

Coop

HULL CO-OP
ASSOC.
Hull, Iowa

Chronicle

VISIT US ONLINE:
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Main office: (712) 439-2831 • Station: (712) 439-1140 • Lumberyard: (712) 439-2850 • VOL. 9, NO. 1 • March 2012

Manager Comments

Another year of Opportunity

ED WESTRA
General Manager

Another year is completed, and we all look forward to turning the calendar towards spring, Farming is starting over again with another opportunity, whether planting another crop, laying in the next group of cattle, starting the next group of pigs, or freshening a new set of heifers. **WE ALL GET TO START OVER.** So it is with your coop. We will report last year's accomplishments



Ed Westra,
General Manager

and our future plans at our annual meeting to be

held on March 26, 2012 at the Hull Community Bldg. Note the location change this year.

Your coop will report another exceptional year again this year. Growth in volume in nearly every department continues to help your coop maintain or lower our costs by improving the efficiency of our facilities and our employees. Your employees gave 110% this past year, and we need to continue to reinvest in facilities and equipment to support the efforts

that they are making in serving you.

Many producers have asked me, "Can the good years continue in the farm economy?" I believe they can. But it is not a "sit back and let it happen" kind of world. We need to be very diligent as your cooperative to bring you the information and technology tools that will make a bottom line difference in your operation. We need to be more than a supplier; we need to be your partner in a fast changing world.

Our Mission Statement still rings true, "To provide, environmentally safe, quality goods and services to our Patrons, in a manner that enhances the profitability, and quality of life of our patrons, our employees, our cooperative, and our community" This new year is another opportunity to reach for that goal. Thanks for your patronage.

Early Applications of Fungicide on Corn What have we learned?

EVAN WIELENGA
Agronomy Manager

We've had several growing seasons to look at fungicide applications on corn at tassel time. It's evident we can expect yield results of ten to fifteen bushels per acre, especially on hybrids that need disease protection. This past year, we looked at additional fungicide tank mixed with applications of Roundup when corn was in the six to seven leaf stage. To understand the results of this additional fungicide it may help to know the mechanics of why we see a



Evan Wielenga
Agronomy
Manager

yield response. There are two options for an early season yield response, either **disease control** and related response or **plant health**.

The basics of plant disease apply here; you need the "disease triangle" completed with the **pathogen**, the **host** and the **environment**. Obviously, the corn is the host. The pathogen is most likely going to be from a corn-on-corn residue scenario where disease from the prior year's residue can begin to produce spores to re-infest once the crop achieves canopy. Corn-soybean rotated fields are likely not a huge risk at this point, especially when you consider the environment. If disease pressure is low PLUS the canopy is fairly open allowing maximum sunlight and air circulation, the odds of reasonable infection opportunity are pretty slim. Contrast that to dense vegetation of fully tasseled corn or soybeans in

late July.

The second reason to see a yield response may be from a plant health response. Sometimes we see a yield response from fungicide even though there is very little plant disease present. Fungicides can have an invigorating effect on plants that leads to increased yields. This effect has less to do with preserving yield (as with disease control) and more to do with adding extra yield by keeping the plant more productive during certain periods of the growing season.

Bottom line, there is data out there to support an early season application of fungicide; I might expect a four to six bushel yield response. I think we need to stack the odds for response by combining a corn on corn scenario, positioning on an offensive type hybrid and possibly a mechanical injury issue such as hail bruising or wind damage.



Vitamin D Deficiency

DAN MCMANUS
DVM

Over the past 2 years the veterinary diagnostic laboratory at Iowa State University has diagnosed 64 cases of rickets, a metabolic bone disease associated with a lack of vitamin D. Upon researching these cases it was found that most of the animals were being fed diets adequate or above current NRC recommendations for vitamin D. In 2011, Dr. Steve Henry and his associates at Abilene, KS described a syndrome named PFTS (periweaning failure to thrive syndrome). The affected pigs were big healthy pigs at weaning that would not eat and continued to fade until they were euthanized. These pigs were determined to be severely deficient in vitamin D. The chart on the right provides what normal ranges for blood vitamin D levels.

It is important to remember that weaned pigs need 15 ng/ml blood levels for normal bone growth and 25 ng/ml to optimize vitamin D's role in the immune system. What are we seeing on weaned pigs sampled from different farms?

As you can see from the lower chart to the right, none of the sampled pigs reached the desired levels for vitamin D at weaning. Why the low levels? The young pig's only source of vitamin D is the colostrum. Sow's milk contains very little vitamin D. In a 1984 study by Goff and Horst the mean levels of weaned pigs were in the 12-14 ng/ml range. Since that time we have seen higher litter sizes, better milking genetics with weaning age increasing all diluting the colostrum received by the baby pig.

What has been tried in these problem farms? Dr. Steve Henry with Drs. Ron Horst and Jesse Goff

of Ames, IA are producing a peanut oil based product that contains 40,000 IU of vitamin D. (WeanD). Early results with this product look promising. Many farms are achieving 25 ng/ml levels in their weaned pigs. Previous PFTS problem farms have seen a reduction in problems with this syndrome. Treated farms report a reduction in nursery mortality and a reduction in humpback pigs (also a sign of vitamin D deficiency).

What do I tell producers? Be diligent in observing for lameness in the wean to finish system. If you see issues, contact your farm veterinarian. Have him bleed 10 weaned pigs and submit for vitamin D results. If it is a problem work with your veterinarian and sow farm to administer the WeanD. The product costs about 6.5 cents per pig at the current time.

If you would like more info on this topic, please contact Nic or Chris.



Nic Smit
Swine
Specialist



Chris Van Beek
Swine
Specialist

Vitamin D

Published normal ranges	
Age of animal	25(OH)D ng/ml
Neonate	5-15
10 days	8-23
3 to 4 weeks	25-30
Finishing pigs	30-35
Mature	35-70
Parturition	35-100

25(OH)D levels in ~3 wk old pigs, ng/ml			
Farm	Average	Minimum	Maximum
Farm 1	6.4	5.1	7.7
Farm 2	6.3	3.7	8.4
Farm 3	5.4	4.8	6.2
Farm 4*	8.1	6.7	10.9
Farm 5	7.1	4.8	9.6
Farm 6	4.9	3.5	6.1
Farm 7	6.8	5.6	8.7
Farm 8	6.3	3.7	8.4
Farm 13	6.5	5.6	7.2
Farm 14	5.8	3.8	8.2
Farm 16	7.4	4.9	9.9

WHAT SHOULD I DO IF I SMELL GAS?



NO FLAMES OR SPARKS!

Immediately put out all smoking materials and other open flames. Do not operate lights, appliances, telephones, or cell phones. Flames or sparks from these sources can trigger an explosion or a fire.

LEAVE THE AREA IMMEDIATELY! Get everyone out of the building or area where you suspect gas is leaking.

SHUT OFF THE GAS. Turn off the main gas supply valve on your propane tank if it is safe to do so. To close the valve, turn it to the right (clockwise).

REPORT THE LEAK. From a neighbor's home or other nearby building away from the gas leak, call your propane retailer right away. If you can't reach your propane retailer, call 911 or your local fire department.

DO NOT RETURN TO THE BUILDING OR AREA until your propane retailer, emergency responder, or qualified service technician determines that it is safe to do so.

GET YOUR SYSTEM CHECKED. Before you attempt to use any of your propane appliances, your propane retailer or a qualified service technician must check your entire system to ensure that it is leak-free.

<http://usepropane.com/safe-source-of-energy/homeowner-safety-information/>

Summer Soil Sampling and Nutrient Cycling

PETER WESTRA
CCA Agronomist

Over the past year we have been promoting the use of summer grid sampling as an important tool to track our soil fertility levels in our fields. This is an important change in tactics over against the fall soil sampling that we had performed in previous years. By moving to summer sampling we eliminated much of the time crunch that can be seen with sampling in the fall after harvest and before manure applications. Also by sampling in the summer we are able to review the results prior to the big fall push and are able to make fall fertility plans that direct manure applications lower fertility areas of the field.

Customers have often asked when visiting about making the



Peter Westra
CCA
Agronomist

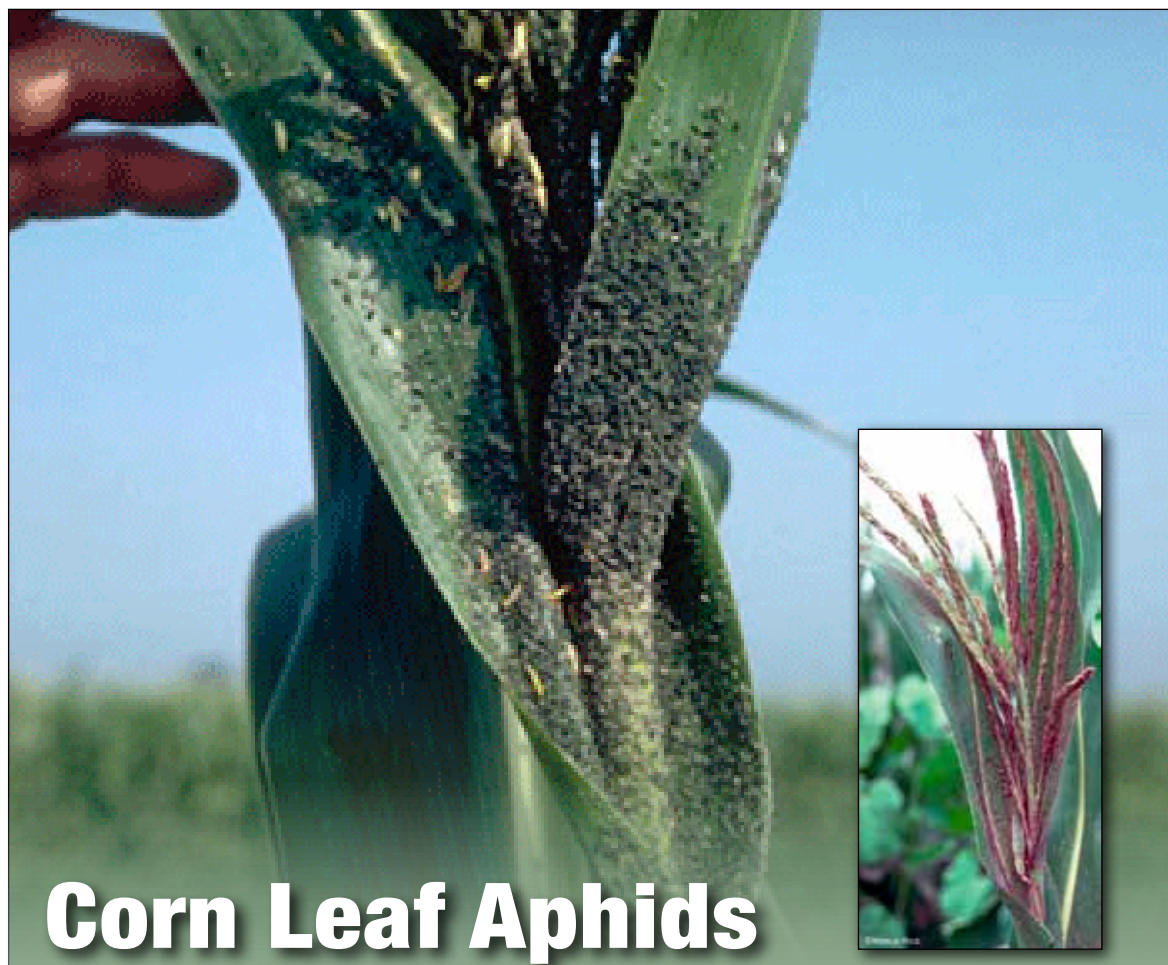
change to summer sampling if we will be properly measuring the removals of the growing crop. This is an important question to consider especially with the large crops that we have been able to produce over the last few years. The concern is that the soil will test higher than it would in the fall because the crop that is currently growing has not taken up all the P & K that it needs at the time of sampling (May & June). This is a valid concern in part because most of the nutrient uptake in corn and soybeans does not happen until the rapid vegetative growth in June in corn and July in soybeans.

However, if we look at university research on consistency of soil sampling results we find that the consistency of soil test from year to year is actually better when the soils are sampled in the early summer.

This is especially the case with potassium soil tests. Potassium is needed in large amounts during the growing season. Corn uptake is over 300# of K per acre, but we only remove around 60# of K per acre in the grain. The rest

is recycled through the residue on the field. Potassium is easily washed out of the residue and recycled into the soil through rain, but this is where the inconsistency of fall sampling over summer sampling enters the equation. Fall rains are not consistent, and when your fall sample is taken when it is a take compared to fall rain events will impact the potassium values. This fall for example much of the potassium may still be in the residue on the top of the ground because we have received so little moisture. Summer sampling, however, gives time for potassium to wash out of the residue so that it can be consistently measured.

Summer sampling this past year was a very successful way for us to spread out the work load and plan for fall work. In addition, we feel that we are able to get a more accurate soil test on your farm. As we prepare for the spring season we should consider what fields need samples this summer. Josh, Pete, or Evan will be contacting you about fields we feel need to be sampled this summer.



Corn Leaf Aphids

Aphids have been a problem in soybeans since the early 2000's. The past few years, we have seen corn leaf aphids in most corn fields during late July and into August. Are the aphids a threat or are they harmless to the corn plant?



Josh Koch
CCA
Agronomist

Corn leaf aphids can affect the corn plant by chewing on the plant and leave behind a "honeydew" which promotes mold growth. That's why the corn plant still looks black and sooty even when the aphids have left the field. The most severe damage

can occur between the late-whorl and pollination stages. Universities and other agronomy sources haven't provided any good data which supports a yield loss from corn leaf aphids, but there still are some recommendations for spraying. Here are a couple considerations when deciding whether to treat for corn leaf aphids.

Are the aphids appearing early in the field? Around tassel time, aphids can interfere with pollination, especially if they're on the tassel or ear itself.

Is there any drought stress in the field? Dry conditions will amplify the impact of the aphids and cause more yield loss.

Are you already going to spray with a fungicide? If so, an insecticide will only cost a few dollars more to control the corn leaf aphids without an extra application.

ISU recommends that if 50% of the plants have 100 aphids or more and the tassels have aphids on them, treatment may be justified. Heavily infested fields in the tassel or pollination stages should probably be treated keeping in mind that certain hybrids seem to attract corn leaf aphids more than others. Adding an insecticide with a fungicide is a good solution to reduce application cost.

There are also beneficial insects in the field that help to reduce the numbers of corn leaf aphids if spraying isn't needed. Scouting for aphids should be done on a field by field basis while taking note of the different hybrids in each field. The best course of action is to scout your fields around pollination and before spraying

New Employees



DWAYNE HANSMANN

Dwayne and his family live in Boyden. He started as a custom applicator and semi truck driver last March. Occasionally, you may see Dwayne driving a feed truck too.



SHANNON SCHULLER

Shannon began working in August of 2011 as a transport driver. He primarily hauls propane, diesel, and gasoline. Shannon and his wife Bethany (Hoksbergen) have two children, a 3 year old and a 1 year old. Prior to being hired by the Hull Coop, Shannon hauled livestock. Working in the transport department keeps Shannon especially busy during the fall harvest and winter heating months.



AMANDA KOOKER

Amanda is very excited to join Hull Coop as the new Calf and Heifer Specialist. Amanda grew up on a dairy farm in Western Wisconsin where she took an active role on the farm and also enjoyed judging and showing dairy cattle. Her husband Kirk and his family milk cows near Magnolia, MN. Amanda spent two summers interning with Land O'Lakes Purina Feed during her college career at UW-River Falls. Since graduation she has worked as a dairy nutritionist with special interest in young animal nutrition.

New Look coming to Hull Coop Web Page



You will notice a new look to our web site in the near future. We have made arrangements with Agricharts to host our web site.

The new site will have many of the same features as the old site, but the futures are laid out in a more compact format and therefore easier to read. The weather map will be there and current announcements as they have before

and there are many news stories and commentaries to view. Also available will be stock market quotes and other financial news.

You will have access to a lot of information and if there is something you would like to see, let us know.

Many of you have been using the site in the past. We encourage those of you who have not been visiting our web site

to check it out. All you need to do is type in "www.hullcoop.com" on your web browser. From here you will be able to view the local radar, check local grain prices and futures markets, and have access to news articles, financial news, and editorial comments.

We believe you will like the new format and hope that you are able to use the information it provides to your advantage.

www.hullcoop.com

CALIBRATE



CALIBRATE™

One of the key nutrients in a Lactating Dairy Cow ration is starch. It's also a nutrient that we are blessed to have a lot of here in the Upper Midwest. It's amazing to see all the different forms that corn, our main supplier of starch, can take. We see corn silage, high moisture corn, earlage, fine ground corn, cracked corn, corn distillers, and corn germ meal just to name a few. And even though it all comes from the same plant, corn-in all its dif-



Peter Steiger
Dairy Specialist

ferent forms-will behave very differently in the rumen of a dairy cow.

It is that type of scenario that leads us to Calibrate. Calibrate is a fee-based nutrition program that helps us as nutritionists better predict how starch will behave in the rumen. It is backed by over 12 years of research at the Longview Animal Nutrition Center by Dr. David Weakley. How does it work? We gather samples of all the starch containing feeds on your farm and



Ed Jumbeck
Dairy Specialist

send it to one of the Calibrate certified labs for analysis. This analysis will give us Dry Matter content, Starch level, and a GPN (Grain Processing Number) score. This GPN score is a measure of the speed of degradation of the starch in that product. The score is based on a 1-11 scale with 1 being slow and 11 being fast. Typically, our dry corn products will be on the slower end of the scale (2-4), high moisture corns will be in the middle of the scale (5-7), and silages will be on the faster end of the scale (7-9). We will then take the Starch values and the GPN values of all your ingredients and plug it in to the Calibrate Starch Calculator to determine the Percent Optimum that your herd is at. This Percent Optimum will

then guide us as nutritionists in balancing the right amounts and types of starch for your herd.

The advantages of this type of program are numerous. We all know that starch degradability will change in our wetter feeds over time. By sampling these products every 2-4 weeks, we can track the changes that occur and make the adjustments that we need to make to maintain production and components. It also helps avoid "train wrecks" that can

occur when changing piles of silage or bags of feed. It also gives us a great tool to evaluate other byproduct feedstuffs that contain starch or sugar and see how it will fit into the ration and what effects that will have on the Percent of Optimum for your herd.

Will Calibrate work for you? Both Ed Jumbeck and Peter Steiger are certified Calibrate Nutritionists and can help evaluate your farm to determine if it would be a good fit for your operation or not.

For Best Success in Storing Grain:

- Clean grain can be stored longer than grain with chaff and dirt in it.
- Try not to crack kernels of grain.
- Store grain at recommended moisture levels.
- Cool grain by aerating to maintain a cool, uniform, recommended temperature.
- Check stored grain temperature and condition frequently and take immediate action to eliminate problems.

Have you checked your stored grain lately? If not you should check your grain soon. You probably check your bank account once a week and you should check your stored grain just as often. 10,000 bushels of corn at \$6.30 is a lot of money. I check the grain quality weekly and check the grain temperatures every 7- 10 days at the Hull Coop.

Now is the time to get those centers pulled out of your bin because the top of the grain in the bin likes to start heating the closer we get to spring. Even though the grain is dry, it can heat quickly especially if there are a lot of fines in it which causes more difficulty moving air through the grain. Remember this in the fall when setting combines - grain keeps better if it is clean from cracked or broken grain (pods). Now is the time to bring your grain to the Hull Coop because we offer FREE price latter until August 23, 2012. So bring it in now, because in a month or so, you are going to plant and you do not have to think about grain in your bin - we will watch it for you in town. When warming your grain in the spring try not to get it above 55 degrees.

Grain can spoil a lot faster if it is 15% or higher moisture when warmed to 70 degrees. So keep grain cool as long as you can, it can heat up on its own quick enough.

DON'T FORGET TO CHECK THOSE BINS!



Checking grain temperatures is a weekly occurrence at Hull Coop. pictured: Mark Hoekstra, Grain Supervisor

Maximum storage time in months for shelled corn *

Corn Temp (F)	Corn Moisture Content					
	13%	14%	15%	16%	17%	18%
40	150	61	29	15	9.4	6.1
50	84	34	16	8.9	5.3	3.4
60	47	19	9.2	5	3	1.9
70	26	11	5.2	2.8	1.7	1.1
80	15	6	2.9	1.6	.9	.9

Source: <http://www.extension.umn.edu/specializations/cropsystems/M1080-FS.pdf>

A variety of food awaits you at the Cenex Convenience Store.



Rolls & Doughnuts

Everything from our rolls and cookies to noon meal specials are made fresh daily. Stop by the convenience store to grab a snack on your way to the jobsite in the morning or stop in and eat your noon meal by us. Bring in the Pizza Boat Coupon for special savings!



Snacks



Lunch



Beverages

**Pizza Boat Special
2 for \$3.98**

Coupon must be present at time of purchase
Offer expires March 30, 2012

Keep your car's radiator & cooling system clean in order to keep it **PERFORMING AT ITS BEST.**



Your radiator has solid buildups that grow over time and can clog the system. Cleaning the radiator and coolant system with a radiator flush keeps the system in good working order. You should change your antifreeze seasonally to keep your vehicle in good shape.

RADIATOR SYSTEM SERVICE

- Cleans entire cooling system and prevents engine overheating
- Stops rust and acid formation
- Harmless to all rubber, metal, aluminum alloy and plastic parts
- Lubricates water pump and thermostat
- Contains no acids and mixes with all types of antifreeze

Let us help you keep your vehicle in tip top shape.



The **CENEX** convenience store offers a variety of vehicle necessities.

We carry engine oil, washer fluid, diesel additive, and even bungee straps in the front of our convenience store.



Next time you need something quick for your vehicle, stop in and take a look at what we have to offer.



PREPARE

Your tank before spring with fresh filters and quality Ruby Field Master Fuel.



Upgraded DIESEL ISLAND

Come to the Cenex Station for all your diesel needs. All the new diesel pumps have 24-hour cardtroll service. We carry the different kinds of diesel for all your needs. We have Roadmaster diesel fuel (premium grade), #2 hiway diesel and also we have our Ruby fieldmaster fuel for tractors, construction equipment and refers. Our premium diesels will improve performance and fuel efficiency in your vehicles. In cold weather conditions, we carry blended fuel with #1 diesel to keep your vehicles running in the coldest weather. Another added feature we have at our diesel pumps are the satellite pumps to allow truckers to fuel up both diesel tanks at one time.



Cenex Shop's new system

The Cenex Shop has set up a new computer program to keep better track of your vehicle. Before we had to look through all of your past invoices to find past information, now we can search your account by vehicle and find out what previous

maintenance was performed. This program also gives you a computer printed invoice when you pick up your vehicle so you know what service took place and how much it cost. Stop in with your vehicle today and let us help keep track of your vehicle's maintenance history.



KICK DIRT SEASON

WHEN IT'S TIME TO REPLACE THE TIRES ON YOUR FARM, CALL US!

We carry Firestone tires that deliver the performance you want, the warranty you need and the service you deserve.

Nothing kicks dirt like Firestone farm tires. Stop by and see for yourself!




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2012 Candidates for Board of Directors



Galen Breuer



Craig Hoksbergen



Mark Soodsma



Harwin Te Slaa



Hank Vander Waal



Evert D Van Maanen

Galen Breuer

Galen and his wife Jeanne live on a farm north of Hull. They have three grown kids and six grandchildren. Galen is a crop farmer who grows about 75% corn and 25% soybeans. In addition to 9 years of service on the Hull Coop board, Galen has been a part of the AMPI corporate board, and he has been involved in various positions on his church's council.

Craig Hoksbergen

Craig and his wife Heather live on a farm about one mile south of Hull. Their oldest child is a junior in high school they have four more in grade school and a baby boy was added to the family in September. Livestock on the Hoksbergen farm consists of both beef cattle and hogs. Their crops are two thirds corn and one-third soybeans. Craig's main interest for being on the Hull Coop board is the opportunity to continue to learn how a cooperative works. In his time away from work, he enjoys spending time participating in outdoor activities.

Mark Soodsma

Mark and his wife Sherry live on a farm north of Hull. Mark was an employee of the Hull Coop for many years before he had the opportunity to start farming on his own. Mark stays busy on the farm raising stock cows and pigs. He also grows corn and soybeans. Mark also started a trucking business a few years ago.

Harwin Te Slaa

Harwin and his wife Diane live with their four kids on a farm southwest of Hull. They raise cattle, corn, and soybeans. Harwin served on the Hull Coop board for nine years in the past. He is active in his church, school, and the community.

Hank Vander Waal

Hank and his wife Laurie live on a farm three miles south of the green houses between Hull and Boyden. Along with his sons, Hank crop farms, raises beef cattle and is involved in Vander Waal Bros. dairy. Laurie home schools the last three of their seven children and teaches preschool part-time. Hank also spends some of his time on the Rock Valley Rural water board.

Evert D Van Maanen

Evert and his wife Kathy live on a farm northwest of Hull. They have four sons. Three of them are married and done with college. The youngest attends Western Christian high school. Evert keeps himself busy as a grain and livestock farmer. He spends a lot of time tending to cattle and hogs along with his corn and soybeans. Evert is currently a member of the Iowa State Bank community board.



DELIVERY

Let us deliver your bulk fuel and propane directly to your farm or business.