these days!

Thanks for your business and have a safe spring.

--Randy

Thank You!

I would like to thank everyone for taking time out of their busy schedules to attend my retirement reception. I sincerely appreciated the good wishes, the kind words, gifts and phone calls. It has been my pleasure to serve you for the past 42 years.

Pat Westphal

Feed Sales

Calving season is upon us so I want to remind you we have a lot of your calving needs on hand. Products like colostrum, nipple bottles and ear tags are available at most branches. Calf starter pellets and growers are also on hand.

For those of you that are calving first calf heifers or are getting ready to breed heifers for the first time, we have an ADM tub which is 18% protein and 16% fat. The tub works very well to provide the protein and energy they need for calving and breeding. We also have the Purina 14% calf creep and the Amino Gain products for creeping calves.

The minerals for spring contain a product called Avail 4, which is essential for trace minerals for breeding. Zinc improves conception rates and milk production. It provides hoof integrity and immune responses. Copper is essential for resistance to infection and disease. It also supports lactation and helps maintain gestation. Manganese supports proper digestion and vitamin B12 synthesis.

We have the Avail 4 in loose mineral and tubs. The Endo-fighter minerals are on hand for fescue toxicity on pasture. Fescue grass is becoming more prevalent in a lot of pastures. Endo-fighter minerals will really help your conception rates. We also have magnesium minerals in block and loose forms for grass tetany.

Thank you for your business and have a safe spring.

--Gene Jacobsen

News From The Massena Office

Hello, everybody! My name is David Bissell. At the time of this writing, most of you have already heard about me joining the 21st Century team.

A little about me: I've worked in agronomy for 37 years. Propane from 1978 until 1999. The companies I worked for were all here

in Massena at the same location, Massena Pelgas, Massena Pelgrow and West Central Coop.

I have 1 son, Jackson Bissell and his wife, Brooke (Johnston) who live here in Massena and 1 daughter, Samantha Bissell and fiancé Tyler Wangsness of Ankeny.

I must say the last 6 weeks have been very challenging for me, learning about buying grain, the different grain contracts, chicken house corn, etc. But I've enjoyed learning this part of the business. I give John Baudler a big thank you for being a great teacher and having lots of patience. And also the crew here in Massena have been great to work with along with the other locations.

You might see me after hours and on weekends in the spring helping Rich Anstey and the NH3 crew or out with Scott at the chemical warehouse assisting with the chemical operation.

At the present moment, the old grain bins are gone here in Massena. Work is underway to get the new legs and grain bin up by fall. Stop by and watch the progress.

In closing, I would like to thank everybody for stopping in and visiting with me. I've got a lot to learn, but feel more comfortable every day at what I've been taught. Spring is here! Let's take our time and make it a safe one!

Greenfield News

Welcome to the 21st Century Coop in Greenfield. If we stand on our tiptoes looking over the hill, we can see spring is coming on the horizon. Due to an inclement fall, we did not apply the normal fall applications of NH3 and P&K's. We have all of our equipment greased, fully inspected and filled up with fuel; we are geared up and ready to go. A large percentage of your crop maps have been turned in and ready to be applied. We would like to stay in a certain area and completely get everything applied to increase our efficiency.

New seeding this spring is booming right now as the price of corn and beans are not at desirable lev-

els. Most cow/calf producers are taking advantage of more roughage needed with some of them looking at expanding the current cow herd. We have ample seed oats and your grass needs are in good supply. We also have a blended mix of 70% alfalfa, 15% timothy, 15% clover that has been giving us satisfactory results.

Hopefully Mother Nature will be kind to us this spring as we already have most of our crop maps in for chemistry applications. We are looking forward to a great spring to apply everything in a timely fashion.

Last, but not least, check your stored grain from last fall as we have had a few samples of corn starting to go out of condition! We also have free price later right now.

Looking forward to serving you this spring and let's have a safe one.

--The gang from Greenfield

Sorensen News

Pray for spring!!! Is it finally here??? The foggy days predict the last week of March to be questionable. Everyone is getting anxious for warmer weather.

Here at Sorensen's, we have several farmers taking advantage of the free priced-later option and are hauling grain in before they get busy with other things. If you plan to sell some of your grain during the summer, bring it in now and let us take care of it. Please remember to keep an eye on your bins as the temperature continues to climb. 17-18% grain may not keep at 80 degrees.

Steve has been busy with routine maintenance issues, but will be leaving to spray soon. Francis has agreed to return part-time until Steve is able to return. However, Francis is really enjoying his retirement.

As you begin preparing for spring field work, please be careful and take precautions to prevent accidents and be aware of fire hazards when contemplating burn down.

We look forward to serving you and remember the coffee pot is always on. --Steve and Phyllis

Agronomy

Hard to believe another spring is here. The rains received throughout the last year seem to make many new ditches in fields; even on flatter ground, there are ditches. Taking time to fill these areas will be much better on equipment going through the fields. As we start to spray, it is best to check your ditch crossings so they are crossable. With all the rains, some of the tubes could be undermined and are not safe to cross with any type of equipment. Also, new tile lines that have been put in last fall have settled and perhaps need to be leveled with more dirt.

As it warms up, it is a good idea to check your alfalfa for any signs of winter kill. Four-year-old and older alfalfa stands and four to five harvest cuttings per year may have more winter kill symptoms. Dig up a tap root and make sure the root is firm and not mushy. Split the stem open and see if it is white for a healthy root and a brownish color for an unhealthy root. If an older alfalfa field would have fewer than 4 plants per square foot, you may want to consider seeding a new area or you could interseed red clover into these areas for an extra year or two. It is going to depend on how much feed you need for your livestock operation or alfalfa you plan to sell. We have a good supply of alfalfa and grass seed on hand for your seeding needs.

Proper fertilization is still key to high yields. Although commodity prices are lower than last year, you still need to maintain fertility for high yields. It takes approximately .38 lbs. phosphorus and .3 lbs. potassium per bushel of corn and .8 lbs. phosphorus and 1.5 lbs. potassium per bushel of beans. It is a good idea to get fields soil tested to see what the fertility levels are. If soils are in low to very low range, there is a 75-80% probability that you can see a yield increase by applying the right amount of fertilizer to that crop. In order to raise the phosphate and potash levels in the field, there needs to be applied an additional

18 lbs. more actual phosphate and 10 lbs. more actual potash than what the crop removal needs are to raise it one part per million (ppm). If you made corn stalk bales this last fall in addition to crop removal, you should add another 5 lbs. actual phosphate and 20 lbs. actual potash per ton of stalk bales taken off.

As always, when custom applying fertilizer or spraying herbicides, we need a map. Proper identification of the crop, names, acres, driveways and any other pertinent information is needed. We are ready to spray pastures and apply pre-plant and pre-emerge herbicides to corn and soybeans. For pasture spraying, we would like to have all the pastures done before we start getting really busy with pre-emerge corn and soybean spraying. As we get into May, row crops become a priority and pasture spraying may not get done until early fall. If your private pesticide license has expired and/or you have a new number, stop by or call one of our locations so that we can update our records when purchasing restricted use pesticides. For purposes of billing, if there are any changes in landlords or split invoices, we would appreciate knowing. Stop by and talk to Rich in Cumberland, Don in Fontanelle, Dave in Greenfield and Scott in Massena for your 2015 crop input needs.

--Scott Svoboda, Agronomy Manager

Bookkeeping

After 23 years of employment with Iowa State University Extension,

you don't just wake up one morning and decide to take a new job, but that is kind of how it happened. I thought the bookkeeping position advertised for the 21st Century Coop looked interesting, was more of what I went to college for and was closer to home. I dusted off my resume and sent it to Randy. The rest is history.

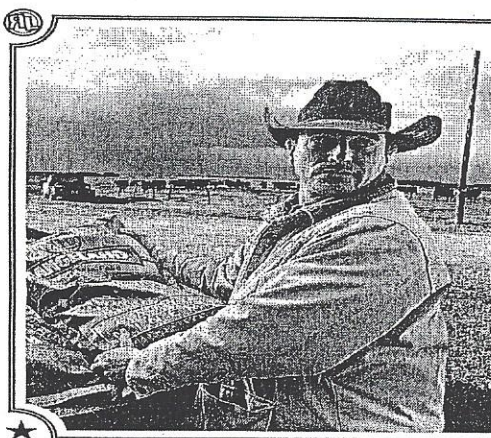
It's been an exciting three months as I have been learning many new things. Thanks to the patience and assistance of many people in this great organization, I am starting to feel I have a place here and am excited with small successes. Names and faces are still a struggle, so please be patient. They say the average person needs to be told 26 times before they retain something. Let's hope it's not that much, but no promises! It might not hurt to put a sign in your tractor with your name on it in case I'm the one at the counter when you drive onto the scale. That will make it easier for both of us; I will be less likely to make mistakes and it will be less frustrating for you.

Through this learning process, I've also come to the conclusion it is easier to do it right the first time than to go back and correct mistakes. So if you need bills or loads split, please let us know when we are accepting the grain or we are billing something to your account that you need split with landlords, tenants, neighbors, family or friends.

I am looking forward to providing you with the best service I can, so stop in, grab a cup of coffee, say hello and let me know how I can assist you.

Think Spring!

--Leann



RANGELAND: 50 LBS. OF ONE-LESS-THING TO-WORRY-ABOUT.

Optimize profit potential by optimizing overall herd health and breed-back rates. New Rangeland[®] loose and tub mixes from LAND O' LAKES encourage intake consistency without overeating. Plus, it stands-up to rain and wind, so it's as durable as it is smart.

Consider it done.



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Seed Sales

Spring is here! Grass and alfalfa seeding is well underway for the year and it won't be long before planting will start. Planting accuracy is one of the most important steps to insure high yields. Improper seed placement can cause yield loss. The average planting depth is around 2 to 2½ inches. Any deeper and the corn might not emerge. If you go any shallower, you start to affect the root growth. Avoid planting in wet fields. This can cause side wall compaction and seed furrow to open back up. Checking these few things can help improve your yield.

We continue to increase seed sales in all of our locations. The yield successes of our DeKalb and Croplan brands have helped with the increase in sales. We treat our soybeans in Fontanelle in our seed treater. It has been a big help keeping costs down to you, the growers. We also have four seed tenders that you can use for bulk beans. They are on a first come, first serve basis. We will have plenty of alfalfa and other grass seeds on hand for your seeding needs at each location.

If you have any questions or are in need of some extra seed, just let one of us know. We have Dave in Greenfield, Steve at Sorensen's, Don in Fontanelle or me to help you with your needs. I thank you for your business.

I hope everyone has a safe and profitable year. Thank you.

--Trent Raasch
515-321-9334

Fontanelle

Spring 1997. I was writing my first newsletter as an employee of Massena Coop. I had a 7-month-old, a 29-year-old wife, 12 cows and a 1750 Oliver diesel tractor. I was probably having some writer's cramp trying to get my newsletter done. Some things never change.

Fast forward...Spring 2015. I am writing my first newsletter at the

Fontanelle location of 21st Century Coop. That 7-month-old son is a senior and will be graduating in May from Nodaway Valley. A few other acquisitions also...a freshman and a 7th grader in school, 45 cows, still wish I had the 1750 Oliver and I still have the 29-year-old wife. That should score me some points with Darla, don't you think?

What changes have you experienced the past 20 years in your farming/business operations? I just got an email on my smartphone. "A what on your what??" said the 1997 farmer. It is truly unbelievable all the technological advances we have had in 20 years. What will the next 15 years bring us? I'll bet no one in 1997 said they couldn't go plant because the satellite was offline! In 1997, I was selling corn for \$1.85/bu. and beans for less than \$5/bu. and LDP payments. Oh, Lord, please let's not go back to LDP's!!

One thing I hope everyone is still doing, no matter when you started, is to have a marketing plan. The past recent years have been great and somewhat easier for those in agriculture. I think we are starting to be in a tighter margin business climate going forward. Now, it's even more important to have your plan in place, follow it, and have no regrets. Someone smarter than I has said many times, 'you can't go broke selling at a profit.' Margins are not as large as they have been, but if you know your costs and do everything possible that is in your control, it's all you can do. We can't control the weather or the markets – that hasn't changed from 1997 either.

Another thing that hasn't changed for me in 18 years at 21st Century Coop are 3 of my goals.

1. Be a service for our customers/patrons.
2. Make money.
3. Pay back dividends.

Have a safe and productive 2015 season. --John Baudler

C-Store News

Goodbye winter, hello spring!
With spring here now, we are

looking forward to seeing what new products the Farner Bocken show will have this year on April 16 and 17. Over the winter, we added some new food items to our menu. For breakfast, we started making our own homemade sandwiches: smoked sausage, ham, bacon and sausage patty. Below is a menu of what sandwiches and sides we have to offer:

Sandwich Menu

Hamburger \$2.45
All Potatoes \$1.79
DBL Hamburger \$2.75
Mini Corn Dogs \$2.49
Cheeseburger \$2.55
Jalapeno Poppers \$2.49
DBL Cheeseburger \$3.55
Cod Strips \$3.50
Pizza Burger \$2.59
Chicken Wings \$2.99
Ham and Cheese \$2.59
Mozzarella Sticks \$2.99
Grilled Chicken \$2.59
Tenderloin \$2.59
BBQ Ribs \$1.99
Hot Dog \$1.87

All prices are subject to change.

Coming soon for summer 2015, we will have Dippin' Dots ice cream. Our summer hours will begin on May 1.

Happy spring!

--Brenda, Kristen and the
C-Store Gang

Cumberland Station News

There have been a lot of changes in Coop personnel in the last 6 months. Several people retired, along with many new hires and location changes. Rest assured that here at the Cumberland station, we have retained the same dedicated staff. When you stop in, you will be greeted by the same friendly personnel.

New this spring, we hope to have in stock a limited supply of Roundup Ready sweet corn seed. We will also carry the old favorites, Incredible and Serendipity.

Now that spring work is in full swing, I ask you to call in fuel orders early to assure timely deliveries.

Be sure to stop on your way to the field to see what we can do for you.

Thanks for your business.

--Dave, Station Mgr.