



NEW COOPERATIVE FEEDS REACHES ONE MILLION TONS

On May 30th, NEW Cooperative Feed hit the one million ton mark in feed production nine months into our fiscal year.

In July, the Rowan Feed Mill will be open for production. With the addition of the Rowan facility, NEW Cooperative will exceed the two million ton production mark in 2019.

FEED MILL LOCATIONS

- BODE**
- DUNCOMBE**
- LIDDERDALE**
- PALMER**
- POMEROY**
- ROWAN**

MAKING A MARKET FOR OUR MEMBERS GRAIN.



YOUR PARTNER  **in the FIELD!**



**THE SUPPORT
YOU SHOW
YOUR
COOPERATIVE
IS GREATLY
APPRECIATED
AND WE WORK
EVERY DAY
TO HELP YOU
AND YOUR
OPERATIONS
SUCCEED.**

The spring planting season has certainly been a challenge for many of us involved in production agriculture. Planting dates across our territory have ranged from Mid-April to Mid-June depending on your location in the state. Our fleet of equipment and employee team has been frantically moving between locations, taking advantage of any window of opportunity the weather allows to work across as many acres as possible. I want to thank our team members for their hard work and dedication during this challenging time.

This spring was also the first time that the entire company operated on our new agronomy dispatching software, SOILMAP DISPATCH. This software, developed internally, maximizes the productivity of the entire company's fleet of custom applicators by coordinating and streamlining the equipment, creating a daily plan that optimizes the efficiency of our operations. Having this tool available during planting season allowed us to efficiently move as much equipment as possible to areas that were dry enough to operate, and to cover as many acres as possible with our fleet. The ability to streamline the information flow between our equipment, employee operator, and the producer further expands our customer service capabilities, and provides added value to our members' farming operations.

The feed expansion in Rowan continues to progress and we expect to begin manufacturing feed in just a few short weeks. This mill will be the sixth for NEW Cooperative and will consume approximately ten million bushels of corn at full capacity. This new market will help provide new end uses for grain producers in the Rowan and Dows areas and will bring NEW's feed production to nearly two million tons annually. Construction also continues on the two million bushels of additional grain storage in Rowan. This addition will support mill operations and address the continued growth in grain receipts. Completion of this project, along with twenty thousand bushels per hour of additional grain receiving capacity for this facility, is expected prior to harvest.

Internal market share growth continues across NEW Cooperative as record volumes are expected for fertilizer tons sold, grain bushels handled, feed tons manufactured, and fuel gallons delivered. The support you show your cooperative is greatly appreciated and we work every day to help you and your operations succeed. It is your business that makes this company successful.

Finally, we want to thank those producers in the Ute and Anthon areas that provided us with the opportunity to gain their confidence and business. After close to one year of operations with NEW, we hope this past year met your expectations.

DAN DIX | *General Manager*

FACTORS WE CAN STILL CONTROL IN THE 2018 CROP

Our company has had a wide range of weather in the spring of 2018. This has led to large differences in crop planting dates and crop development as of today.

As I am writing this newsletter during the last week of May, we have corn and bean fields that are in the second and third vegetative stage of crop development with great stands and yield potential. Yet, as we go north and east, the majority of the corn has just been planted or is at the spike growth stage and the soybean planters are still putting the crop in the ground.

What I am going to talk about throughout this article are the things you can still manage for your 2018 crop, such as items concerning nitrogen needs for your corn crop and plant health concerns.

Nitrogen Potential Losses From Your Fields NEW Cooperative had record fall nitrogen applications, however, March brought large snow falls and extremely fast melt creating runoff. In April and May there was also excess rain amounts in many parts of our trade area. Below is an excerpt from a recent DeKalb newsletter on this topic:

The quantity of Nitrogen loss is difficult to predict and depends on many factors, including soil type, fertilizer type, placement and timing, soil temperatures since application and the amount of rainfall received. For every 1 inch of moisture that percolates downward through the soil profile, Nitrate-N will move 4-8 inches deep, depending on soil texture and subsoil compaction layers, fields that have received more than 8 inches of rain have likely lost significant amounts of N below the root zone. When soils are completely saturated with water, the dominant N-loss pathway turns into denitrification (gaseous losses of N), which will account for 10-15% N-loss per day as long as the saturated conditions exist. Nitrification begins almost immediately after application with urea and 28%, but is delayed at least 10-14 days with anhydrous ammonia because anhydrous ammonia kills the soil bacteria in the injection zone. Soil temperature has a large influence on nitrification, with about 2 weeks required for complete conversion at 60 degrees F and 1 week needed at 70 degrees F. Over time in a ponded area, soil microorganisms quickly deplete oxygen levels in the soil and cause denitrification. Denitrification is the conversion of nitrate to nitrogen gases as soil microorganisms use the oxygen in nitrate to survive. Denitrification losses take place at a much slower rate than nitrate leaching. Average N loss is usually around 2% of the nitrate per day of saturation, but has been reported to be as high as 5% per day. The longer the soil remains saturated and the higher the temperature the more N is lost via denitrification. A common practice is to add 30-50 units of added N, costing around \$15/acre, leaving the remaining increased bushels going to the bottom line as a ROI. Your company has multiple ways of adding in season nitrogen that is needed to hit your crop yield goals consisting of urea top dress to foliar application of nitrogen now or with fungicide application in July.

(continued on next page)

Potential nitrogen loss from saturated soils, depending on air temperature and duration of saturation.		
TIME	TEMP	N LOSS
days	degrees F	percent
5	55-60	10
10	55-60	25
3	75-80	60

Denitrification loss will be less with soils having less than 1% organic matter.

Nitrogen loss due to denitrification in wet soils.

NEW COOPERATIVE CUSTOMER APPRECIATION EVENT

AUGUST 28-30 | Boone, Iowa

Ag Reliant Genetics | 1249 S Ave. | Boone, IA 50036
(Across from Redeker's Furniture on Hwy 17)

Tuesday: 11:00 am – 6:00 pm

Wednesday: 11:00 am – 6:00 pm

Thursday: 11:00 am – 2:00 pm

Join us for food, games and visit with the
NEW Cooperative Agronomy Team!



**FARM
PROGRESS
SHOW. 2018**

**AUGUST 28-30, 2018
BOONE, IOWA**

AGRONOMY NEWS

FACTORS continued from previous page

Fungicide Another crop factor you can still control for you 2018 crop is plant health. Fungicide used to help with crop health is nothing new to our area and company. A healthy plant is a productive plant which will produce more bushels at harvest. We continue to see very consistent ROI from fungicide application on both corn and bean crops. Your company has been custom applying and offering fungicide choices to our members for a number of years, going on a decade. This plant health practice continues to grow in acres every year due to its consistent yield response, putting more money in our grower's hands come fall harvest. All of our aerial applications are performed with the latest technology and GPS equipment to ensure accuracy. We are also able to provide "as applied" maps containing time and dates of applications. Talk to your local NEW Cooperative agronomist for all of your in-season crop health needs.

Example of your ROI: With a \$20 investment at \$3.75 corn it takes 5.4 bushels to repay with an average bushel gain of 8.5 equaling a \$11.88 per acre return on investment. It will also provide an advantage during harvest with improved stalk quality.



Soil Sampling The fall 2018 fertilizer market today looks to have increased costs on your phosphorus and potash crop needs. As you may have noticed at the gas pumps, prices continue to creep up. A large portion of fertilizer prices is transportation. Over 50% of our company's dry fertilizer is imported from foreign countries. With possible fertilizer price increases for fall, it has never been a better time to get your field grid sampled now to allow you the opportunity to have the option to spread your crop fertilizer needs by actual soil test levels and crop removals compared to the shotgun method of guessing fertility levels and blanket spreading.

"Many Iowa producers are choosing to apply the right rate of fertilizer, at the right time." "Using a good soil sampling method and variable-rate technology will help determine the phosphorus and potassium application rate within fields." Quote from Antonia Mallarino, ISU Extension Agronomist and Professor of Agronomy,

The best way to manage the fertilizer needs of your crop is to have the most accurate information available starting with up to date soil samples. These will show your fertility levels of phosphorus, potassium, sulfur and zinc, as well as current pH levels. We then can combine the current soil fertility with your desired yield goals to provide the correct fertility program that generates the highest ROI. Having a report card on your farms fertility levels is key to making the best decisions.

SHAN JAESCKE | Agronomy Manager

ROELYN OPERATIONS AT A GLANCE

During the month of April, the Roelyn & Cooper locations operated a total of 20 trucks, that logged 95,137 miles and 20,317 gallons of diesel fuel. Below is a breakdown of the various types of loads and their cargo.

These figures are also average numbers for May and fall harvest months at the Roelyn & Cooper locations.



9 The number of different trailers pulled by NEW Cooperative Semi Drivers

Liquid & Dry Tenders • Van Trailer
Grain Hoppers • Lowboys
CJ Side Shooters • NH3 Bottles
Polar Tankers • Belt Trailers



DID YOU KNOW? Almost 1/3 of the 65 employees in Roelyn & Cooper are semi drivers.

0 THE AMOUNT OF DOT VIOLATIONS or ACCIDENTS

REGION FIVE UPDATE

On behalf of all our employees we want to say thank you for doing business with us here at NEW Cooperative, you are the reason we are here and we greatly appreciate you.

Our employees have pushed hard this spring to provide the best service possible under the challenging conditions that we had to start with, like old man winter delivering us snow in April and unseasonable like temperatures. This set the challenge for us to meet your expectations for getting your acres covered in the time-line that you expected. We greatly appreciated your patience with our employees through this period.

We continue to focus on ways to improve and become more efficient by providing better customer service to you at all levels of our organization, along with continued training and development of all of our employees.

Since our last update back in June of 2017, we have had a few employee retirements along with some reorganization of employee roles at locations to better help service your needs. Coupled with the reorganization were the additions of the Ute location in August and the Anthon location in September.

RETIREMENTS THIS PAST YEAR Danny Irwin, Location Manager at Correctionville, Mike Friis, Location Manager at Blencoe and Jenneen Lohse, Customer Service Associate at Pierson. We want to thank them again for all of the years of service and commitment they provided by working closely with our customers at each of their respective locations.

REORGANIZATION CHANGES AND A FEW NEW FACES TO REGION 5 NEW COOPERATIVE LOCATIONS

- **Anthon and Correctionville Location** John Hoppe moved into the Location Manager position over both locations on September 1st, 2017. Bridget Brown moved from the Correctionville location as a Customer Service Associate.
- **Correctionville Location** Katey Ludwig began last fall as a Customer Service Associate.
- **Pierson and Washta Location** David Utesch moved into a dual role as Location Manager for both locations as well continuing as the Region Sales Manager for our northern trade area. Becky Todd started in Pierson as a Customer Service Associate in August of 2017 after relocating from our Washta location .
- **Ute Location** Both Brady Goslar, Location Manager and Melanie Steinkuehler, Customer Service Associate came on board in August of 2017.
- **Hornick Location** Shelby Flammang recently started as a Customer Service Associate.
- **Sloan Location** Michelle Nance relocated here from the Onawa location as a Customer Service Associate.
- **Onawa Location** Lisa Pruettt relocated from the Blencoe location to here as the Customer Service Associate.
- **Blencoe Location** Craig Harris accepted a dual role as Location Manager while continuing as a Regional Sales Manager in our central and southern trade areas. Kathy Dean came on board as a Customer Service Associate.

customer service level. Sometimes progression is a painful process, but we know that with the support and feedback of all of our customers that we can continue to grow and remain a company that you are proud to call your partner in the field.

MERLE LYONS | *Region Five Manager*



2018-2019 SCHOLARSHIP AWARDS

NEW Cooperative, Inc. is pleased to announce that seven students have been selected to receive a \$2,000 NEW Cooperative scholarship to aid these students in pursuing their college education in an agriculture program.

The NEW Cooperative Foundation awards the scholarships to students who demonstrate outstanding leadership, scholastics and a strong desire to pursue a career in agriculture.



**OLIVER
CONNOR**

Glidden
Parents:
Matt & Rhonda
Conner



**JACOB
GRANDGEORGE**

Woolstock
Parents:
Bob & Camilla
Grandgeorge



**WILLIAM
KELLNER**

Livermore
Parents:
Dean & Liz
Kellner



**ZACKERY
LEIST**

Clarion
Parents:
Kelly & Shannon
Leist



**TIFFANY
POEN**

Lake City
Parents:
Kevin & Lynn
Poen



**DEVIN
WAGNER**

Rolfe
Parents:
Robert & Sherri
Wagner



**DYLLAN
WALTON**

Clear Lake
Parents:
Randy & Kyndra
Walton



NEW FOUNDATION SUPPORTS LOCAL 4-H PROGRAMS

Once again, the NEW Cooperative Foundation has shown their commitment to supporting our local 4-H youth. Recently, the foundation donated \$42,405 to area 4-H clubs. The money is donated for half of each 4-H youth's dues in NEW Cooperative's trade territory, which includes Webster, Calhoun, Carroll, Greene, Franklin, Sac, Pocahontas, Humboldt, Hamilton, Kossuth, Cherokee, Crawford, Plymouth, Monona, Wright, and Woodbury counties.

NEW Cooperative takes great pride in supporting our area youth 4-H programs. We strongly feel that 4-H helps these youth build the foundation to become future leaders in our local communities. We are excited for them as they gain all of the valuable skills and knowledge the 4-H program offers.

ENERGY MARKETING UPDATE

As we all are painfully aware energy prices are at levels not seen since November 2014. OPEC and Russian crude oil production cuts have achieved their desired goal of drying up excess crude stocks thus driving up the price of crude oil and petroleum products. If it wasn't for the U.S. continuing increasing shale oil production energy pricing would be higher. Geo-politically with the United States pulling out of the Iran nuclear deal and the continuing crisis in Venezuela, which has crippled its oil industry, crude oil production from these two countries will probably be reduced. To make up for this lost production OPEC is now discussing increasing crude oil supply to make up the difference. A decision may be made during a scheduled June meeting. In the mean-time the Managed Funds continue holding very long positions, but the energy markets are starting to feel a little top heavy and a sell off might be coming. With that being said there might be some opportunities to lock in some attractive diesel fuel pricing for the fall time frame.

Moving on, propane stock levels are coming off the last winter heating season at the bottom of the 5 year range. With this year's extra-long winter and below normal spring temperatures inventory levels that usually start rebuilding in the month of April have not happened yet. The month of May builds for propane have been less than expected. A robust export market for propane is much of the blame for this. Propane producers are taking advantage of a higher overseas market as compared to the domestic market. The propane is going where the demand and the higher prices are at. To get the propane moving into domestic storage the price will have to go higher.

NEW Cooperative in the next few weeks will be mailing out our 2018-2019 propane programs. Enclosed in the mailings will be the annual propane duty to warn packet, along with summer fill program information, winter contracting options for residential heating, Ag grain drying, etc. and monthly budget programs. So watch your mail for this information.

DALE HOLLIBAUGH | *Energy Marketing / Risk Manager*



12TH ANNUAL IOWA WOMEN IN AGRICULTURE CONFERENCE

THURSDAY AUGUST 12, 2018 - ANKENY, IA

FEATURING KEYNOTE SPEAKERS

MARY KAY THATCHER former American Farm Bureau senior director of Congressional relations and current senior lead of Federal Government Relations for Syngenta

DELANEY HOWELL the first woman to host Iowa Public TV's Market to Market

For more Conference information, visit the IWIA web site www.iowawomeninag.org for a full Conference agenda and registration details.

SUMMER INTERNS

The summer has arrived and with that, we are pleased to announce our summer interns. These eleven students will spend the next couple of months working with the agronomy and operation teams throughout NEW Cooperative.



Front Row Mitch Moritz, Ashlee Grady, Will Kellner, Andrew Thilges **Back Row** Jacob Parr, Brady Read, Colin Carlson, Jon Krier, Isaac Luzum **Not Pictured** Seth Aljets and Summer Beery



2626 1st Ave South
Fort Dodge, IA 50501
RETURN POSTAGE REQUESTED



**GLEN WORREL JOINS
NEW COOPERATIVE
AS AGRONOMY
TECH SPECIALIST**

Glen Worrel has recently joined our Precision Ag department. Glen comes to NEW Cooperative with vast experience in Precision Planting, Ag Leader, and Yield 360. Glen hit the ground running during this trying spring and has been a great addition to our team.

Feel free to reach out to Glen (515-571-5786) or Arlyn Gorackowski (515-570-0775) for any of your hardware needs.

SUMMER PRECISION AG SPECIALS

AG LEADER – July 2nd through Sept. 15th

FREE Incommand 1200 Display and \$150 per row with the purchase of SureDrive and SureForce and trade in legacy or competitive display

\$150 per row with purchase of SureDrive and SureForce

\$100 per row with purchase of SureDrive or SureForce

PRECISION PLANTING – June 1st through Sept. 15th

Choose from any of these products: vDrive, DeltaForce, and Speedtube

Buy Three Products - Receive \$200 Per Row Rebate

Buy Two Products - \$150 Per Row Rebate

Buy One Product - \$50 Per Row Rebate

**Contact: Arlyn Gorackowski 515-570-0775 or
Glen Worrel 515-571-5786 for more information**

YOUR PARTNER IN THE FIELD | SERVING THESE IOWA COMMUNITIES

Anthon	Bode	Dows	Humboldt	Lidderdale	Otho	Roelyn	Vincent
Badger	Clare	Duncombe	Knierim	Lohrville	Palmer	Rowan	Washta
Barnum	Coon Rapids	Fort Dodge	Knoke	LuVerne	Pierson	Sloan	Whiting
Blairsburg	Cooper	Glidden	Lanesboro	Mapleton	Pomeroy	Turin	Woolstock
Blencoe	Correctionville	Hornick	Lanyon	Onawa	Rands	Ute	