

Hutchinson AGRONOMY, C-STORE, SERVICE STATION ELEVATOR, BUSINESS OFFICE, BULK FUELS

Arlington
AGRONOMY
Lester Prairie
AGRONOMY
Silver Lake

CORNER MARKET

**Spring 2023** 

**HUTCHINSON • ARLINGTON • LESTER PRAIRIE • SILVER LAKE** 

VOLUME 17 No. 1



# Happy 25th Anniversary to Cory and Jeremy!

I have been very blessed as the Service Station Manager to have two long time employees Cory Meier and Jeremy Field, both started while in high school working the front counter before being hired full time. These two individuals understand the importance of customer service, along with offering quality products in a timely manner being our company's #1 priority. Jeremy and Cory both are major contributors to the stations success that we've enjoyed the past several years. I appreciate the cooperation, work ethic, integrity and professionalism they bring to the Fastlube and Tire Center. Thank you for your commitment and dedication to the Hutchinson Cooperative.

Dean Brehmer



Cory began his employment with Hutchinson Co-op in 1995, working part time as a counter salesperson while in high school and attending tech college. In 1998 he was hired full time taking on the Tire Center department responsibilities of tire sales and service. Since that time the tire center has seen tremendous growth in new tire sales and labor revenue, while striving to maintain a clean and organized work area. Things that Cory enjoys about his job are speaking to and working with different customers and learning new technology that continues changing with today's vehicles. He enjoys the freedom in his work along with helping customers with their tire needs. In his spare time, he enjoys hiking, mountain biking, woodworking and spending time with his family.



Jeremy began his employment with Hutchinson Co-op in May of 1991, working part time first as a counter salesperson, then into the Fastlube before taking over the Tire department responsibilities of tire sales and service repair. He left the company for a short while to pursue another job opportunity, he then returned in the spring of 1998, he has been in charge of the Fastlube since. During the summer months Jeremy and his wife Robyn enjoy spending time at the lake, as well as hunting and fishing throughout the year. Jeremy is also involved in a farming operation along with his father and brother near Biscay raising corn, soybeans and wheat. What Jeremy finds rewarding about working for Hutchinson Co-op is becoming acquainted with customers and getting to know their vehicles that he performs service work on.

#### Manager's Message



MIKE CONNER General Manager

Founded in 1955, January 31 marked the end of the 68th year of the Hutchinson Co-op formed primarily as a petroleum and agriculture based cooperative. The modern-day version includes the grain and feed departments which have roots that trace all the way back to 1904. Quite a legacy business in the history of Hutchinson and of McLeod County. The diversity and a sound core group of employees

have contributed to our most successful year ever. Plan on attending our annual meeting, to be held in early July, where we can talk in greater detail about the many small victories which lead to such a great success story.

Salaries and wages are up 11% over the last two years and 6.5% in the most recent year as the co-op has attempted to offer competitive wages in a rapidly changing environment. Besides wages, Hutchinson Co-op has stayed with the same Blue Cross/Blue Shield health insurance plan for nearly 10 years. We've worked closely with our agent and underwriter to provide great stability to a key benefit. Employees and their spouse can develop comfort in understanding the insurance benefit and how it affects their family when they need to use it. In addition, the co-op funds a dental plan for our insured employees. Hutchinson Co-op matches the first \$50 of contributions to the employee's HSA, which is used to offset the high deductible health plan. A 401k plan is offered to provide pension security in retirement. Eligible employees are able to obtain two tiers of

company matching funds. Employee contributions can be elected using pretax dollars to trigger the match. In addition, there is a basic 2% for eligible employees regardless of contribution level. We realize the importance of having a team of quality employees with low turnover is key to our success.

In the Agronomy department I would like to highlight an area of focus throughout the winter months, keeping our Agronomy team intact. I'm very pleased to report that we're well stocked in all the key positions. In other words, we have a butt for every seat! We're returning a balanced group of experienced applicators and interjecting some strong prospects. We've spent a fair amount of classroom time these last few months updating our understanding of products and techniques to improve our level of performance in the field. We're all aware of the amount of snow we've received this winter and as I write this it would appear a higher likelihood of a late spring and a compressed planting season; I like where we are at. We are in a position to deliver products and services in a timely manner regardless of what mother nature throws our way.

Being an employee of the co-op has many more rewards than just pay and benefits. In many cases we are an integral part of your farm or household. Many of our jobs get to experience the four seasons of Minnesota weather rather than being confined to a cubicle. It's a rewarding profession of helping people and being part of raising food and fiber to feed the world. Thank you for your past patronage. We want to continue to earn your business every day.

Mike Conner



#### **New Hire**



DANI SMITH
Administrative Assistant

Hello, my name is Dani Smith and I'm the new administrative assistant at the Hutch location. I started back in January and come to the co-op with almost 10 years of experience working in the cooperative setting.

I graduated from Hutchinson High School in 2010 and then went to SDSU in Brookings for a couple of years before deciding to change my major to Ag Business and finished my schooling out at Ridgewater in Willmar. After graduation I went and worked in southeastern Minnesota before making my way back to Hutch.

I moved back in 2016 and was married to my husband, Jake, in 2019. Since moving back, we've been kept busy with shuttling around my stepson, Zeke (10), to all of his

sports. In my free time I enjoy watching Zeke play football, hockey and baseball, as well as going to the races and camping, going out on the boat, reading and baking.

I look forward to meeting and working with you all! Have a great spring!



#### **Corner Market**



CASIE ZASKE Corner Market Store Manager

Spring is finally here!

As we get ready for the summer we are constantly bringing in new products such as a new fresh donut case, energy drinks, and snacks. Stop in during the upcoming months and check it out!!

We are also running a new monthly special, for the month of April we will have Salted Nut Rolls - 2/\$4, Pringles (2.5oz) - 2/\$2.50, and any Hostess single packs are \$1.99. We are still running our 1 slice of pizza and a 22oz fountain soda for \$3.89. Fresh coffee is always on! Don't forget to grab a coffee card when you purchase a coffee, when you buy 5 you get the 6th one free. As always Thank You for your

continued support over the last year! We look forward to serving your fuel and convenience needs in the future!



> Carly Eischens, employee holding 1 slice of pizza and 22oz fountain soda for \$3.89

< Raymond Bandas, Chad Bandas, Jason Zajicek, & Kyle Wawrzyniak holding their coffee cards





#### C-Store on Adams



NICHOLE DEGN C-Store Manager

Here at the C-Store, we are very excited for spring and summer!

We have added several items over the winter and have many more to come. There is a variety of new energy drinks and waters to try such as Black Rifle Coffee Company coffee drinks, Ooh La Lemin, Prime and Ghost, along with a few others. We have also brought in the 1919 root beer in 12 packs and single cans. With graduations and other summer festivities coming, we are

also able to get you the 1919 root beer kegs if desired, reach out for more information.

We have some very yummy cookies and brownies and will have donuts also this spring.

We have some new faces here and four of our kids are going off to college this year. We will miss having them here but wish them all the best on their future endeavors.

All of us at the C-Store would like to thank all of our customers for another great year, we would not be here without you!



Brady Anderson







Levi Teetzel

Skylyn Finnell

Karsen Niska







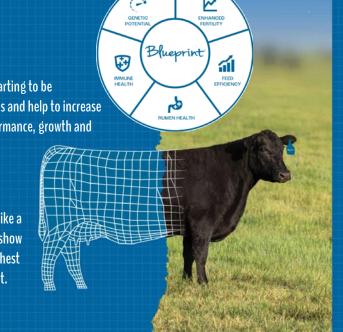
## Blueprint SHOW-RITE®

#### What's new?

Blueprint Nutrition has scene great success in the Feed market and its advantages are starting to be seen across the nation. Our Blueprint branded products contain all Organic Trace minerals and help to increase the absorption of vitamins and trace minerals. This helps to maximize reproductive performance, growth and profitability for your livestock operation. For more information look on the Hubbard and Blueprint websites: www.blueprintanimalnutrition.com

#### What's coming up?

The fair is right around the corner and that means it is time to start feeding your project like a champion. Our Showrite feeds are designed to get your show stock looking their best on show day. Whether you are supplements Showrite can meet all these needs and do it at the highest level. If want to hang some banners this summer Showrite could be a tool to help you do it. www.showrite.com





ROD KRAMER Sales Agronomist/Location Manager

As I sit at my desk and look out the window, it's hard to believe spring is here. The calendar says it is anyway. As far as planting, it looks like a late start. Thank God for the beautiful falls we have been having, allowing us to get most, if not all of your fertilizer needs applied, as well as being able to get tillage done. These are two huge things you won't need to worry about in the hectic rush of spring.

From an agronomic perspective,

studies show it would most likely be beneficial to use a starter fertilizer in a cool wet soil this spring. The small amount of fertilizer near the seed is enough to get the seedling started until its root system develops, especially phosphorus. We have 10-34-0 and 6-24-6-.5Zn available. If you are still in need of Sulfur or Zinc in your corn fertility program, this could be added to the starter fertilizer in furrow, as well.

Another new face around your coop is Brian Heveron. He lives near Green Isle and works as an applicator mainly out of our Arlington location. Please welcome him if you have the chance.

As always, keep the communication channels open.

Maybe even give Hutchinson Coop a look for your energy business if you're not already doing so.



Brian Heveron

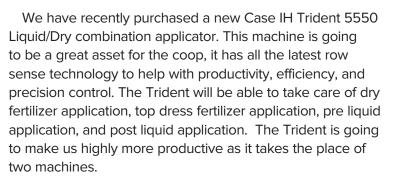
#### **New Combination Applicator**



CHRIS PLAMANN Operation/Sales, Hutchinson

Hello, my name is Chris Plamann and I started working with the Hutch Coop in December of 2022 in the Agronomy division. I am very excited to be joining the team here at Hutchinson Coop, my role consists of working in operations and sales. I grew up here in Hutchinson and have been involved in agriculture my entire life. I have a wife, Allison, whom I have been married to since 2006 and we also have three beautiful daughters,

Madison (14), Makenna (13), and Megan (9). I grew up on my parent's dairy farm. After I graduated high school, I was a custom applicator for a few years in Dassel. From there I was employed at Isaacson's Sales and Service, and most recently was employed at A&A Farms in Winthrop for the last 12 years. I am very excited to help the patrons of Hutch Coop grow and maximize their profitability.



In closing I am very excited with the direction Hutch Coop is going by investing in new equipment to provide better service to our customers. With the new technology being added and the platforms we sell and maintain, it will be fun to see what the future holds for us. Come on in, say hi, or give us a call and any of us in the Agronomy department would be more than happy to come out and meet with you and go over your agricultural needs, questions, or ideas you may have.





#### **Looking Ahead**



ROB COLLET Operation Lead

On March 18th, Lester Prairie Location Manager Pete Hallberg began his retirement. Happy Retirement Pete. After some time off, you may see him tending spreaders in the field or around the Lester Prairie yard. We wish him well and hope he enjoys his time spent with family and friends.

As I transition to the Location Manager, I am grateful to be serving the Hutchinson Co-op and

our Lester Prairie customers. I had a great opportunity to learn the ins and outs of Hutchinson Co-op last season as I ran through many of the tasks from working in the fertilizer tower, checking fields, to filling anhydrous ammonia tanks.

Hutchinson Co-op has challenged me to advance our customer service in providing service and technical assistance to area producers for a successful season. Over this winter, I have enjoyed meeting with many ag customers and look forward to meeting many more growers.

We have invested in our team and are excited to have Madison Ahlbrecht joining our Lester Prairie



Madison Ahlbrecht

location as well. Madison is a recent graduate from NDSU with studies in Crop and Weed Science and will be helping our team with sales, spreading, and spraying. Her academic achievement has roots growing up on a Lester Prairie Farm and interning with us last season. We both are looking forward to getting out on area farms and becoming more familiar with our customers farms and operations.

We have been making the rounds with our experts and sharing more knowledge on herbicides, adjuvants, fungicides, and emerging biologicals. It is important as there are so many changing options and sometimes subtle changes make a big difference.

As we strategically look at our Lester Prairie location, we are committed to advocate for our growers and earn your trust. We have been working on the plant and have invested in making fertilizer flow through our Lester Prairie location. We offer custom spraying and spreading as well as pull type spreaders. Our three locations are working well together to get the acres covered. Hutchinson Co-op can also be your trusted source for seed. Prices are competitive and we have plenty of acres proving great yields. If you are not a current customer, you should think about joining our team.

Our goal in Lester Prairie is to provide continuous improvement in customer service, earn trust, and expand our customer base. We hope we can be a part of your farming operation and wish you a successful growing season.



**Hutchinson Co-op Agronomy Operations Staff** 

L to R: Todd Poquette, Craig Erickson, Madison Ahlbrecht, Josh Filk, Doug Ehrke, Caleb Schiller and Ben Klaers

#### Communication



ANDY RASMUSSEN Seed/Sales, Hutchinson

Communication...it is everywhere we look, and there are multiple ways to communicate with people. As we prepare for another growing season communication comes to the front of my mind. Communication becomes a key part to help you (the grower) and us (your co-op) provide you with a successful growing season. Here are a couple of things I would like all growers to keep in mind.

Having farm plans put together with your local sales team at the co-op helps reduce the risk of mistakes out in your fields. Please ensure we have your correct maps, fertilizer recs, and chemical plans for your farm. If there have been any changes such as a new field, fertilizer, chemical rec changes, or a change in seed traits, please let your sales team know as soon as possible. This also helps ensure that we have the product available and ready for you when the time comes. We want to help you be successful in what can be a stressful time.

With the anticipated spring upon us, it looks like it may be somewhat wet. With that being said, please remember that our application machines for the most part are only two wheel drive. So unfortunately if you can't drive your two wheel drive tractor across the field or in low spots, it increases our chances of getting stuck. This can cause delays and decrease our efficiency.

To help us provide the most efficient service to your farm, please try to give us at least a one day notice for requested spreading and spraying applications. This allows us to plan out our days at the co-op and increase our efficiency and the amount of acres we can cover in a day.

I also want to remind you that we can come out and scout your field. This helps us see the potential of weed pressure, helping ward off a decrease in your yields. Timely application of herbicides to your crops are very critical in controlling weeds and your overall crop health.

Take care! Wishing you all a safe and successful planting season!



#### **Keeping It Simple**



DON LAMKER Agronomy Manager, Hutchinson

As of March 1, Don Lamker has joined the Hutchinson Agronomy team as Agronomy Manager. He comes to us from Federated Coop and brings an extensive background in agronomy sales, as a location manager and in the field of precision agriculture. Don grew up on a farm in northeast lowa and has his undergrad and masters' degrees from lowa State University. He is looking forward to meeting and working with the producers in the area. Feel free to stop into the agronomy office in Hutchinson and introduce yourself to Don.

Are you tired of all the jugs, mixing orders, water conditioners and spray adjuvant decisions? One way to keep things simple is to use prepackaged products whenever

possible. One example of this is with Enliven, a premium adjuvant package fueled by Yield Burst technology, a biological stimulant.

Enliven is a yield increasing adjuvant and superior water conditioner and drift reduction technology all in one jug. Enliven helps herbicides preform better by getting it to the weed and maximizing canopy penetration and coverage while minimizing drift.

Herbicide applications put the crop under stress as they metabolize the chemicals that have been applied. Yield Burst technology that is part of Enliven provides food for the crop in the form of amino acids that help the crop to keep the plant growing while it metabolizes the herbicide thus reducing stress and increasing potential yield.

With Enliven its one jug, no plastic bags to measure out and the simple rate of 16 oz./acre. Hutchinson Coop offers Enliven in 2.5 gal. jugs and in bulk.

#### **Service Station News**



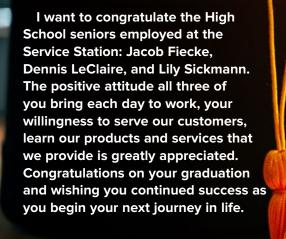
DEAN BREHMER Service Station Manager

Spring has arrived, a fresh new growing season is the time of year most of us really enjoy. April is a month that we can finally say goodbye to the severe cold and move on to warmer, sunny days. The Service Station has you covered for all your outdoor activities, LP cylinder refills for grilling, grass seed for new or established lawns along with several lawn fertilizer products to give you a healthy, lush green lawn. The Service Station personnel are ready to help you get started.

Station Manager,

Dean Brehmer

#### Congratulations 2023 Graduating High School Seniors







#### Cenex Roadmaster XL or Ruby Fieldmaster

The next generation of **Premium Diesel Fuels**: A precisely formulated premium diesel with a terminally injected additive package for power, performance and protection. With Biodiesel mandated in Minnesota and the reduction of sulfur in diesel fuel, we've seen more issues resulting from moisture and bacteria growth. Today's hi-tech engines require and operate at a much higher efficiency than ever before. Cenex Premium Diesel Fuel helps keep engines running cleaner and longer with an aggressive detergency package. Both Roadmaster XL and Ruby Fieldmaster Premium Diesel Fuels are available at the Service Station.

#### MN-Biodiesel Mandate

Important Dates:
April 15, 2023 –
September 30, 2023
20% bio mandate





#### Spring Tire Sale April 17 - May 6, 2023

Just in time for that summer driving vacation the Hutchinson Co-op Tire department will again have its annual Spring Tire Sale. Several automotive passenger and light truck tires are sale priced including private and major brand tires.

Tire Department 320-234-0420 Service Station • Hwy 7 West in Hutchinson

#### Wild Bird Food Headquarters

Remember us when you're shopping for your feathered friends!













Before applying, please consult your Lake Association or the DNR





#### **NutriSource**

Buy 12 get the 13th FREE!

Available at 1110 Hwy 7 West in Hutchinson

#### **LP Tanks**

Filled 7 days a week! \$1 off ends 5/27/23 (20lb or larger)

#### **Hydrothol Granular**

Controls submersed weeds and algae in lakes, ponds, irrigation canals and drainage ditches.

Available at: Service Station • Hwy 7 West Hutchinson Agronomy • 1420 Adams St. SE

#### **Grain Division**



MIKE IRLBECK Grain Division Manager

Last fall, yield turned out better than expected for most patrons. There were a few folks saying their corn and beans were record yield while some were on the unfortunate side of things. Timely rains benefitted some patrons while others were dealt very spotty rains. Hutch Co-op had a great year filling up with corn and beans thanks to loyal patrons. We had all the Brock bins full of grain including the concrete silo's down below.

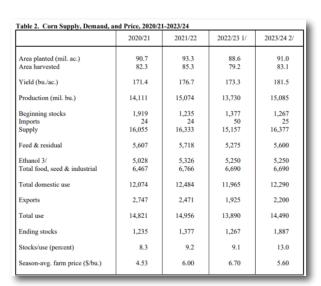
Inverse markets are upon us again and as we speak there's an 18-cent inverse from May to July on corn futures and 20 cents on beans from May to July. The market is telling us it's

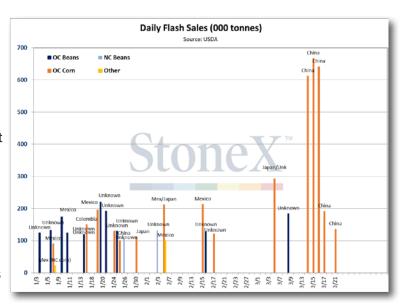
calling for your grain now versus later and if caught holding grain later down the road might result in the loss of your bottom line. Basis is beginning to firm some on both commodities, but time will tell if our economy will be in a deeper recession than it currently is facing. We need more demand for corn to rally corn prices higher.

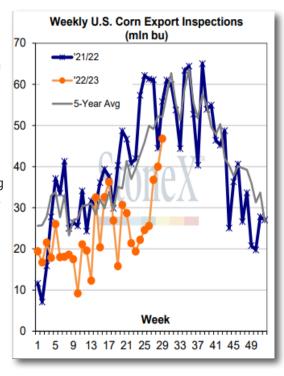
China came into the market from being absent from last April and bought 95 million bushels of corn. China is taking advantage of the big dip in corn prices, but I hope they keep coming to our market sooner rather than later to buy to sustain further losses in both commodities. South America sounds like a mixed bag to say the least, from Brazil having great crops and yields to Argentina being the opposite. Time will tell what South America will produce for yields to bring to the market and including United States which now might be a late spring for the Midwest corn belt with the recent snowfall and cold temps.

Hutch Co-op offers a wide variety of contracts to offer its patrons to battle against falling prices and battle the inverse markets. If you haven't contracted any new crop beans or corn, you might want to lock in some prices using our HTA contract or no basis established contract as some would refer to calling them while the prices are where they are at because of the recent dips in both commodities and market volatility. Be careful not to contract too many bushels because it will present troubles down the road to buy out of a costly mistake.

Please don't hesitate to call me as I'm glad to help you with your marketing plan. Just remember, planting is right around the corner and be safe this season.







	2020/21	2021/22	2022/23 /1	2023/24 /2
Area planted (mil. ac.) Area harvested	83.4 82.6	87.2 86.3	87.5 86.3	87.5 86.7
Yield (bu./ac.)	51.0	51.7	49.5	52.0
Production (mil. bu.)	4,216	4,465	4,276	4,510
Beginning stocks Imports Supply	525 20 4,761	257 16 4,738	274 15 4,566	225 15 4,750
Crush Seed and Residual Total domestic use	2,141 97 2,238	2,204 102 2,306	2,230 120 2,350	2,310 126 2,436
Exports	2,266	2,158	1,990	2,025
Total use	4,504	4,464	4,340	4,461
Ending stocks	257	274	225	290
Stocks/use (percent)	5.7	6.1	5.2	6.5
Season-avg. farm price (\$/bu.)	10.80	13.30	14.30	12.90

Table 3. Soybean Supply, Demand, and Price, 2020/21-2023/24

#### **Energy Division**



TIM STARKEY Energy Divison Manager

We would like to introduce our newest driver, Steve Bennett, he joined the team in November. He lives in Silver Lake with his wife and two teenagers. He is also a firefighter for the Silver Lake Fire Department. Please welcome him to the team if you happen to see him out and about.

Over the course of the

summer, the team will be visiting homes and conducting testing and inspections on tanks. This will include leak checks which involves closing off systems temporarily. Please don't shoot us if you see us in your yard!

When using PROPANE a blue flame means complete combustion is taking place. A key warning sign that you require gas appliance servicing is a yellow or red flame or a gas flame color with a yellow burning tip. Other indicators include the accumulation of yellow/brown soot around the appliance, pilot lights that frequently blow out or an acrid smell and eye irritation. The exceptions to this are gas fireplaces which are designed to have a yellow



Steve Bennett

gas flame color for appearance. The above are all indications of incomplete combustion. The result is that you could be wasting gas and/or generating dangerous carbon monoxide. It is a serious safety problem, if it occurs with an indoor appliance. If you observe any of these warning signs, you should schedule a service with a Certified HVAC Contractor as soon as possible. The burner should be cleaned and checked for proper operation. Burners blocked with dirt can result in improper

combustion, leading to soot build up inside the appliance.

Cenex reformulated premium diesel fuel delivering now. The new formula includes an additive package engineered not only to boost power, performance and engine protection, but provides maximum filterability and improved biostability and excellent fuel economy. The new formula



includes: An advanced detergency package for better overall engine health and a cleaner environment. A water management system to keep water and contaminants out of storage tanks and fueling systems.





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## Save the date!

### Hutchinson Co-op 68th Annual Meeting

WEDNESDAY, JULY 12, 2023 at the McLeod County Fairgrounds

More information to come!





#### HUTCHINSON CO-OP

Web site www.hutchcoop.com

Toll Free Phone 1-800-795-1299

Business Office 1060 5th Ave SE Hutchinson (320) 587-3079

Corner Market 916 Hwy 7 E Silver Lake (320) 327-2500

Energy Division 1110 Hwy 7 W Hutchinson (320) 587-3079

Elevator Division 1060 5th Ave SE Hutchinson (320) 587-4647

Service Station 1110 Hwy 7 W Hutchinson (320) 234-0407

C-Store 600 Adams Street Hutchinson (320) 587-6537

Arlington Agronomy 23189 Hwy 5 N Arlington (507) 964-2283

Hutchinson Agronomy 1420 Adams Street SE Hutchinson (320) 587-3229

Lester Prairie Agronomy 122 Babcock Ave Lester Prairie (320) 395-2576

