



INSIGHT NEWSLETTER

JUNE 2026

ISSUE #52

HEARTLAND CO-OP EXPANDS PROPANE BUSINESS WITH ACQUISITION IN ALLISON AREA

We are excited to share that Heartland Co-op has acquired the propane business from Legacy Propane in the Allison, Iowa area.

This acquisition represents another investment in our Energy Division and our commitment to providing reliable energy solutions.

As part of this purchase, approximately 800 propane customers will join the Heartland Co-op, further strengthening our already large propane business in Butler County and surrounding communities.

Over the coming weeks, we will be contacting all the new customers in person or with a welcome packet. The Grundy Center location will be working closely on the acquisition and the Energy sales team will be key in getting relationships built.

Our goal is to ensure a smooth transition for these customers and make sure they are served with excellence. We appreciate the dedication of our employees who continue to deliver on our mission of helping customers and communities succeed.

Please join us in welcoming these new customers to Heartland Co-op.



AGRONOMY DEPARTMENT

Article by Jason Danner



Warm weather (some will say tropical) is here, school is out and crops are growing rapidly. June is normally the month when you can say application is of the most importance.

Post corn chemical applications start around V2 stage with the goal to finish up by V5 stage or 12" in height. V5 stage is when the growing point reaches above ground and the plant starts ear development. Keeping fields weed free is the challenge, the less competition the plants have with sun, moisture and nutrients will benefit at harvest.

Residual chemicals play a huge part in keeping fields free of weeds. The more assurance you have up front, means the longer you can hold out to apply your post applications. Residuals normally, on average, last around 30-45 days depending on moisture and temperatures. Post applications or second passes are planned to continue that weed free control throughout the growing season until crop canopy is established.

Post applications give us opportunities to apply added insurance not only to keep fields clean, but to apply products that will protect (fungicides), enhance (micronutrients), and promote growth (alignN) for healthier plants that will lead to higher yield potential at harvest. Thank you and Be Safe!!



- June is crucial for post corn chemical treatments (V2 to V5) to support ear development and maintain weed-free fields.
- Weeds compete for resources, so residual chemicals are important for effective control, enhancing harvest quality.
- Post applications help sustain weed control and enable fungicide, micronutrient, and growth promoter applications, resulting in healthier plants and increased yields.

GROWING TOGETHER IN 2026-27

At Heartland Co-op, growth happens through planning, preparation, and teamwork.

As we build our 2026-27 Growth Plan, Sales and Operations teams will work together to identify opportunities to grow with existing customers, earn new business, and strengthen our cooperative.



Throughout the summer, location meetings will be held to share plans and discuss how every employee contributes to gaining and retaining customers. Whether you work directly with customers or support them behind the scenes, your role is critical to our success.

Progress will be tracked throughout the year to ensure we stay focused on our goals and continue delivering exceptional service. By working together as ONE Heartland, we can create more value for our customers and continue helping farmers produce and market profitably.

GRAIN DEPARTMENT

Article by Kade Mahler



We saw a sharp decline in grain prices over the past couple of weeks. Corn dropped nearly 60 cents and beans almost \$1 post the Trump China visit.

The market was wanting to see additional Chinese purchases that have not materialized and weather has been improving as well.

We are starting to see good carries from old to new crop incentivizing folks not to sell which is helping to push / firm rail and corn basis values.

ENERGY DEPARTMENT

Article by Haley Schulte

Market Update & Summer Fill Season Is Here: A Great Time to Plan Ahead

Propane values have experienced normal seasonal fluctuations, influenced by domestic inventory levels, export demand, and overall energy market trends. As always, weather, global events, and supply-demand fundamentals will continue to shape market direction in the months ahead.

Summer is one of the best times to prepare for the heating season ahead. During our summer fill season, you have the opportunity to refill tanks before fall demand increases and take advantage of available contracting programs that can help provide budget certainty heading into winter.

Contracting propane can be a valuable risk-management tool, allowing you to lock in your winter fuel needs. If you haven't reviewed your propane needs for the upcoming heating season, now is a great time to reach out and discuss available options.

For questions about summer fills, propane contracts, or fuel purchasing options, please contact your local Heartland Co-op energy representative.

MEET OUR INTERN

The energy team is lucky to have Karli join us this summer. She is the Energy Intern and is spending her time helping with marketing, communication, daily operations and much more before she heads back to Iowa State in the fall.



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

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CONSERVATION

Article by Nolan Grove

We are focusing our efforts on hosting field days, overseeing the construction of 34 saturated buffers and bioreactors in the Middle Iowa Watershed and the Lower Cedar Watershed, as well as rounding up signups for the Hagie High Clearance Seeder.

Construction is starting up in both watersheds as contractors begin installing edge-of-field practices that will help reduce nitrate loss while maintaining productive farmland. As the conservation team, we are the managers of these projects.

This means we maintain the relationship between all the landowners, contractors, IDALS personnel, and engineering partners to ensure projects are completed efficiently and meet program requirements. Enrollment is also underway for the Hagie High Clearance Cover Crop Seeder.

This service allows cover crops to be interseeded into standing corn and soybean fields before harvest, extending the growing season for cover crops and improving establishment. The program continues to be a valuable tool for producers looking to improve soil health, increase water infiltration, and reduce erosion.

Contact Nolan or Courtney about the Hagie High-Clearance Cover Crop Seeder

>Nolan Grove- 515-971-8278

>Courtney Strauser- 515-974-4342



We invite you to join us for the Field Day “Above the Canopy” to come see the Heartland Co-op Hagie seeder in action!

- Location: The Luellen’s Shed- 18591 N Avenue, Minburn
- Date and Time: Tuesday, June 23rd 10:30 AM-12:30 PM|
- RSVP for a meal: 515-971-8278



FEED DEPARTMENT

Article by Garrett Billington



The return of the New World Screwworm has ranchers across the country paying close attention to herd health and fly control programs. While this devastating parasite was eradicated from the United States decades ago through an aggressive sterile fly program, recent detections have renewed concerns about protecting cattle from infestation.

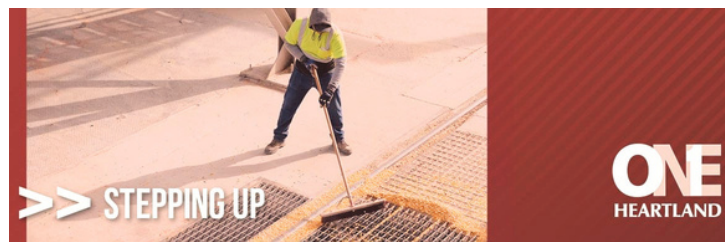
Unlike ordinary flies that feed on dead tissue, the New World Screwworm fly lays its eggs in open wounds, navels of newborn calves, castration sites, dehorning wounds, and other areas where tissue is exposed. Once the eggs hatch, the larvae burrow into healthy, living flesh, causing severe tissue damage, pain, weight loss, secondary infections, and in severe cases, death. Early detection and prevention are essential components of a successful herd management program.

One valuable tool in a fly management program is feeding an Insect Growth Regulator (IGR) such as Altosid. Altosid works by preventing fly larvae from developing into breeding adults. When cattle consume altosid, it passes through the animal and into the manure, where many pest flies complete their life cycle.

By reducing fly populations before they mature, producers can decrease overall fly pressure around the herd. Lower fly numbers mean fewer opportunities for flies to irritate cattle, spread disease, and create conditions that can increase the risk of wound-related infestations. IGR products are not a stand-alone solution, but they can be an effective part of a comprehensive fly management strategy that includes sanitation, monitoring, and prompt treatment of wounds.

Many cattle producers also incorporate garlic into mineral or feed programs as part of their fly-control efforts. Garlic contains sulfur compounds that are believed to alter skin and body odors after consumption. Some producers report reduced fly attraction and improved animal comfort when garlic is fed consistently during fly season. In addition to its potential fly deterrent properties, garlic is commonly used as a natural supplement to support appetite and overall wellness.

As the livestock industry responds to the renewed threat of the New World Screwworm, prevention remains the most cost-effective and practical approach. Combining sound animal husbandry with effective fly-control technologies can help protect herd health, productivity, and profitability for the future.



Busy season is when the little things matter most. Staying ahead on preventative maintenance, keeping facilities in shape and taking ownership of the work around us helps keep Heartland running strong. The employees who step up, notice what needs to be done and take pride in their location make a difference every day.

That's exactly what the **ONE Heartland Employee Award** is meant to recognize. Nominations will open **July 1-31**, and now is the time to start thinking about coworkers who go above and beyond for their team and customers. Last year, Sherman Ubben, Jake Kinsey and Keaton Thorn were recognized for reflecting the ONE Heartland culture through their actions every day.

Who will you nominate this year?

Employee Anniversaries

First 40 hours

Rachael Millage
Shane Schipper
Allyson Kunzie
Kylan Larson

1 year

Rhayne Crandall
Trey Morris
Travis Noe
Molly Babcock
Bradley Lopez
Hope Hickey
Deanna Holtkamp
Kolton Massey
Jacqueline Munoz
Clay Oliveira
Triston Ladwig
Troy Miller

