

“Helping Farmers Produce  
and Market Profitably”



# INSIGHT NEWSLETTER

JULY 2026

ISSUE #53

## GROWING TOGETHER IN 2026-27

Growth doesn't just happen—it takes hard work, a plan, and people pulling in the same direction.

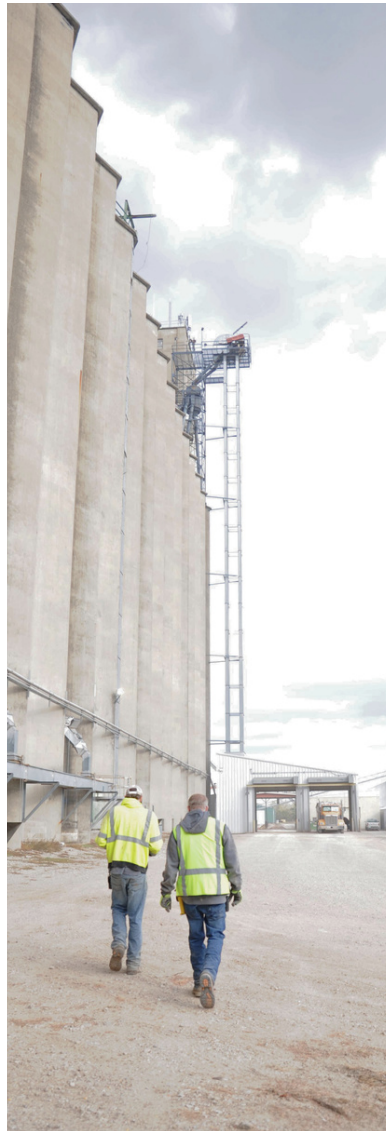
As we build our 2026-27 Growth Plan, our Sales and Operations teams will work together to find new opportunities, earn more business, and continue building a stronger Heartland Co-op.

The first week of August, we'll hold meetings at each location to talk about our plans and how every employee plays a part in our success.

Whether you're serving customers in the field, driving a truck, running equipment, making deliveries, or supporting the team behind the scenes, what you do every day matters.

Customers choose Heartland because of the people they work with and the service we provide. We'll keep track of our progress throughout the year and stay focused on our goals.

When we work together as One Heartland, support one another, and do the little things right every day, we grow our business, create more value for our customers, and continue helping farmers produce and market profitably.



# AGRONOMY DEPARTMENT

Article by Jason Danner



**Happy 250th!!! Hopefully you enjoyed the July 4th weekend. Every year, everyone in agriculture pushes to get soybean sprayed before the 4th of July. This year was a challenge with all the moisture in May and June that kept spray rigs out of fields for extended periods of time.**

**Heartland Co-op geography crop conditions for corn were rated at 87% and soybeans at 83% good to excellent last week, which is higher than the national average. Our job is to hold that rating or improve it as we head into pollination and maturity. Pollination is a critical time, tassels unravel and sheds pollen that is blown from male tassel to female silks of the ear shoot, each silk must receive pollen to form a kernel. There are many factors that affect how pollination goes. Temperatures, moisture, wind, are some of the factors we cannot control. One thing we can control is to recommend fungicide applications.**

**Fungicides are chemicals that can be applied by ground rigs, airplanes, helicopters, drones, to help protect the plants from diseases. Diseases will harm the plants by damaging plant tissue which will lead to formations of mold, mildews, blights, rusts, and root rot. Fungicides, besides providing protection of diseases, also help in overall plant health and stress relief, which leads to higher yields and economic benefits. Tassels started poking their heads out last weekend, get ready here we go. Thank you and be safe!**



- **Crop conditions at Heartland Co-op are above the national average, with corn rated at 87% and soybeans at 83% good to excellent.**
- **Effective pollination is crucial, and while factors like temperature and wind are uncontrollable, fungicide applications can be recommended to protect plants from diseases.**
- **Fungicides not only protect against diseases but also enhance plant health, stress relief, and ultimately boost yields and economic gains.**

# GRAIN DEPARTMENT

Article by Kade Mahler



China is back! They bought their first round of US new crop soybeans this week and President Xi of China is schedule to make a visit to DC this fall. Couple the Chinese buying with USDA lowering old crop stocks slightly and it has provided a lift to grain prices.

Our originators have been active over the past 30 days with much success flexing Heartland's rail assets that have allowed us to compete vs the local processing plants.

## What Location?

- a. Millerton
- b. Neola
- c. Traer
- d. Pickering
- e. None of these

SCAN ME!



Learn more about  
the location here



# ENERGY DEPARTMENT

Article by Karli Hansen

## Propane Tank Contest and Summer Fill

We're excited to kick off our Propane Tank Decorating Contest a fun way to engage with our customers!!



**Contest Dates: July 13th – August 3rd**



**Prize: Winner receives 300 gallons of FREE propane**



**How to Enter:**

- Decorate your propane tank creatively
- Submit a high-quality photo to: [tankcontest@heartlandcoop.com](mailto:tankcontest@heartlandcoop.com)



**Rules and Regulations:**

- Do NOT hate having fun!
  - Do NOT hang anything from your tank or use accessories
  - Do NOT block access to your tank
  - Only use white paint (for the safety of your tank)
  - Must be a Heartland Co-op LP customer to be eligible for the prize
- Email: [tankcontest@heartlandcoop.com](mailto:tankcontest@heartlandcoop.com) with any questions! Time to be creative!



Also, now is the perfect time to take advantage of our Summer Fill Program. By filling your propane tanks during the summer months, you can: lock in supply ahead of peak season, avoid winter price fluctuations, and ensure you are prepared before cold weather hits.

We offer flexible contracting options designed to meet a variety of customer needs. These programs help provide price stability and budgeting confidence throughout the year. Our options include prepay – lock in pricing and pay upfront, partial pay – secure pricing with flexible payment timing, and budget billing – even monthly payments to simplify budgeting.

With questions about summer fills or propane contracts, please contact your local Heartland Co-op Energy Representative.

### Energy Department Contacts

Adam Gardiner (Central)  
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Nick Hyde (All over)  
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[nhyde@heartlandcoop.com](mailto:nhyde@heartlandcoop.com)

### CONTACT YOUR NEAREST ENERGY HUB FOR MORE INFORMATION

- Cambridge: 515-383-4345
- Belle Plaine/Elberon: 800-328-2667
- Council Bluffs: 800-705-7666
- Fairfield: 319-360-1542
- Allison: 319-267-2498
- Grundy Center: 800-319-7775
- Jewell: 515-827-5431
- Waukee: 866-616-8495
- Millerton: 515-371-9032

[www.heartlandcoop.com](http://www.heartlandcoop.com)

# CONSERVATION

Article by Courtney Strauser

This month, the conservation team is hustling around the state holding field days and promoting our Hagie High Clearance Cover Crop Seeder! In Eastern Iowa on June 16th, we hosted the Iowa Department of Agriculture Batch and Build Tour to show off a completed saturated buffer site to the Conservation Districts of Iowa, while in rubber ducky style! On June 23rd, we held a Hagie Cover Crop field day with the Luellen family to discuss the high clearance seeder and our Batch and Build partnership with the Beaver Creek Watershed to farmers and landowners in Central Iowa. Finally, on July 7th, we partnered with Randolph Sales Agronomist, Emma Slate for a successful field day regarding soil health, no-till, and cover crops with the always amazing rainfall simulator demonstration!

We have four more field days coming up in July and August. Two field days are in eastern Iowa in July and two field days are in Eastern and Central Iowa in August. Please check the conservation team's website for more information about our field days ([www.conservationagronomy.com](http://www.conservationagronomy.com)).



# Conservation ON THE RIVER

**AUGUST 13<sup>TH</sup>, 2026**  
**9:30AM - 2:00PM**



**ROCHESTER PARK**  
**1964 ATALISSA RD**  
**ATALISSA, IA 52720**

**FLOAT WITH HEARTLAND CO-OP CONSERVATION AND LOWER CEDAR RIVER WATERSHED MANAGEMENT AUTHORITY ON THE CEDAR RIVER!**

## **FLOAT DETAILS:**

- KAYAKS AND CANOES PROVIDED
- 4-HOUR FLOAT
- 9:30 A.M. MEET AT ROCHESTER PARK - LAUNCH AT 10 A.M.
- LEAVE CARS - TAKE SHUTTLE TO CEDAR VALLEY PARK
- FLOAT ENDS AT ROCHESTER PARK

## **DISCUSSIONS:**

- RIVER GEOLOGY
- AQUATIC BIOLOGY
- RIVER WILDLIFE
- WATER QUALITY



YOU ARE WELCOME TO BRING YOUR OWN KAYAK OR CANOE!

**NOTICE:** IF YOU PLAN TO BRING OWN BOAT - MUST BRING PERSONAL FLOATATION DEVICE

**SCAN QR CODE**  
**RSVP BY JULY, 31<sup>ST</sup> FOR**  
**LUNCH AND SHUTTLE!**

Questions? Contact Alyssa at 319-289-0946  
or [alyssa.comer@ecicog.org](mailto:alyssa.comer@ecicog.org)



# Stewarding the Land Together

Fawcett Farms Field Day

**JULY 28<sup>TH</sup>, 2026 3:00 PM - 7:00 PM**

**459 290th St, West Branch, IA**



## Farm Tours

Cover Crop Equipment  
Drone Demonstration  
Riparian Buffer  
Saturated Buffer  
Pollinator Habitat

## Landowners and Tenant

## Farmers Talk Conservation!

Rainfall Simulator  
Cover Crop Machinery  
Landowner/Tenant Panel

## Bring Families!

Swimming  
Fishing  
Bounce House



## RSVP for Supper!

Emery Davis | Conservation  
Agronomist

P: (515) 250-5243

E: [edavis@heartlandcoop.com](mailto:edavis@heartlandcoop.com)

# FEED DEPARTMENT

Article by Bridgett Murphy



## Supporting Our Local 4-H & FFA Members This Fair Season

As one fair season comes to an end, Heartland Co-op is already preparing for the next. County fairs across Iowa's counties are more than just a summer tradition—they're the culmination of months of hard work, dedication, and responsibility for our local 4-H and FFA members.

From the first bag of feed to the final trip to the show ring, Heartland Co-op is proud to support these young livestock exhibitors by providing quality feed, dependable service, and knowledgeable advice. We know that every project represents countless early mornings, late nights, and a commitment to caring for their animals.

To help teach valuable life skills, many exhibitors have the opportunity to open their own 4-H or FFA feed accounts. This gives them firsthand experience managing expenses while taking ownership of their livestock projects—an important lesson that extends far beyond the fairgrounds.

We are proud to be a small part of each exhibitor's journey and wish all of our local 4-H and FFA members the very best this fair season. Good luck in the show ring, and congratulations on all the hard work you've put in to get there!





Submit your  
nomination here

### Who Comes to Mind?

Every team has them. The person who steps up without being asked. The coworker who finds a solution when others see a roadblock. The employee who takes time to help someone learn a new skill or makes sure a member gets the answer they need.

They don't do it for recognition. But they deserve it. The ONE Heartland Employee Award honors employees who live our values through:

- **Excellence in Service:** Going the extra mile. Tackling challenges head-on. Supporting teammates and following through when it matters most.
- **Individual or Team Growth:** Learning new skills, sharing knowledge, mentoring others, and helping Heartland become stronger together.
- **Commitment to Members & Customers:** Building trust, delivering dependable service, and keeping members and customers at the center of every decision.

Nominations are open July 1–31. Take a moment to recognize someone who makes Heartland better every day.

## Employee Anniversaries

### First 40 hours

Dana Gee  
Joseph Schramm

### 1 year

Shawn Jones  
Natalie Simpson  
Devin Brown  
Zachary Loe  
William Mayer  
Aaron Catherwood  
Jonathan Finley  
Owen Gruenwald  
Tristian Loving  
Phineas Eugea  
Donald Fagan  
Ryan Lewis  
Wade Robinson  
Betty Niles

### 5 years

Michael Brown

### 15 years

Dale Meth

### 25 years

Ryan Mallo

### 30 years

Lonny Vanwinkle

