

Ron Groskreutz - Western Grain Origination Director



Real Weather Scare Looms

The potential for a real weather scare looms over this year's Agricultural Commodities market like very few others in history. But, of course, we try to predict the future by looking at any history with a similar story. In 1996, December corn futures shot up to \$3.90. Though in that year, 1996, the new crop really was not threatened. July 1996 corn ran to \$5.50, December corn followed in sympathy to \$3.90, but did not outpace the old crop high.

It would appear as though this year more closely mimics the market rallies of 1988 and 2008. Those years we were short old corn, but we also threatened the new crop. In 1988 we planted the crop, but then had a terrible drought in most of the Midwest, and drove the market to a \$3.70 high. Most importantly, the market does not go up to a high, and then trade sideways. It goes up, and it goes down. While no one can pick that high before the fall, you can make sure that you have enough sales on the book at good prices so you don't feel as though you missed it when it does go down. The last three above normal weather market rallies did not end until late June or early July. So if a person already has a satisfactory amount of grain priced, perhaps you should at least have offers in at the next appropriate level.

Keep in mind that the February Crop Insurance Guarantee is \$6.01 per bushel. All of your sales need to be above that level. There is no reason to price anything below your Guaranteed Insurance Level, as you are already given a floor at \$6.01. Let's look at these charts below to see if history can show us anything about the future...

1988	2008
High was on July 5th at \$3.70	High was on June 27th at \$7.96
Retraced back by Dec. 6th \$2.51	Retraced back by Dec. 5th \$2.90
This was a 32% retracement or \$1.19	This was a 64% retracement or \$5.06
1996	2011
High was on July 12th at \$3.89	High (so far) was on Apr. 20th at \$6.83
Retraced back by Nov. 5th \$2.57	If we have a retracement of 33% \$(2.25)
This was a 34% retracement or \$1.32	This would take Dec. futures to \$4.57

It is worth noting though, that in these previous three years we continued to climb from May 1 to July 4 by 60% in 1988, 23% in 1996, and 37% in 2008. I think you throw out the 1988 year, because the entire rally came late when we realized there was a severe drought in most of the Eastern Cornbelt. If this year follows the 1996 or 2008 trend, we could add on anywhere from 1.57 to 2.52 between now and July 4th before we start to see the slide towards harvest.

At some point a person has to make sales. I would think that you don't want to chance a big sell off. So locking in a Guaranteed Floor Price to capture this market, while still having some upward potential seems wise.

A product that producer's may wish to consider for part of this year's production is the Floored Average Contract. Below is a brief description of how it works... We will use 5,000 bushels for this example.

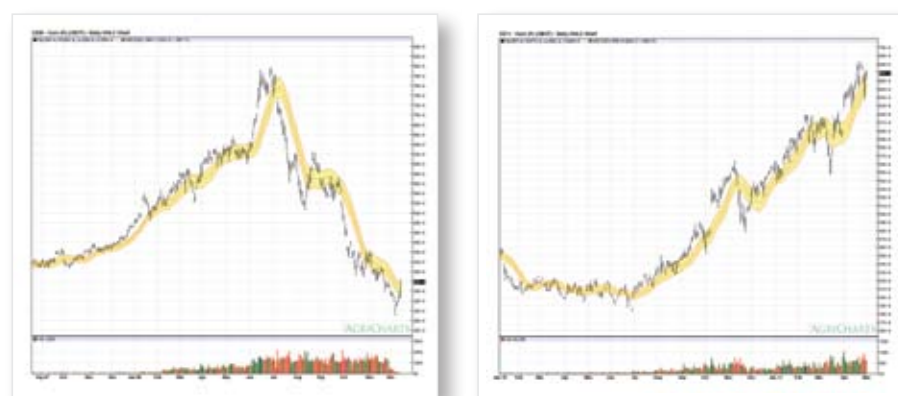
There are 146 trading days (at time of publication) between now and Nov. 25, 2011 when the contract is done pricing. You divide your 5,000 bushels by the number of trading days until Nov. 25, 2011. In this instance it is 146 days and that means you will be pricing 34.24 bushels each day. So you would have a floor set at today's December (Or any futures month that you would chose) CBOT price of \$6.60.

Any day that closes below the floor price, you get the Guaranteed Floor Price, in this case \$6.60.

Any day that closes above the floor price, you get that day's close for your \$34.24 bushels.

There is a CAP at \$7.65, so any day that the CBOT would close above \$7.65, you would only get \$7.65 for that days bushels.

If December 2011 futures on the CBOT is over \$7.65 on the last day, Nov. 25, 2011, then you would have an additional 5,000 bushels sold at \$7.65 CBOT price.



Dave Coppess - EVP, Sales & Marketing

Plant Health Management 2011

This morning I read a news clip that projected the U.S. will barely reach 89 million acres of corn planted for the 2011 crop. "We have corn acres flooded out in the south, we have the Dakotas and upper Midwest still wet and forecast calls for more moisture. We have corn acres burning up in dry-land corn regions like Kansas, Oklahoma, Texas; and Ohio, parts of Indiana and parts of Illinois have made little progress".

With an already tight corn inventory-to-use ratio, the expectations for a banner crop that will correct some of the supply crunch in 2011 are rapidly diminishing. Barring some unforeseen global issue, the expectations for high corn and soybean prices remain strong through 2011. That means crop farmers need to do everything practical to maximize this year's yields.

In the old days, we planted and sprayed the crop, monitored it for early bug infestations, row-cultivated for late emerging weeds, then considered the crop "laid by" ...not doing much else until harvest. Things are different today. Management practices and products are now available to monitor and improve the plants health and productivity throughout the entire growing season. Significant yield increases can be documented using these enhancements, almost always providing additional return for the investment.



Specifically, Heartland Co-op is promoting four components within our Plant Health strategies.

- Tissue sampling** - Our summer intern corps is actively involved in signing up acres for crop scouting and tissue sampling that will be used to diagnosis plant health deficiencies, helping to identify issues we cannot detect via other processes.
- Nutritionals** - Wet years, such as this year, often result in late-season nitrogen deficiency. Post application of foliar supplements, such as CoRon, are highly effective to replace lost nitrogen and optimize plant yields.
- Disease management** - we continue to document the positive attributes of post applied fungicides on both corn and soybeans. Headline and Stratego are key products to maintain and grow healthier plants that use less energy fighting disease, and direct that energy into plant growth and grain yield.
- Micronutrients** - Recent years have documented the increased need for supplemental Sulfur, Boron, Zinc, and other essential nutrients that are often required in small quantities by the plant. Even a slight deficiency can prevent a crop from producing at peak potential. Heartland offers **Axilo BMZ** as a package of micros to fit this need.

Also, researchers have demonstrated the addition of humic acid improves soil condition and retention of nutrients for plant use. **Hydra-Hume** is a source of humic acid, generally applied in the fall that provides greater fertilizer efficiency throughout the growing season.

We encourage you to explore these opportunities in more depth. Our qualified team of Certified Crop Advisors is available to assist you with planning and implementing these management practices. We want to continue to "help you to produce and market, profitably" throughout the entire 2011 crop season.



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Blairtown 319-454-6411	Grundy Center 319-824-5466 800-319-7775	Minburn 515-677-2256 800-422-0298	Reinbeck 319-788-6831 800-717-2667
Booneville 515-996-2295 800-244-8579	Hartwick 319-525-2311	Mingo 641-363-4250	Ripley 515-436-7411 800-442-7411
Cambridge 515-383-4345	Holland 319-824-6638 800-375-6638	Mitchellville 515-967-4288 866-605-8167	Runnells 515-966-2349 800-245-6221
Carlisle 515-266-4215	Indianola 515-961-2505 800-992-2505	Monroe 641-259-2157 800-659-2157	Slater 515-685-3571 800-779-3571
Chelsea 641-489-2724	Jewell 515-827-5431 800-728-0017	Montezuma 641-623-5727	Stanhope 515-826-3226 877-255-3506
Colo 641-377-2253 800-397-9513	Kellogg 641-526-8236 800-845-1075	Napier 515-292-2323	Traer 319-478-2147 888-243-2149
Conroy 319-662-4100 800-272-6422	Laurel 641-476-3427	Newburg 641-498-2553	Washburn 319-296-1392
Dallas Center 515-992-3767 800-362-0305	Lincoln 641-473-2640 800-392-2667	Newton 641-792-5169	Waukegan 319-296-1392
Des Moines 515-262-2522	Luther 515-795-2386	Panora 641-755-2114 800-422-0914	West Des Moines 515-987-4511 866-616-8495
Dexter 515-789-4230	Luzerne 319-434-6211	Pickering 641-478-3296 800-542-7887	Winterset 515-225-1334 800-513-3938
Elberon 319-439-5382	Madrid 515-795-3047	Prairie City 515-994-2651 800-383-0723	Wauke 515-987-4511 866-616-8495
	Malcom 641-528-2535 800-273-4485	Prairie City West 515-994-2631	

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Investing in Iowa's Water

In addition to providing you with agronomy products and services that help you to be productive, we are a proud member of Agriculture's Clean Water Alliance (ACWA), leading Iowa ag retailers working together to address the issue of water quality in the Raccoon, Des Moines and Boone River watersheds.

On behalf of you, our customer, **we commit 1/10 of a cent** for every pound of nitrogen sold in the specified watersheds **to improve water quality** in those areas. Activities in which we have invested to date include certified water sampling to provide sound environmental data and a tile-line bioreactor project to demonstrate removal of nitrate from subsurface water. ACWA members also **voluntarily agree** to follow a Fall Nitrogen Code of Practice.

These accomplishments have earned ACWA a **leadership role**, on behalf of agriculture, working with other groups and agencies **engaged in water quality improvement** projects. Read more about our investment in water quality on our website:

www.acwa-rrws.org

Lifeline



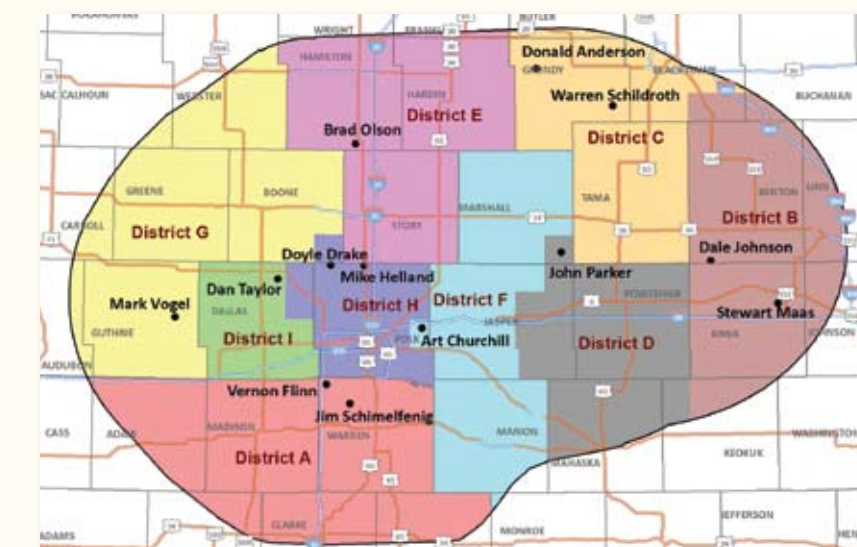
A Message From the CEO/General Manager - Larry Petersen

Nominating Committees



The Heartland Board decided two years ago to begin a process of reducing the Board size from fourteen down to nine that will be completed with the 2015 annual meeting. To give representation

on the Board from all geographical areas it was decided that the nine Board members would come from nine distinct districts although all members would vote in the election of Board members. The district lines were drawn to allow for approximately the same number of members in each district. The map to the right shows the nine districts.



The downsizing of the Heartland Board began last year when a position was eliminated after an incumbent decided not to seek reelection. This year's plan calls for ballots in two separate districts that now have two incumbents. The election plan dictates that one director will be elected from these districts. This will decrease the Board size by two positions to eleven members. Additionally, three other districts will hold elections this year. The length of terms will vary leading to annual elections held for three directors serving three year terms with the 2015 annual meeting. The districts with elections, incumbents and length of term are listed below.

District	Incumbents	Length of Term
A	Vernon Flinn	One Year
C	Don Anderson Warren Schildroth	Three Years
E	Brad Olson	Three Years
F	Art Churchill	Two Years
H	Doyle Drake Mike Helland	Three Years

This year's nominating committees, one from each of the districts holding elections, are now being formed. The nominating committee of three consists of members from that district. These committees will be choosing candidates that will be listed on the ballot from that district. Although all members vote for directors, the Heartland Board has decided to continue to maintain director districts to insure geographic diversity on the Board. If you are interested in standing for election, please contact your location manager who can pass your name onto the region manager who is responsible for facilitating the nominating process.

No later than thirty days before the annual meeting the nominating committees' selected candidates will be posted in the offices serving that district and will establish the initial official ballot. At least twenty days before the annual meeting any two voting members may nominate another voting member as a candidate for the open election by filing a nomination letter with the Board secretary or general manager. If the nominated member declares their willingness to serve as a Board member, their name will be included on the final official ballot.

Interns, Scholarship Winners

In this edition of Lifeline we are featuring the Heartland scholarship winners and summer interns. These two groups of young adults have shown a unique interest in the field of agriculture and are pursuing further education in that area. Heartland is fortunate to have attracted some very high caliber students to both participate in our intern program and to apply for our ten-\$1000 scholarships. By offering training and financial aid programs Heartland intends to encourage these motivated students in their educational endeavors.

Heartland Co-op 2011 Scholarship Winners

\$1,000 FFA Scholarships

Heartland Co-op has been a proud sponsor of a Scholarship Program for the youth of Heartland Co-op members who choose to further their education towards a career in agriculture. This year we decided to focus on our FFA scholarships and forego our traditional AFA scholarships due to low participation the last few years. The committee had another very qualified pool this year to choose our recipients from for the ten (10) \$1,000 FFA scholarships. The requirement was similar to year's past; high school graduates and/or current college students who are enrolled in an agricultural program at an Iowa college or university were eligible to win. All recipients were selected by a committee appointed by the Iowa FFA Foundation and will be given recognition at Heartland Co-op's Annual Meeting on September 13, 2011. The students, along with the names of their parents and the schools they will be attending this fall are listed to the right and on the inside spread. *continued on page 2*



BRETT BEYER
Son of Harvey & Teresa Beyer
Otley, IA
Attending: Dordt College
Major: Agronomy & Crop Science



MICHAEL BURT
Son of Allen & Dee Burt
Marshalltown, IA
Attending: ISU
Major: Agriculture Business

A Message From the CEO/General Manager - **Larry Petersen**

Heartland Co-op 2011 Scholarship Winners

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NORA HEINICHEN
Daughter of Doug & Terry Heinichen
Marengo, IA
Attending: ISU
Major: Agronomy



ERIN HERINK
Daughter of Kevin & Tammy Herink
Clutier, IA
Attending: ISU
Major: Animal Science/Pre-Vet



KAITLYN LEWIS
Daughter of Marty & Joyce Lewis
Monroe, IA
Attending: ISU
Major: Agricultural Business



MASON LEWIS
Daughter of Marty & Joyce Lewis
Monroe, IA
Attending: ISU
Major: Agronomy



EMILY LYLE
Daughter of Mark & Jana Lyle
Haverhill, IA
Attending: ISU Major: Agriculture
Studies & Agriculture Education



BENJAMIN OFFENBURGER
Son of Andy & Brenda Offenburger
Chariton, IA
Attending: ISU
Major: Agriculture Studies



JOSHUA PETERSEN
Son of James & Julie Petersen
Knoxville, IA
Attending: ISU
Major: Agriculture Studies



KENT THELKE
Son of Gene & Kathy Thelke
Dows, IA Attending: Ellsworth
Community College Major: Farm
Management/Swine Management



Dave Coppess - EVP, Sales & Marketing

Customer Experience Monitor

I was reminded this morning that it had been awhile since I had written an article for the Lifeline. We've been trying to share the limited space with others in the sales & marketing department to broaden exposure of the many talents employed by Heartland Co-op. We are very fortunate to have some of the best people in the Midwest (and probably the whole country) directing our business processes with the promise of "Helping Farmers produce and market, profitably."

As part of this commitment, we are embarking on an extensive monitoring process to help us determine the favorable customer experiences some of you have enjoyed, as well as those interactions that may not have been something we'd like to promote. The concept is to identify the gaps that exist and develop action plans to increase the favorable experiences you have with Heartland Co-op.

The project is termed "Customer Experience Monitor" and involves the assistance of an outside company to create a baseline of information to measure and track specific incidents that are favorable...or not. This will involve a number of 10 minute telephone survey or an email survey from a slice of our customer base. The phone survey is currently being developed and will be initiated shortly after the crop is in the ground...sometime in mid-June. If by chance, you are one of the customers contacted, we hope you'll share some of your time to provide some open, honest feedback in response to the questions that are asked. Since the survey is being conducted by an outside resource, your identity will not be shared with us unless you give permission to identify yourself. Again, we want open, honest feedback that can be compiled and summarized to provide us specific direction for improving the support and services

Front row: Preston Wilson, Julie Wade, Nora Heinichen, Katie Harrington, Caitlin Buswell, Bethany Olson Back row: J.W. Thomas, Jacob Holschlag, Casey Rankin, Kyle Bangston, Carlton Ness, Adam Ganeff, Kyle Dop, Austin Brandhoef

we provide on your behalf. Thank you, in advance, for helping us with this input. We'll keep you informed with what we learn.

Summer Interns

The past three years, Heartland has worked to expand our summer intern program. This year is no exception. We truly believe this is a critical process for developing a sustainable pipeline of talented employees to serve this company.

It's always fun to meet with this group as we bring them together for orientation and training before releasing them for their various duties within the company. It creates a new level of excitement that I equate to my high school days... specifically, the day the freshman ag class received delivery of their new FFA jackets. Whether an FFA'er or not, the whole school sensed the enthusiasm and pleasure brought about by the circulating Greenhands, proudly displaying their new garb. There is always some light-hearted teasing involved with initiating these young people into the system, yet, genuine respect and support for growing their skills and knowledge. I sense we have a similar process happening here.

As you may have noted, several of our past interns are now working for Heartland as full-time employees. We've witnessed they are better equipped to shorten their learning curve and hit the ground running as productive employees after spending a prior summer with us. It's a program that's good for the whole system... and it works! Hope everyone has a great summer!



Clair Rew - Director of Petroleum Sales & Marketing

SPCC- Requirements For Farm Facilities

Petroleum News

EPA's SPCC Program is in place to prevent oil spills into waters of the United States. Farm tanks are a regulated tank under EPA's SPCC Program. SPCC applies to a farm which stores, transfers, uses or consumes oil or oil products, such as diesel fuel, gasoline, lube oil, hydraulic oil, crop oil, vegetable oil, animal fat, or adjuvant oil in a quantity that exceeds 1,320 gallons in above ground tanks.

If the farm facility in question has a total storage capacity between 1,320 and 10,000 gallons in above ground storage containers, and the farm facility has a good spill history, the farm facility operator may prepare and self-certify their own SPCC plan. If the farm facility has an aggregate storage capacity that exceeds 10,000 gallons, the facility operator will be required to have a professional engineer certify their plan.

Plans must be in place by November 10, 2011.

In general, an SPCC plan for a farm facility must include the following information:

1. The use of containers suitable for the oil stored at the facility
2. Information on local contractors or personnel who can help responds to and cleans up a spill
3. Provide for the adequate sized secondary containment of bulk storage containers.
4. Provide for effective general secondary containment to address the most likely discharge where oil is transferred to and from containers.
5. Periodic testing of pipes and containers.



A farm facility with an aggregate storage capacity of more than 1,320 gallons but less than 10,000 gallons which has no individual tank greater than 5,000 gallons may use EPA's Tier I Facility SPCC Plan Template without the involvement of a professional engineer. EPA's template can be found using the following link:

<http://www.epa.gov/osweroe1/content/spcc/tier1temp.htm>.

PROPANE - PROGRAMS

1. **Propane Furnace and Water Heater Rebates** - Log on to the Iowa Propane Gas Association website at www.iapropane.org and you will find information about these rebates.
2. **Budget Billing** - This program spreads your heating costs over 12 months, eliminating large bills during the winter.
3. **Automatic Fuel Delivery** - Sign up for this program so you don't have to watch your propane tank, we do it for you. The program also saves you from having to pay for expensive Out-of-Gas fees when you run out of propane.
4. **Summer Fill** - The best time over the years to buy propane has been in the summer time. This program period is June through August. Any propane delivered in June and July is deferred until your August statement and is due September 25th of each year with pre-approved credit.

5. **Propane Contracting** - You can lock in your propane price for home heating and corn drying. Price may go down during the heating and corn drying season, but we allow you to make the choice - lock in or pay the price at time of delivery.

Watch your mail in June for the **2011 Summer Fill & 2011/12 Propane Contracting Flyer**. **NEW** - Only 1 notice will be sent out this year. You will be able to contract your propane and summer fill at the same time.



Tom Hauschel - EVP, Grain & Risk Management

Risk Management

Grain prices are close to all time highs. Things could not be better, right? Just as your revenues have increased, so has the cost of inputs, transportation, and risk management. The same statement holds true for your cooperative. The grain marketing landscape has changed dramatically over the past year. We have experienced dramatic increases in the cost of transportation, hedging and energy. The industry's Lenders are continuing to modify and limit the crop years/delivery periods that they are willing to loan money for margin calls relating to forward contracts. These changes continue to add complexities never before experienced in the industry. The combination of these issues has forced most companies to only buy grain in the current crop year and for the upcoming harvest, while not offering forward contracts beyond the next harvest's December option. Heartland Co-op is committed to providing the membership risk management tools to reduce your market exposure in these unprecedented times. As many of you know we are not contracting for the 2012 crop year yet, but we anticipate that contracts will be offered in the near future. Many questions have come up over the past year about how Heartland Co-op is protecting itself and the membership in these volatile markets. I will give you an overview of how we manage risk and the cost associated with our risk management programs. If you would like further explanation, please contact me and I will answer any of your questions.

Heartland Co-op is a grain hedging company. When Heartland Co-op purchases grain from our membership, we take an equal/offsetting short (selling) position on the Chicago Board of Trade. This creates a basis relationship between the purchase price of your grain and the corresponding CBOT futures price that Heartland Co-op sold. There are two principle users of CBOT futures markets, hedgers like Heartland Co-op and speculators. The CBOT futures markets are a net zero sum gain which means for every gain in value on a futures contract there is an equal and offsetting loss to the counterparty of the contract.

Speculators are simply betting that the price of a commodity will move higher or lower in the future. They are taking an appropriate long (buy) or short (sell) position ahead of that move. Hedging's basic purpose is to protect the owner from adverse swings in price until the commodity purchased can be sold, processed or fed. For example, assume that last December producer Joe sold Heartland Co-op 5,000 bushels of corn at \$4.00 for July delivery and Heartland Co-op sold one contract of CBOT corn futures at \$4.40, creating a basis position of -\$0.40. The next day the corn market trades down 10 cents on an unfavorable demand forecast. Heartland Co-op's bid for corn is now \$3.90 (still -\$0.40). The grain we purchased from producer Joe is now worth 10 cents less than what we paid, however the CBOT futures contract which was sold at \$4.40 can now be bought back at \$4.30, a gain of 10 cents. Because the basis did not change, Heartland Co-op did not lose 10 cents due the market down turn. Likewise when the market goes up 10 cents

there is a gain on the cash contract and an equal and offsetting loss in the futures market. The process repeats itself many times between December and July and as long as the basis does not change, Heartland Co-op has protected itself from these daily price swings of the CBOT.



There are rules to participate in CBOT futures contracts. Companies or individuals who buy or sell a futures contract need to place money in an authorized trading account with a Futures Commission Merchant or "FCM" when they make a trade. This first payment is called the "Initial Margin". From this point forward the trader's subsequent profits or losses on the trade are added to or deducted from their FCM account on a daily basis. When the market moves against the position and the monies in the account drop below a certain level, the trader is required to add to their margin deposit account in order to keep the account above the minimum level called the "Maintenance Margin". The act of the FCM asking for additional funds is referred to as a "Margin Call".

Now you ask, how does this hedging affect my ability to contract grain and why is it costing my co-op more money today than it has in the past? Good questions! Let us refer to the example above where Heartland Co-op sold a \$4.40 July futures contract last December. At that time, the CBOT required an initial margin requirement of \$950 per 5,000 bushel contract or \$.15/bushel. The initial margin requirement has recently reached as high as \$1750 per contract or \$.35/bushel. Not only does Heartland Co-op have to pay this fee on new hedges, but we must also raise the equity in the accounts of the older hedges that were traded at cheaper requirements. This requires Heartland Co-op to borrow more money in order to maintain our hedges. Currently the CBOT July futures contract is trading around the \$7 level. Remember Heartland Co-op sold a futures contract at \$4.40 as a hedge on the \$4.00 corn purchase. As the market has rallied and the short futures position has lost money, the FCM has required Heartland Co-op to pay margin calls of \$2.60 per bushel to bring the trade up to an acceptable maintenance margin level. Again Heartland Co-op borrowed the money to do this. All told, your Co-op has \$2.95 per bushel invested in this hedge. Assuming an interest rate of 6% the monthly interest cost on this purchase equates to 1.5 cents per bushel per month or a total of 12 cents per bushel on this December purchase for July delivery.

The grain industry is a mature industry in terms of grain margins. Margins in this industry are not expanding, which means that we must drive costs out of the business and maximize the carrying charges that the market allows. These two fundamentals are what has been the key to survival and expansion. Many grain companies do not have the strong balance sheet and combined member strength needed to offer forward contracting opportunities to their producers. Heartland Co-op is committed to being a full service business partner that is working for our membership to provide marketing options that allow you to manage your earnings.

Gary Mohr - Director of Feed



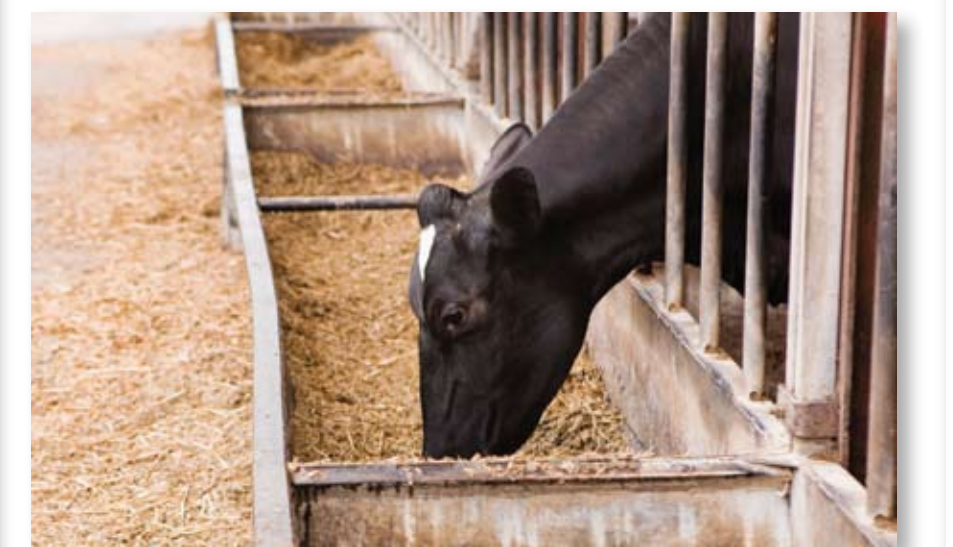
Dedication to Quality in Feed

The Heartland Co-op Feed Mill at Prairie City was recently awarded the Land O'Lakes Purina Feed Dedication to Quality Award for 2010 as a licensed manufacturer of Land O'Lakes Purina Feeds. That Mill has won this award for many consecutive years and this year achieved their highest score ever on the Land O'Lakes mill audit. We congratulate the Staff at Prairie City and thank them for their diligent work on the customer's behalf.

The Heartland Feed Mills undergo audits from several entities by both private and public regulating bodies to ensure the quality and consistency in an effort to allow the optimum performance of producer's livestock. We have increased our employee's Feed Education this past year and logged hundreds of employee hours in on-site and in off-site professional seminars to prepare them as one of the most highly trained staffs in the area. Heartland's Feed Employees have stepped up and embraced this opportunity to grow their skills in feed manufacturing and distribution.

A part of the standards for all of audits done at Heartland Mills is ingredient and finished feed testing. Your mills do much more of this testing than is required to meet those standards spending thousands of dollars in lab fees to insure quality. We do this gladly because we believe in documenting the quality of the ingredients we use as well as the consistency of the product we produce. Heartland also verifies the formulations we recommend based on the advice of professional nutritionists in each specie area so producers may depend on those diets to be appropriately designed and allow optimum livestock performance.

The resources invested in training and documenting the work of the Heartland Feed Staff allows your cooperative to welcome the oversight of third party audits and inspections. We are visited regularly by regulatory officials at our mills and warehouses and have a strong record of meeting and exceeding the requirements. We expect to be inspected often because of our visibility in Central Iowa and we welcome it because we are prepared. The capable employees in the Heartland Feed Division are more skilled than ever before in our history to meet the challenges of food producers in the twenty first century. We welcome your input at any time on how we are meeting your production needs. Heartland is your cooperative and like Red Green says, "I'm pullin' for ya. We're all in this together."



June Checklist

- Sign Up for tissue testing to assess micronutrient levels
- Schedule application of micronutrients if found deficient
- Visit with Sales Agronomist about economics of foliar application of Nitrogen with CoRon
- Talk about VR Nitrogen application for fall
- Plan to install VR Seeding precision equipment for next spring's planting...it's not too early!
- Watch Axilo BMZ video on Heartland website and then visit with Sales Agronomist
- Visit about Manganese in relationship to Glyphosate application
- Split applications of Nitrogen is environmentally & economically sound...are some field's in need of added nitrogen to maximize yields?
- Put your name on the list for a planned application of fungicide on corn and soybeans
- Ask about Answer Plot schedule for this summer