SPRING PLANTING IS JUST AROUND THE CORNER. 
STEPS TO PROTECT YOUR CROP and IMPROVE YOUR YIELDS CAN BE AS EASY AS 1.2.3.

www.newcoop.com
NEW Cooperative’s earnings through the first six months of this fiscal year are slightly ahead of last year. Increased fertilizer sales, aided by a larger nitrogen application window last fall has helped drive the gains in our earnings. Last fall, grain experienced its largest harvest in history, with post-harvest receipts through March also outpacing the last several years. Tremendous progress has been made in drying last fall’s crop, which was the wettest in ten years. Our team dealt well with propane supply issues last fall and has maintained very good grain quality throughout the winter and early spring. Our transportation department, grain operations team and office staff did an outstanding job maintaining the grain quality through an exceptionally difficult time.

Each year our facilities are reviewed to determine what further improvements can be made to provide for your needs in grain handling and agronomy services. Our Mapleton grain business has grown rapidly over the last several years and has simply out grown our abilities to keep that facility running smoothly during harvest crunch time. To address this issue, the board of directors recently approved construction of 780,000 bushels of additional storage capacity. This will improve total harvest receiving capabilities by keeping both dumpsites operational, and will alleviate congestion with our trucks hauling out of that facility. The board of directors is also considering three other sites for grain improvements this year, in addition to the large grain project already in progress at our Lidderdale facility.

The current situation with the COVID-19 pandemic and resulting economic impact has consumed the world’s attention in recent weeks. Ethanol demand has been decreasing due to depressed energy prices and consumption. As ethanol production drops, the availability of the DDGs we add to our milling rations is also affected, which in turn leads to increased corn grind, further highlighting why the feed market is so important to NEW.

Much of the last several weeks has been dedicated to addressing the current issues, and planning for unknown problems that may arise as a result of the COVID-19 virus and its impact on our operations. First and foremost is the safety of our employees and customers. We have implemented several procedures that have affected our operations and how we interact with the customer. If it was not for all of the advances in technology that we are able to utilize today this would have been close to impossible just a few years ago. Thank you for your patience and understanding with these changes as they were made with everyone’s best interest in mind. Rest assured NEW is still as prepared as ever to provide you with the service level you have come to expect over the next several months and will do everything we possibly can to accommodate your needs during and after this upcoming planting season. I truly believe we have the best prepared agronomy department anywhere. If this situation has taught us anything, I believe it shows how closely employees, customers, and NEW Cooperative are reliant upon each other for each other’s long-term success. Thank you for your business, and have a safe planting season.

NEW IS AS PREPARED AS EVER TO PROVIDE YOU WITH THE SERVICE LEVEL YOU HAVE COME TO EXPECT OVER THE NEXT SEVERAL MONTHS
IS YOUR PLANTER READY? SIMPLE STEPS CAN PAY BACK IN BUSHELS

7 Steps To A Successful Planting Season
1. Level the Planter
2. Check Planter Unit Alignment
3. Make Sure Seed Disk Openers are Working Properly
4. Tighten the Depth Wheels
5. Check Closing Wheel Pressure
6. Units are Clean and Maintained
7. Drive System is Smooth and Maintained

Consistent Plant Depth
EQUALS
Consistent and Equal Plant Emergence

Consistent and Equal Plant Spacing
EQUALS
Plants to Grow with Less Competition from Neighboring Plants

PLANTER SET UP AND MAINTENANCE

BEFORE YOU TAKE TO THE FIELD
1. Check meters on a test stand in order to visually inspect parts and evaluate performance.
2. Inspect all mechanical drive components and look for any excessive wear including down pressure springs, parallel linkages and bushings.
3. Check seed tubes for any wear, in particular the bottom section that can wear or become damaged. Replace if damaged or has excessive wear.
4. Check size, wear and spacing for opening discs; always replace disc openers in pairs.
5. Inspect gauge wheels and ensure opening discs are making proper contact with the discs. Adjust the shims for each gauge wheel arm to ensure the correct contact with the disc.
6. Inspect closing wheels or discs and ensure bearings are in good shape and that the down force spring is properly set. Replace wheels if worn excessively.
7. For vacuum planters, check all lines for damaged tubes. Check hydraulic motor for leaks and make sure fan is clean.
8. Make sure that your Planter Monitor has the latest firmware. Clean out any old data (Fields, Hybrids, and seasons) and update your new hybrids.

FIELD CHECK - Four Important Steps
1. PLANTING DEPTH Check periodically since seeding depth can be influenced by soil and field conditions. The planter row unit must have sufficient weight so the gauge wheels operate firmly on the soil surface.
2. ROW CLEANER SETTING Make sure the row cleaners are not tilling the soil. They are for biomass removal and only need to function or rotate when excessive biomass is encountered.
3. CLOSING WHEEL PRESSURE Need sufficient pressure to close the furrow but adjust to the soil conditions. In general, higher pressure is needed in dry soil and light pressure in wet soil to avoid over-compaction.
4. GAUGE WHEEL PRESSURE There should be sufficient contact pressure in order to firm the soil surface at the specific depth setting, but not so much contact pressure that the depth wheels excessively compact soil adjacent to the seed zone.

Precision Hardware for your Planter
SureDrive by AgLeader
Individual Row Section Control
Variable Rate or Prescription Based
Turn Compensation

VDrive by Precision Planting
Reduce Complexity
One Simple Electric Motor on Each Row
Pairs with 20|20
Change Population Independently

Download the 2020 Precision Hardware Guide at www.newcoop.com
We can all agree that our Iowa weather has the final say on what we are going to produce in any given year. That being said, there are certain steps you can take to ensure you give your fields the best chance at optimum yields.

One thing to remember is that you need to be willing to adapt to current conditions throughout the year. Just because something worked last year doesn’t mean it’ll be the same this year. You have to start with a good base and foundation. The foundation is your fertility in the soil. If your nitrogen, phosphorus and potassium soil test levels are lower than university recommendations, your basic building blocks to a solid yield potential are not met.

When weather gives us – too wet, too dry, too warm or too cold conditions, then the soil and microbes don’t have a chance to mineralize the nutrients and become available to the plant - magnifying low fertility issues leading to lower yields.

IS YOUR SOIL FIT TO GROW YOUR BEST CROP?

Your basic crop fertility can be improved clear up to planting with basic application. Soil sampling is always the best place to start when you are questioning if your fertility levels are sustainable to meet your yield goals. With phosphorus prices down from the past two years and potash at a flat price, the dry fertilize program cost has decreased for the 2020 growing season compared to the past two years. With this, now is the best time to contact your local agronomist for your spring fertilizer needs.

SEED DECISIONS MATTER

It all starts and ends with the seed product you choose to plant. Today there seems to be a seed dealer on every corner. Your seed decision is one of the most significant crop input decisions because your whole yield outcome starts with the seed you plant.

DOES...

...your seed supplier know your farm’s fertility levels, weed and insect pressure, and soil types to select the best seed product for your farm?

...your past seed selection deliver the yield results you desire?

...your seed company supply research and back their products with solid past performance?

If you answered no to these questions, talk to your local NEW Cooperative agronomist to determine which seed is best for your operation.

Thank you for all of the winter bookings and crop production preparations needed for spring and summer 2020. Your cooperative is ready to deliver the products and services you need for a successful season.
SELECTING AND PROTECTING YOUR SEED INVESTMENT

SEED TREATMENTS WORK TO PROMOTE GERMINATION

NEW’s basic fungicide seed treatment includes an active ingredient that promotes germination of your seed beans to improve your overall stand counts. NEW handles a multitude of seed bean treatment options to help you meet your yield goal from normal fungicides, insecticides, Soybean Cyst Nematode, and Sudden Death Syndrome. Technology in the seed treatment business continues to evolve and bring new treatments to protect your yield from the yield-robbing issues.

CHEMISTRY SOLUTIONS THAT MAXIMIZE YOUR YIELDS

HERBICIDES FUNGICIDES INSECTICIDES

The chemistry program consists of three areas; herbicides, fungicides, and insecticides. Your herbicide program goal is to keep weed competition to its very minimum from robbing critical nutrients needed from your crop. The goal of your fungicide and insecticide program is to keep your plant healthy and free of diseases and insects, so it has the full potential of using the nutrients, sunlight, moisture, and other key elements of crop production to maximum your yield. Please contact your local agronomist for your 2020 individual crop yield needs and goals, as there are a lot of options on chemistry to make sure yours is the best for your farming operation needs.

IMPORTANT DATES TO REMEMBER

In order to allow timely documentation and follow up of a crop protection product performance issue, please be aware of the following dates.

June 30 | Last day to notify NEW Cooperative regarding fall applied, or pre-plant crop protection product issue.

August 10 | Last day to notify NEW regarding a pre-emerge, or post applied crop protection product issue.
Demolition has begun on the concrete silos at the Lidderdale location. Once they are removed, the ground will be prepped and ready for the construction of two 555,000 bushel bins, meaning an additional 1.1M bushel of storage, and a 20,000 bushel per hour receiving area with a large dump pit. These projects are set to be completed by fall in time for the 2020 harvest.

**SIGN UP TODAY FOR DIRECT DEPOSIT OF YOUR GRAIN & DEFERRED PAYMENTS!**

- Have the APP to sign contracts and print settlements.
- Fill out the Direct Payment form available on our website and return it to NEW Cooperative.
- If Grain is settled by 3:30 P.M., NEW will submit for payment the next day and you will receive email confirmation.
- Once the banking information is setup all future grain payments will be Direct Deposit.

**In the event NEW has received notification from a Lien Holder, ACH is unavailable.**
NEW FOUNDATION DONATES TO RENWICK AMBULANCE SERVICE

Renwick, IA  On Monday, February 10, 2020, Gary Moritz, NEW Cooperative Communications Director, representing the NEW Cooperative Foundation along with the Land O'Lakes Foundation, presented a donation to members of the Renwick Ambulance Service in the amount of $10,000 to help assist with the updating of a new chassis for their ambulance.

“NEW Cooperative is pleased to support Ambulance services in our communities where our members live and work. We appreciate the dedication of the volunteers who provide quality care and understand the need to have good equipment to assist in a moment's notice.” stated Gary Moritz, NEW Cooperative Communication's Director.

Renwick Ambulance EMT Dan Anliker said “We are thankful for NEW Cooperative's donation. We are looking forward to having a "new" ambulance to serve our neighbors.”

The goal of the NEW Cooperative Foundation is to help support youth, agriculture and community betterment organizations in our members’ local communities. It is with great pleasure that the NEW Cooperative Foundation is able to help the Renwick Ambulance Service to increase safety for both patients and the ambulance staff.

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ACWA CELEBRATES 20 YEARS

Ankeny, IA  The Agriculture's Clean Water Alliance (ACWA) organization is celebrating its 20th anniversary this year.

In 1999, three concerned co-op managers met with L.D. McMullen, former head of the Des Moines Water Works, to address the issue of high nitrate levels in the Raccoon River in northwestern Iowa.

L.D. shared what his choices were without some help from us. We assembled a group of retailers located up through the watershed, told them what we'd learned and talked of ways to help. This group formally became ACWA.

**Water Monitoring**

Over the past 20 years, ACWA has amassed one of the most comprehensive databases of nitrate level records for the Raccoon and Des Moines rivers. In 2018, 625 samples were collected from 65 tributaries and 223 were collected from 23 river sites. Stream monitoring data can be found on the ACWA website.

“Water monitoring has been an important component of our annual work plans since ACWA's formation,” said Harry Ahrenholtz, ACWA chairman. “The water monitoring program has been instrumental in prioritizing the geographic focus areas for project efforts and initiatives.”

As the organization evolved, so did the water monitoring program. Demonstration project sites are especially important to quantify the impact of practices, Ahrenholtz said.

In recent years, a focused effort has been on individual field tile line and edge-of-field monitoring in concert with farmers. Last year, ACWA sponsored analysis of more than 1,000 samples from 150 tile outlets and 29 sites with a conservation practice installed such as bioreactors, saturated buffers, and farm ponds.

“This has been valuable as an educational tool for the farmer and it has spawned new adoption of cultural and conservation practices at the field level,” Ahrenholtz said.
PROUDLY SERVING 5000 MEMBERS IN 39 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

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