



INSIGHT NEWSLETTER

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GRAIN DEPARTMENT

Article by Kade Mahler

The biggest news around Heartland is our new UP shuttle loader in Millerton has successfully completed loading their first couple of corn trains with many more on the way. Millerton is setup to be one of the best US exporting elevators to Mexico. Mexico continues to be a bright spot for US corn with consistent year over year growth.

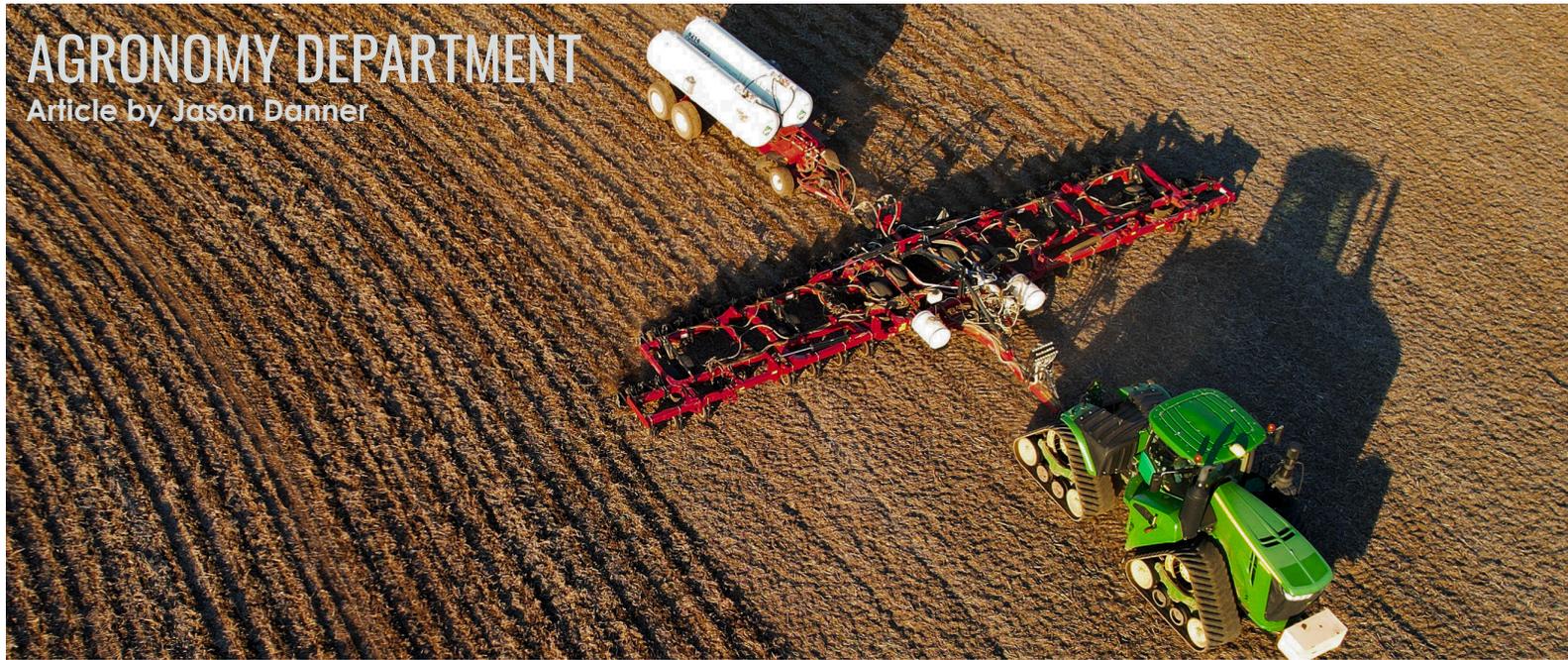
Trump's Truth Social post stating China would buy an additional 8 million metric ton of US soybeans on top of the 12MMT already committed for this year, sent soybeans nearly 80 cents higher in a week. This would be astonishing if true, as Brazil's bean harvest ramps up, the US is no longer competitively priced at roughly 90 cents per bushel premium delivered to China. Trump went on to state China would buy 25 million metric tons of US beans next year which would be closer to normal volumes in recent years. The US would have an extremely tight balance sheet for next year on soybeans if this were to hold true with current figures today. Corn remained supported in sympathy on the bean news, but still lacks a story with abundant world supply and no weather concerns as of yet.



Fun fact: Did you know Mexico is the largest importer of corn in the world?

AGRONOMY DEPARTMENT

Article by Jason Danner



Where is winter?? The Farmer Almanac called for a long snowy winter back to the old days with drifting and piling snow. It did start out like that on the first couple of weekends of December but since then, I cannot complain. With the lack of snowfall and seasonal temperatures, the agronomy team has been able to continue applying dry fertilizer and lime. Even little nh3 application in early January and now again in February. That is very rare to say about Iowa winters. I'll take it! Any application that we can do now will better serve our customers in the spring.

Chemical prepays have been steady with growers making decisions for 2026. Input costs are top discussion as grain markets are still trying to figure out exports, carry-outs and acres. Nitrogen and fungicides seem to be the biggest winners heading into 2026. Nitrogen is one of the easier decisions because we know that we need it to raise corn. Nitrogen needs to be managed. The best two ways to manage nitrogen are to split apply, putting it on when crops need it and stabilizing it, keeping it around for as long as possible. Fungicides, coming off 2025 should be a "no brainer". Southern rust was huge and robbed 40-60 bushels off the top and with potential tar spot and other diseases, growers are taking more of an initiative to plan, treat, protect and maintain plant health all season long.

When it comes to harvest, It's all about the bushels! Harvest is just like the Super Bowl, don't know which teams will make it, but planning and execution are the factors that make it more likely to come out a winner. Hopefully your team wins!! Thank you and be safe!

- The Farmer's Almanac predicted a snowy winter, but mild weather allowed continued fertilizer applications, which is rare for Iowa.
- Growers are making steady chemical prepayments for 2026, focusing on nitrogen and fungicides amid discussions about input costs and grain markets.
- Effective nitrogen management involves split applications and stabilization to ensure availability when crops need it.

"Chemical prepays have been steady with growers making decisions for 2026."

ENERGY DEPARTMENT

Article by Haley Schulte



**"Our Annual
Grease & Oil Sale
starts in March!"**

Gear Up for Spring: Our Annual Grease & Oil Sale starts in March!

It's that time of year again—the frost is finally moving out, the shop heaters are getting a rest, and the "to-do" list is growing by the day. Before you pull the planter out of the shed and head to the field, it's time to make sure your equipment is as ready for the dirt as you are. We all know there's nothing more frustrating (or expensive) than a bearing seizing up or a hydraulic line failing right when the weather window finally opens.

To help you get ahead of the rush, in March, we'll kick off our Spring Grease & Oil Sale. Whether you need a couple of cases of multi-purpose grease to keep the pivots turning or a bulk refill of high-quality hydraulic fluid for the tractor, we've got you covered with the heavy-duty stuff that stands up to a long day's work.

Swing by any location or contact anyone below to stock up at our best prices of the season.

Energy Department Contacts

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CONSERVATION

Article by Nolan Grove

TBatch and Build update:

This season, the conservation team is in full swing recruitment mode for upcoming saturated buffer and bioreactor batch and build in the Beaver Creek Watershed (Greene, Boone, Dallas, and Polk Counties) and the Lower Cedar Watershed (Cedar, Scott, and Muscatine Counties). We are currently engaging with landowners and getting permission to survey over the coming months.

Saturated Buffer and Bioreactor Batch and Build Program Details:

- Installation and engineering costs 100% are paid by IDALS
- \$1,000 payment per treated outlet paid to landowner

We are excited to share that landowners get to utilize the IDALS Streamside Buffer Program as a part of our batch and build, if they do not currently have a grass streamside buffer along their creek edge.

IDALS Streamside Buffer Program Details:

- \$3,500/ac one-time payment for non-harvested, native buffers
- \$1,750/ac one-time payment for harvested/hayed buffer.

We'd also like to take this opportunity to announce a new team member: Courtney Strauser! Courtney is the newest addition to the conservation team. She is originally from Waverly, Iowa. Courtney is currently finishing her last semester at Iowa State University with a double major in Agronomy and Environmental Science. She will be working with our team part-time while she finishes her studies. She plans to join our team full-time after graduating this May.

We knew that Courtney was a great fit for the team after she showed exceptional interest in our conservation work around the state and helping us at field days, two years before she was ever offered a job! Courtney will be working on our saturated buffer program in Webster County and the Beaver Creek Watershed in central-west Iowa. If you see Courtney around, make sure to say hi!



Contact the conservation team if you have any questions about cover crop cost share.

Ruth McCabe- 515-418-8358

Emery Davis- 515-250-5243

Nolan Grove- 515-971-8278

Lydia English- 515-250-1511

FEED DEPARTMENT

Article by Garrett Billington



“The HL stress tub is designed to help calves take any transition better and make them less susceptible to infection and more responsive to treatment.”

It is starting to warm up outside and I don't want to jinx it, but I am hoping Punxsutawney Phil was wrong and spring is right around the corner. Spring brings another set of obstacles for livestock specifically ruminant animals.

Coccidiosis is a very common bacteria that can cause scours and sometimes even death in livestock. Preventing coccidiosis starts with strong management and sanitation practices that limit exposure to the parasite. Keeping pens, hutches, and feeding areas clean and dry is critical as coccidia thrives in moist, manure-contaminated environments. Avoid overcrowding and reduce stress from weaning, transport, or sudden diet changes, since stressed calves are more susceptible to infection.

The HL stress tub is designed to help calves take any transition better and make them less susceptible to infection and more responsive to treatment. Providing balanced nutrition with adequate energy, protein, and trace minerals helps support immune function, while clean, fresh water should always be available. In high risk situations, the strategic use of approved coccidiostats in feed or mineral programs can help control coccidia levels and prevent clinical disease, protecting calf health and maintaining consistent growth and performance.



STRESS TUB

\$125/TUB*
HL STRESS | NET WT. 200 LBS.

One tub for up to
50 calves

KEY NUTRIENTS:

15% PROTEIN

3% FAT

1.5% FIBER

- Feed at weaning
- Enhance health during the transition period
- Boosts immune health with high levels of vitamin A

HEARTLAND CO-OP 2025–26 PRIORITIES: GRAIN QUALITY & HYDRATION BIN MANAGEMENT



In the agricultural industry, achieving success and maintaining efficient processes are key components for thriving operations. Our focus on streamlined processes highlight our commitment to excellence and operational efficiency.



Success:

- Achieved a position of 1 million bushels long in corn.
- Maintained zero bushels of shrink on beans.
- Segregate pile grain and avoided mixing different grains
- Optimized timing for various operations.
- Reduced total discounts on sold grain year over year.



Processes and Training:

- Conduct weekly checks on grain temperatures.
- Implement a routine to empty every bin every other year.
- Prioritize cleaning the hardest bins first.
- Consolidate bins for efficiency.
- Practice segregation of piles to maintain quality.
- Use soybean fans minimally and cover them when not in use.
- Avoid placing wet or lima beans at the bottom of a bin.
- Regularly review our current manual.
- Encourage team involvement in multiple parts of the process.
- Maintain consistent inventory tracking.
- Perform preventative maintenance diligently.
- Conduct scale cross-checks regularly.
- Recognize that intolerance is not always in our favor.

Grain Quality questions or concerns? Contact us. - grainquality@heartlandcoop.com



Winter may be here, but the work doesn't stop. This is the time to get ready for when the season ramps up. Training, cross-team collaboration, and improving the small things now make a big difference later. That's what Growing in Excellence is all about.

Here's what our focus is right now:

- Learn and train – Take advantage of winter to sharpen skills and knowledge.
- Support our customers – Last year was tough. Farmers are counting on us for reliable service and solid advice.
- Take ownership – Excellence means doing your part and helping your team do theirs.

ONE Heartland isn't just a slogan, it's how we work together and serve our customers, no matter the season.

Employee Anniversaries

First 40 hours

Koy Stanley
Joshua Lee
Jessica Johnson
Quinn Hamilton
Caleb Long
Mike Boseck
Mark Williamson
Jason Phillips
Dominique Cloyed
Kerry Hayes
Jacob Fabor
Dino Huric
Richard Murray
Nicholas Nielsen
Brenden Hansen

5 years

Mike Honken