



# INSIGHT NEWSLETTER

JULY 2025

ISSUES #41

## EMPLOYEE AWARD

At Heartland Co-op, we believe it takes all of us—working together across divisions, departments, and job titles—to deliver the kind of service our members count on. That's the spirit behind the ONE Heartland Employee Award.

Throughout the month of July, you're invited to nominate a fellow employee who stands out for living the ONE Heartland values.

Whether it's someone on your crew, in another department, or in a different location, we want to hear the story of how they've made a difference.



Nominees should practice one or more of these core areas:

- **EXCELLENCE IN SERVICE**  
This is about going the extra mile.
- **INDIVIDUAL OR TEAM GROWTH**  
Growth shows up in small moments and shared wins.
- **COMMITMENT TO MEMBERS & CUSTOMERS**  
This is the person who never forgets why we do what we do.



**WATCH**  
Announcement



**Nominate**  
your  
co-worker  
today!



**Nominations  
open until July 31**

The ONE Heartland Award  
Winner(s) will be honored  
at our annual Kick-Off Event  
August 20, 2025.

# GRAIN DEPARTMENT

Article by Kade Mahler



The push is on to get old crop moved with a 15-20 cent per bushel cash inverse (worth more today than tomorrow) from old to new crop on corn. It will be all hands-on deck working to get empty especially given a potential record crop being grown currently.

We are starting to see good carries (paid to hold/store grain) on new crop incentivizing Heartland to be positioned accordingly as harvest approaches to handle and store the crop.

Brazil is in the midst of harvesting their own record corn crop currently which is pushing prices lower as well. Trade wars still loom as US soybeans are competitive on the world stage, however, due to tariffs US beans don't calculate into the largest buyer, China.

Thankfully, domestic soy crush margins and demand remain strong providing for a bright spot in the grain industry.

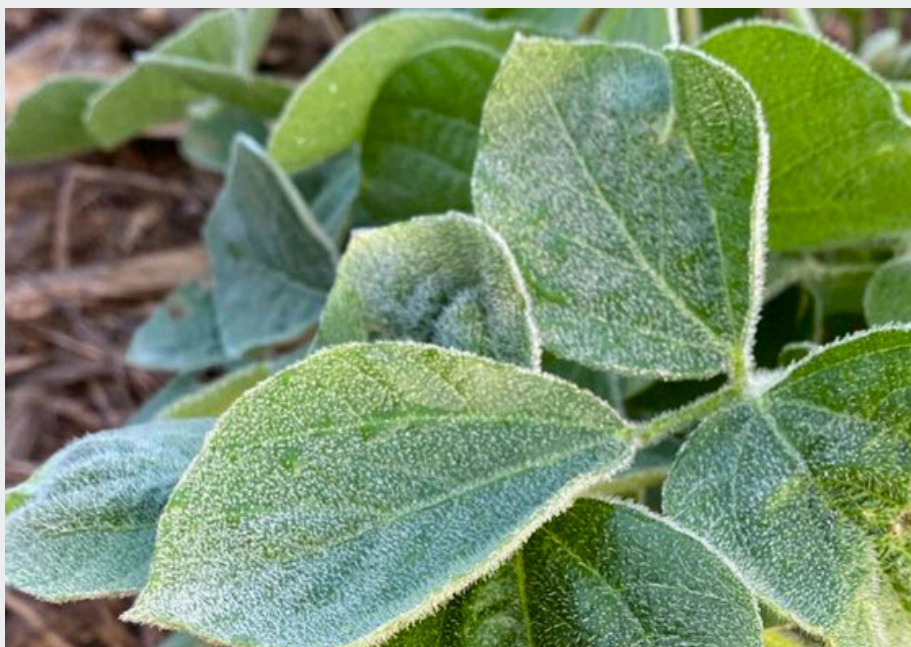
- The push is on to move the old crop with a 15-20 cent per bushel cash inverse, meaning it's worth more today than tomorrow, to transition from old to new crop corn.
- All hands will be on deck to get storage empty, especially with a potential record crop currently being grown.
- Good carries are starting to appear on the new crop, incentivizing Heartland to position accordingly as harvest approaches to handle and store the crop.
- Brazil is in the midst of harvesting their own record corn crop, which is pushing prices lower.
- Trade wars still loom as US soybeans are competitive globally, but due to tariffs, US beans don't factor into sales to the largest buyer, China.
- Domestic soy crush margins and demand remain strong, providing a bright spot in the grain industry.



**What is the record soybean yield?**

- a. 218 bushels per acre
- b. 174 bushels per acre
- c. 107 bushels per acre
- d. 99 bushels per acre

Answer on last page of newsletter.





# AGRONOMY DEPARTMENT

Article by Jason Danner



Happy belated 4th of July to all!! Time of celebration our freedom and be thankful. If it's July, there must be airplanes, helicopters and drones filling the skies. That only means one thing, It's fungicide application time. It doesn't seem that long ago, that planting season was just starting and now we have tassels poking their heads out and everyone is wondering about when sweet corn will be ready. Summer in Iowa, it never disappoints with warm weather, scattered storms, kids playing at the pool and thoughts of what harvest will bring.

Fungicides are very important and the final step that should not be passed by. Fungicide application will add anywhere from 6 - 40 + bushels depending on your corn hybrid, rotation, weather conditions and management. Soybeans applications are just a "no brainer" to treat them with fungicide. Year in and year out, 5-bushel gain is the going rate. To get a bigger reward, add an insecticide. Fungicide applications provide many benefits such as preventing & spreading fungal disease, overall plant health, crop quality, and yield enhancement Benefits that will be seen way before harvest. Don't wait, take advantage of the tools to make the most of summer and reap the benefits at harvest with extra bushels in the bin.

Beware of those intersections, especially on gravel roads. Thank you and be safe!!

- July signifies the presence of airplanes, helicopters, and drones for fungicide application.
- Importance of fungicides as a crucial step not to be overlooked.
- Fungicide application can increase corn yield by 6 to 40+ bushels, depending on various factors.
- Soybean fungicide applications consistently result in a 5-bushel gain.
- Adding an insecticide can enhance rewards.
- Benefits of fungicides include disease prevention, improved plant health, crop quality, and yield.
- Encouragement to utilize available tools for maximizing summer benefits and harvest yields.
- Caution advised at intersections, especially on gravel roads.



What does a bushel of corn weigh?

- A) 56
- B) 58
- C) 51
- D) 48



# INTERN SPOTLIGHT

Spotlights by Maddie Peiffer

## OVERALL INSITES RESULTS



### 1) Mallory Tallmon

Parents Name: TJ and Jennifer Tallmon  
Hometown: Creston, IA  
School: Northwest Missouri State University  
(just graduated May 2025)  
Major: Agricultural Science  
Location: Indianola



### 2) Makenna Odegaard

Parents names: Jason and Heather Odegaard  
Hometown: Grimes, IA  
School: Iowa State University  
Major: Agricultural Studies  
Location: Redfield



### 3) Emma Slate

Parents' Names: Brian and Christina Slate  
Hometown: Lincoln, MO  
School: Northwest Missouri State University  
Major: Agronomy with emphasis in Soil Science  
Location: Nebraska City, NE

## CONGRATULATIONS!



**Mallory Tollman**, a recent graduate from Northwest Missouri State University with a degree in Agricultural Science. This summer, Mallory is gaining experience as a Sales Intern with Heartland Co-op. She is spending her time crop scouting and job shadowing her agronomist around the Indianola area.

One of her favorite parts of the internship is the opportunity to meet new people each day. "Since many farmers stop by this location, I get to interact with customers and meet someone new almost every day," she said. Mallory is enjoying the fast-paced environment and the chance to see how different parts of the cooperative work together.



**Makenna Odegaard**, a student at Iowa State University majoring in Agricultural Studies. This summer, she is serving as a Sales Intern at Heartland Co-op Redfield location.

Makenna has been working closely with farmers to get fields ready for fungicide applications—checking for diseases, staging crops, and helping prepare the right chemicals. She enjoys the hands-on experience in the field. "It's been awesome to learn all about the agronomy side of things—like weed identification, crop staging, and chemical use," she said. "I've learned a lot so far and am having a great summer!"



**Emma Slate**, a student at Northwest Missouri State majoring in Agronomy with an emphasis on soil studies. This summer, she is serving as a Agronomy Sales Intern at the Nebraska City location.

She loves finding the right solutions to fit the farmers needs. Her first week, she found an insect population in a field that was a head of the season. She was able to make recommendations to the farmer, to take care of the issue before it got out of control.



# ENERGY DEPARTMENT

Article by Rylee Wells



Take advantage of our on-farm/on-site delivery of bulk refined fuels. We offer clear diesel, dyed diesel, and gasoline.

Heartland Co-op Premium Diesel Has:

- Exceptional filterability that protects equipment from harmful contaminants
- Enhanced additives that effectively remove harmful engine deposits
- A complete fuel burn that minimizes waste and increases fuel efficiency
- An aggressive detergency package that keeps your engine running cleaner for longer
- A total water management system that protects filters and injectors, preventing water caused corrosion
- Extended storage stability in comparison to #2 diesel

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## WIN A CABELA'S GIFT CARD

Scan the QR and fill out the quiz  
for a chance to win a Cabela's  
gift card!





Recently, there was a water ban on specific usage from Central Iowa Waterworks (CIWW). The watering ban came collectively from the entities that are part of CIWW because of a perfect storm of factors.

We spoke with Ruth McCabe and Chris Behrens on this issue and what Heartland Co-op is doing in the water conservation space.

It is an issue that may come up while speaking with customers, as time allows, please watch the video to stay informed.



Scan to watch update



We invite you to join us for the Iowa Learning Farms Cover Crops Field Day to come see the Heartland Co-op seeder in action!

• Location: Alex Woodall Farm-  
2263 350th St, Jewell, IA 50130

• Date and Time: Thursday, July 17th  
10:30 AM-12:30 PM

RSVP for a meal: 515.294.5429 or  
ilf@iastate.edu



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



We had a great pasture chat event recently featuring industry experts: Wesley Moore & Jodie Myers they spoke about forage, creep & promoting inoculants for silage.

Did you miss it, or know a customer who could benefit from the product?

We are running a special on the RANGER creep product for a limited time. Chat with your feed rep to learn more!



Which brand of supplement/ feed do we not carry?

- a) Purina
- b) Showrite
- c) Heartland Co-op
- d) Sunglo
- e) we sell all of them

Answer on last page of newsletter.





# HEARTLAND HEROS

Images and video by Ellie & Kristin



# ONE HEARTLAND



Watch full story here



Scan me>>





Last month, Heartland Co-op expanded its footprint with the addition of a new location in Texas, strengthening our ability to serve key grain markets and welcoming the Attebury team into Region 1. This growth highlights the power of teamwork and long-term vision that runs throughout everything we do.

This July, we've launched the *ONE Heartland Employee Award* to recognize those who truly make a difference. These are the people who strengthen our team every day. You'll want to nominate coworkers who:

- Consistently go the extra mile
- Step up to support teammates
- Find smarter ways to get the job done
- Deliver outstanding service to our members

Nominations open July 1–31, and this is your chance to spotlight the coworkers who make Heartland a better place to work and serve. Winners will be recognized at our August Kick-Off Event, take the opportunity to celebrate the people who bring the ONE Heartland spirit to life every day.



## Employee Anniversaries

### 20 + years

Darrell Bowman-43  
Alvia Wood-37  
Craig Mommer-34  
Lonny VanWinkle-29  
Bruce Patterson-28  
Alexander Roorda-27  
Ryan Mallo-24  
Kendra Pitman-20  
Christopher Nicolaisen-20

### 1 year

Walter Musel  
Kendall Daniels  
Harley Cook  
Chad Kent  
Dakota Kittle  
Connor Wilkening  
Stacey Mickelson

### Over 10 years

Dale Meth-12  
Ronald Neuhalfen-11

### 5 years

Jacob Harker



## Quiz Answers

- 1) A. 218 bushels per acre-Georgia farmer '24
- 2) A-56
- 3) E- We sell all of them

Do you have Heartland Insight or photos? We would love to hear your ideas. Thanks for your support!

Contact Kristin>> [kschmit@heartlandcoop.com](mailto:kschmit@heartlandcoop.com)

