



Are You an Eagle or a Duck?

By Mike Kinley, chief executive officer

In this world there are eagles, and there are ducks. Eagles soar. They see the big picture. They can drill down and make things happen.

Ducks just waddle around.

In my experience, 10% of people are eagles. Another 10% are ducks. The 80% in the middle can become either one, depending on who they follow.

That's a powerful thought, isn't it? Our destiny in life depends on who we follow. We have a choice to become a victim or a victor, a duck or an eagle.

Mid-Iowa's motto of *Good Land. Good People. Good Advice* is more than words. We don't just supply the products and services you need. We're here to be your most reliable partner. Our experienced team members are ready to provide the valuable insights you need to grow your business, save you time and free you up to do what you do best.

We want to help you soar with the eagles, not waddle around like a duck. We also want to help attract top talent back to Iowa agriculture. That starts with creating a culture of excellence here at Mid-Iowa. We know that in today's competitive environment, whoever has the most successful management model wins.

Embracing an attitude of gratitude

In my experience, a culture of success goes hand-in-hand with gratitude. Have you noticed how gratitude changes everything? Ralph Waldo Emerson was right about


cultivating the habit of being grateful for every good that comes to you.

Your Mid-Iowa team and I are grateful for the opportunity to support your farming operation. We know you have lots of choices for who you want to work with. We also know trust is never given. It's earned—always.

That's why we hold tight to Mid-Iowa's non-negotiables, including:

- A will to win
- A commitment to our customers, and
- Personal accountability

These all start with clear decision-making at the local level. We want to provide the right solutions to fit your unique needs so you can compete as an eagle, not a duck.

While Mid-Iowa isn't the biggest player in the market, we're focused on being your local partner in today's global market. From all of us at Mid-Iowa, have a safe, productive spring season. We're grateful you're here, and we look forward to serving you. 



Attention Livestock Producers!

Mid-Iowa Cooperative will be holding a parasite clinic on Thursday, June 27, in Beaman at the co-op. We had a great turnout for this educational event last summer and look forward to offering it again this year. Lunch will be provided. Watch for more details.

What Does It Take to Get Anhydrous to Your Fields?

Green Mountain
Anhydrous Terminal



It's no secret this spring 2019 anhydrous ammonia season was challenging, due to complications from Mother Nature and everyone needing fertilizer at the same time.

If you had to wait for anhydrous tanks, thank you for your patience and understanding. Your Mid-Iowa agronomy team and truck drivers were working around the clock, literally, for several days this April to serve you as efficiently as possible.

A View from the Driver's Seat

Truckers like Bob Pippert play a vital role in getting the anhydrous you need, when you need it. Pippert is a Gladbrook native who has been driving trucks since 1971 and has been hauling for Mid-Iowa for the past six years. While he hauls grain throughout the year for Mid-Iowa, during the spring rush he goes to the terminal and hauls anhydrous to Mid-Iowa's bulk tanks.



Where does the anhydrous at the Green Mountain terminal originate?

It comes in from a pipeline out of Louisiana. Some product is also trucked in from the Koch Brothers anhydrous facility near Fort Dodge. The Green Mountain terminal can handle 40 tons of anhydrous per hour, which equates to two truckloads per hour.

How much time do you spend waiting in line at the terminal in Green Mountain?

It depends. It can range from half an hour to three hours. Sometimes you wait in line up to six hours if things are really busy.

How long does it take to load a truck at the terminal?

About 35 minutes.

How many trucks can be loaded at the same time at the Green Mountain terminal?

They can load seven at a time.

How many loads of anhydrous do you typically deliver to Mid-Iowa in an average day?

That also depends. It can range from eight to nine loads up to 13.

What was different with this spring's anhydrous delivery season, compared to years past?

You could call the 2019 anhydrous season "the fast and the furious." Due to Mother Nature, everyone basically had to compress two seasons of work (last fall and this spring) into about nine days this April. We got it done, though. I like working with Mid-Iowa's agronomy department, because they have a great team. Everyone pulls together.

"It was a tough spring, because everyone needed everything at once," said Nick Sawyer, Mid-Iowa's agronomy manager, who noted that the 2019 anhydrous season started on the weekend of April 13-14. "The anhydrous season didn't start in the south and move north like it usually does."

When things work well, however, it's amazing how fast it can come together. "We moved more tons of anhydrous in four days in mid-April than we put down all last spring," Sawyer said.


Here's a behind-the-scenes look at what it takes to get anhydrous from suppliers to your fields:

- Mid-Iowa has 1,100 tons of total anhydrous storage capacity, including rolling stock.
- We added 15 more double-tank anhydrous carts this year, which gave us another 60 tons of storage on wheels.
- Five Mid-Iowa locations have anhydrous storage. All were full going into the 2019 spring season.
- Because everyone needed anhydrous at the same time, our inventories drained quickly and we couldn't get supplies in fast enough. "Never in my 40+ years in the business have I seen a situation like this," said Rick Eckerman, chief operations officer for Mid-Iowa Cooperative.
- The terminal where we get anhydrous is located near Green Mountain.
- We had three of our own trucks—one had a rented trailer—hauling anhydrous from the terminal to all five of Mid-Iowa's bulk NH₃ storage sites.
- We have four drivers qualified to transport anhydrous. They had a rotating work schedule to keep our three trucks hauling at the same time.
- On Saturday, April 20, three of Mid-Iowa's semis were at the Green Mountain terminal around 3 a.m. to fill up. They were running non-stop to keep Mid-Iowa's bulk plants supplied with anhydrous.
- We get 5.5 double-tank fillings from one truckload of supply from the terminal. In peak-demand times, this amount doesn't go far.
- Sometimes our truckers waited in line for two to three hours at the terminal this spring. Because everyone needed product at the same time, simply adding more trucks to haul anhydrous wouldn't have been the answer.

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- Once anhydrous has been delivered to Mid-Iowa's bulk plants, our employees can only fill the tanks so fast. Our agronomy department did what they do best, however, by working late nights and early mornings to serve you as efficiently as possible.
- It's good to have options, especially as more growers look at side-dressing nitrogen this year. Mid-Iowa's new 500,000-gallon tank that holds 32% nitrogen at our Beaman location will help a lot.

Once again, we appreciate the patience you displayed this spring as we navigated through a difficult anhydrous season. Our main goal is to provide you with the best service—always. The 2019 anhydrous season reaffirmed that we really do work with great people. Thank you for choosing to do business with Mid-Iowa. 



At 3:00 AM on Saturday, April 20, all three of Mid-Iowa's transports were being filled with anhydrous at the Green Mountain terminal.

Approved Merger Connects Mid-Iowa to Global Markets

More than 90% of members of East Central Iowa Cooperative (ECIC) approved the proposed merger with Mid-Iowa Cooperative. Nearly 60% of eligible ECIC members voted.

As export markets for Iowa ag products become increasingly important for local, rural communities, an approved unification between Mid-Iowa Cooperative and East Central Iowa Cooperative (ECIC) will create new opportunities to help area farmers thrive in today's global economy.

"Every new growing season creates new beginnings, and that's especially true this year," said Mike Kinley, CEO of Mid-Iowa Cooperative. "This merger will help us maximize new opportunities to become the local partner in modern global markets."

ECIC approached Mid-Iowa in early 2019 about a potential merger. On April 3, more than 90% of members of ECIC approved the proposed merger with Mid-Iowa Cooperative. Nearly 60% of eligible ECIC members voted.

"It was time to partner with a company that has a vision for the future and builds long-term relationships based on trust," said Mike Reiter, ECIC board president. "We found a like-minded partner in Mid-Iowa Cooperative."

With locations in Cedar Falls, Hudson, La Porte City and Jesup, ECIC has access to one Class 1 mainline railroad (Canadian National) via its rail-loading facility at Cedar Falls. It has rail access on the Iowa Northern Railroad via its La Porte City facilities, which can also load grain and unload liquid propane.

"Mid-Iowa currently has no rail-loading facilities, so being able to ship grain by rail and receive liquid propane is a big


benefit," said Bob Hogle, Mid-Iowa board president. "These assets can open up Mid-Iowa's grain marketing options and enhance our growing energy business. ECIC's successful feed business represents another opportunity to add value to the grain Mid-Iowa originates from its members."

Remaining relevant and competitive

Now that the merger has been approved, the new company will retain the Mid-Iowa Cooperative name and will be headquartered in Conrad. Advantages of the unified cooperative, which also includes locations Beaman, Haverhill, Gladbrook, Green Mountain, Liscomb, Whitten, Holland and Toledo, Iowa, include:

- Combined cash flows that will allow for larger investments in modern facilities and equipment.
- Ability to attract and retain top talent to serve members throughout our trade territory.
- Ownership that will continue to belong to local farmers.

Although agriculture has experienced a sustained economic downturn in the last few years, standing still is not a viable risk-management strategy, Kinley said.

"We want to remain relevant and position Mid-Iowa for the future. Unifying with ECIC offers a way to strengthen both companies while focusing on our core values of staying connected to our local area, helping farmers and rural communities thrive, and building lifelong relationships through understanding and trust—one day at a time." 





Get to Know Jimmy Goff

The agronomy team is pleased to welcome Jimmy Goff as our newest applicator. Jimmy started March 4 and previously farmed in the Knoxville area.

“I wanted to keep working in agriculture,” said Goff, who was busy filling anhydrous tanks at Mid-Iowa’s Midway location in mid-April. “I’ve been around it all my life and like working outside.”

Goff knew a number of Mid-Iowa employees who recommended the co-op as a good place to work. “I like the size of Mid-Iowa. It’s not so big that it’s overly-corporate, and you get to know the people.”

Goff also appreciates how the agronomy team works well together. “I couldn’t ask for a better group of guys as I get started here.”

Ask 3 Key Questions About Your Grain Team

By Linda Kuhl, commodity marketing manager

Any farmer knows that opportunities are like sunrises. If you wait too long, you miss them.

Mid-Iowa Cooperative and East Central Iowa Cooperative (ECIC) feel the same way about opportunities. That’s why I’m excited by the large menu of grain marketing resources the unification of these companies offers you.

The Mid-Iowa Cooperative grain team is looking forward to the personal relationships and expertise we can offer to new producers, as well as existing producers. Our team understands how difficult managing your farm operation is in today’s environment. Understanding your farming operation and presenting pricing opportunities to fit your needs is key. As you make your decisions about where to market your grain, I encourage you to ask three key questions:

1. Does this company put your needs first?

We understand that you have direct-ship opportunities, and we respect that. Yes, we want to maximize volumes at our grain facilities, but we also look at the big picture. We want to work with you to find the right end-user markets for your grain.

2. Does this company look beyond bushels coming across the scale?

Mid-Iowa offers a lot more than just elevators where you can deliver your grain. Our experienced grain team is ready to assist you with grain marketing, crop insurance, trucking and more. There’s no side of the grain business we don’t understand. We also know there are no cookie-cutter solutions with successful grain marketing. We help find the best opportunities for you.

Why I Choose to Work with Mid-Iowa

“My family has worked with Mid-Iowa’s grain team for nearly 10 years. I can call anyone on the team, and they always make time to help me. They are accessible, easy to do business with, and I know they’re always working on my behalf.”

– Jon Freese, Grundy Center

3. Does this company keep the lines of communication open?

Technology is an incredibly powerful tool in grain marketing today, but it’s not the entire answer. Maximizing the profit potential of your bushels requires one-on-one conversations with a grain marketing partner who listens carefully and provides personalized service. That’s Mid-Iowa’s specialty. We’ll meet you where you’re at, whether that’s the tractor cab, your shop or the kitchen table. Let’s keep the lines of communication open.

As Mid-Iowa continues to grow, both from expansions like our Mill Junction location and the unification with ECIC, we always want to add value for you. You won’t find anyone who’s more flexible when it comes to contracting options and brokerage advice to market your grain. Contact us at 800-950-2740, or 641-366-2740. We appreciate the opportunity to serve you and create a grain-marketing plan tailored for you.



Consider Consolidated Beef Producers Your Cattle Marketing Partner

“To make sure you’re protected in the cattle market, you need to know what you’re marketing, and you need transparency. That’s where CBP comes in.”

– Tommy Kuhl, commodity marketing analyst, Mid-Iowa Cooperative

If you’re a cattle producer, how do you really know what’s going on in the market and whether you’re getting a fair price, especially if you don’t have a large operation?

It’s not easy, due to:

- Fewer packers,
- The loss of the open-outcry system at the Chicago Board of Trade.

Wouldn’t it be great if there was more transparency in the market? That’s where Consolidated Beef Producers (CBP) comes in. This Texas-based cooperative of cattle producers and feedyard owners helps maximize cattle value and enhances the competitive position for its customers.

All weights and types of cattle are eligible for CBP’s programs whether selling live, dressed, or on the grid. Mid-Iowa Cooperative recently became a member of CBP. This means if you do business with Mid-Iowa, you can utilize CBP’s services for a per-head marketing fee.

“We’ve met the CBP team and are impressed with the resources they provide,” said Tommy Kuhl, a commodity marketing analyst at Mid-Iowa Cooperative. “Some of them are cattle producers themselves, they’re not pushy, they’re

down-to-Earth, and they bring a lot of transparency to the market.”

Maximizing your profit potential.

Are you getting the premium you deserve for the high-quality genetics you have in your cattle herd? CBP is designed to gain optimum value for members’ cattle while allowing them to consolidate marketings and remain independent.

“CBP isn’t a packer, and they don’t feed their own cattle,” said Kuhl, who raises cattle. “CBP provides a non-biased set of eyes to look at your cattle and help give you a good idea of what you should be paid at any given time.”

Founded in 2000, CBP markets almost one million cattle each year. CBP has been in western Iowa for a few years and is moving east, Kuhl noted. CBP provides timely, reliable market intelligence and actively builds new marketing avenues for its customers. This allows producers to focus on raising high-quality cattle, while CBP acts as their marketing ally.

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How does the process work?

Working with CBP is easy. A CBP regional representative will come to your feedlot when you have market-ready cattle. “They’ll assess the cattle and contact area packers to get bids,” Kuhl said. “Just the fact that a packer knows he’s bidding against someone else will keep everyone honest.”

Not certain your cattle are performing as expected on the grid? A CBP consultant will analyze your cattle and determine which available packer grid will net the best return on each pen of cattle.

CBP won’t do anything without your permission, Kuhl added. “These guys look at a lot of cattle every day, so they can size up cattle very well. They also look at your carcass data to help you benchmark.”

Getting started

If you’re interested in learning more about CBP, contact Bailey Uhlenhopp in Mid-Iowa’s feed department at 319-215-2020 or Tommy Kuhl in Mid-Iowa’s Marketing Office at 641-366-2740.

“Once we connect you with CBP and introduce you to them, we step back from the process,” Uhlenhopp said. “We’re happy to offer this new resource for local livestock producers.”


It’s one more way Mid-Iowa strives to be farmer-focused. “Feeding cattle is one of the riskiest things you can do if you don’t stay on top of your marketing,” Kuhl said. “To make sure you’re protected, you need to know what you’re marketing, and you need transparency. CBP is focused on presenting the right cattle at the right time to the right packer to optimize your return.”

To learn more about CBP, visit cbp.coop. 

Mid-Iowa Helps Celebrate Ag in Grundy County

Local and state ag leaders, along with Mid-Iowa Cooperative employees, gathered on the evening of March 14 for the third annual *Celebration of Ag* at the Grundy Center Community Center in Grundy Center. More than 300 rural and urban community members came together for this unique event, which included a trade show/networking hour, a catered meal featuring local ingredients, live music, a visit from Iowa Secretary of Ag Mike Naig and keynote speaker Matt Rush, a fourth-generation farmer from New Mexico whose “farm-boy logic” adds humor to his pro-agriculture message.

The *Celebration of Ag*, which is sponsored by the Grundy County Farm Bureau and Grundy Center Chamber-Main Street, promoted the importance of the local ag economy and showcased career opportunities within Iowa agriculture.

“The *Celebration of Ag* is a great way to bring people together and show the different facets of agriculture in Grundy County,” said Jon Freese, president of the Grundy County Farm Bureau who also serves as an associate board member with Mid-Iowa Cooperative. “I’m glad Mid-Iowa is part of this event. It shows they’re committed to the local community.” 

Janet Trepp (left) and Bailey Uhlenhopp represented Mid-Iowa Cooperative at the tradeshow at the *Celebration of Ag* event in Grundy Center on March 14.



Welcome Scott Gudbaur, Grain Merchandising Manager

As East Central Iowa Cooperative (ECIC) becomes part of Mid-Iowa Cooperative, we want to make the transition as smooth as possible to serve you effectively. As part of this, we're pleased to welcome Scott Gudbaur, who joined our grain team on February 14.

Q: What's your role at Mid-Iowa?


A: While my official title is grain merchandising manager, I will be joining a very experienced team of merchandisers/originators and will help in the integration process bringing the two companies together. We will continue to build upon our strong relationships with end users as we move forward.

Q: What's your ag background?

A: I've spent 44 years working in the grain industry in Iowa. I've worked primarily at cooperatives, as well

as various ethanol plants. I like the grain industry, because no two days are alike. There's always a new challenge.

Q: What do you like about the cooperative system?

A: I like that I'm serving the owners of the co-op. The unification of ECIC and Mid-Iowa is exciting, because I see plenty of opportunities in the former ECIC territory to replicate the success that Mid-Iowa has achieved through the years. I've always had a lot of respect for Mid-Iowa, and it's an honor to be part of the team. I look forward to working with Mid-Iowa's members and customers. 



Joe Sternhagen Marks 41 Years with Mid-Iowa



When you've been with a company 41 years, you've seen a lot of changes. Just ask Joe Sternhagen, who delivers feed for Mid-Iowa Cooperative out of the Beaman location's feed mill.

"When I first came here, this was a one-location cooperative, which wasn't uncommon back in the 1970s," said Sternhagen, an Iowa native who appreciates small-town and rural living. "There were a lot more small farms then, with 300 to 400 acres and mix of crops and livestock."

Now it's nothing to drop 15 tons of feed in one bin on one farm, he added.


What other changes have you seen through the years?

Back when I started, I had a 1970 Chevy single-axle feed truck with a 6-ton box. Now, I drive an 18-ton triple axle. Hydraulic augers have been a big improvement, too. It's better than having to move the auger manually.

What do you like about your job?

I like driving a feed truck, because I know the system and know the people. I enjoy the outside work and watching the changing of the seasons. I also like to visit with the farmers if they're around when I deliver their feed.

What do you like about working for Mid-Iowa?

The people here make this a good place to work. There are good changes on the horizon, too. I don't plan to retire anytime soon. I'll keep working here as long as I'm able. 

P.O. Box 80
Beaman, Iowa 50609

Thank You for Your Years of Service

Finding good employees is challenging for any business. Keeping them can be even tougher. Mid-Iowa Cooperative is blessed, however, to have many dedicated, skilled, long-time employees who make serving you their priority. Congratulations to our employees who are celebrating milestone anniversaries, including:



Joe Sternhagen
feed delivery, 40 years



Deb Landt
Gladbrook office administrator, 15 years



Josh Krein
semi-truck driver, 10 years



Randy Clough
Green Mountain grain, 10 years



Kathy Kucera
commodity marketing analyst, 10 years



Pete Busch
commodity marketing analyst, 5 years



Christy Bailey
Beaman office administrator, 5 years



Holly Gunderson
Conrad marketing office administrator, 5 years



Rich Lubbert
agronomy applicator, 5 years



Bob Pippert
semi-truck driver, 5 years

Thank you to all our hard-working employees who contribute their unique talents to support Mid-Iowa's mission:

“Good Land. Good People. Good Advice.”