

“ Helping Farmers Produce  
and Market Profitably ”

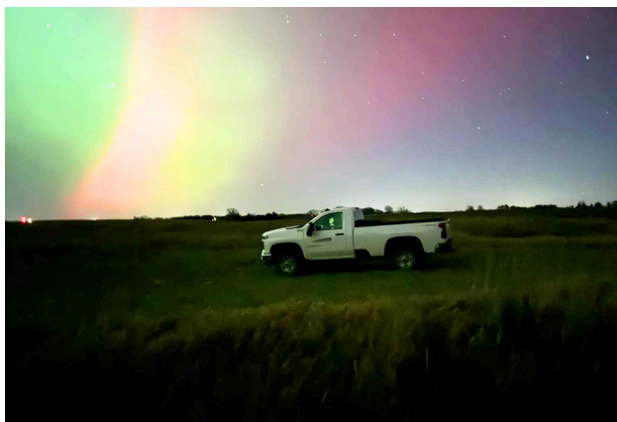


# INSIGHT NEWSLETTER

MAY 2026

ISSUE #51

## AROUND HEARTLAND



### We've Hit the Ground Running!

We are putting into action the ideas we've discussed for some time. Let's maintain this momentum throughout the season and beyond.

#### *Shared Your Perspective*

Pictures featuring the images you've shared, showcasing your perspective of the cooperative.

Keep up the great effort—fantastic work!



# AGRONOMY DEPARTMENT

Article by Jason Danner



Planting is a GO!! Countdown started around mid-April but with a couple of soggy weeks, planters were at a standstill. We did catch a few days in there where nh3 application and dry fertilizer got applied along with a few acres of pre-emergence chemicals.

Farmers were getting antsy with calendar ticking toward May but once May came, so did the sunshine. Fields started showing rows of emerging corn plants that give hope for another successful season. Every mindset turns toward the growing season and crop conditions and how that will affect the grain markets.

It is too early to tell, but as May rolls along, field scouting will play a huge part in keeping fields free of weeds, insects, and diseases. As corn and soybean plants emerge, that is great time to look back at your crop plan that you and your agronomist put together and stay the course. Follow through and reap the benefits of healthier plants that lead to higher yields. Thank you and Be Safe!

- Despite a rainy start in mid-April, farmers managed to apply fertilizers and pre-emergence chemicals on a few days.
- With May's arrival and sunny weather, corn plants began to emerge, raising hopes for a successful season and impacting grain market considerations.
- As May progresses, field scouting is crucial for managing weeds, insects, and diseases, ensuring healthier plants and potentially higher yields.



# GRAIN DEPARTMENT

Article by Kade Mahler



There has been a lot of talk, (especially in Iowa) regarding planting progress and being slightly delayed. However, we have made substantial progress lately and would call planting progress in line with historical averages at this point to where it is not near the talking point or concern it once was.

Iowa to Ohio is virtually zero drought, however, we are monitoring Nebraska, Western Kansas, Texas panhandle, Mississippi Delta, and Southeastern US for areas of extreme drought that could impact our trade flows for this upcoming year.

Heartland is well positioned to execute on trade imbalances due to drought given our ability to ship grain from coast to coast. Trump/Xi China visit takes place this month and many expect agriculture to be a main talking point which could provide additional opportunities for Heartland especially on soybeans for this upcoming crop year.

The Iran war and weather continue to be the main factors driving markets today.

- Planting progress in Iowa is currently aligned with historical averages, despite initial delays.
- Drought conditions are being monitored in Nebraska, Western Kansas, Texas panhandle, Mississippi Delta, and Southeast US, which could affect trade flows.
- The upcoming Trump/Xi China visit may open new opportunities for Heartland, particularly in soybean trade.



## What location?

- Millerton
- Neola
- Traer
- Guernsey

SCAN ME!



Learn more about the location here



# ENERGY DEPARTMENT

Article by Haley Schulte



**MAKE THE MOST OF LOW PRICES  
WITH YOUR OWN SETUP!**

As we move into the heart of the planting season and finishing up, the demands on your equipment are at their peak. It isn't just about getting fuel into the tank; it's about the quality of what goes inside. At Heartland Co-op, we proudly provide Cenex® Ruby Fieldmaster® and Roadmaster XL® because they are engineered to do more than standard #2 diesel. These premium blends contain a specialized additive package designed to keep high-pressure common engines running clean. By preventing internal injector deposits and improving lubricity, our premium diesel helps you achieve up to 5% better fuel economy and 4.5% more power. When every hour in the field counts, choosing a fuel that reduces downtime and protects your injectors is a smart investment in your operation's bottom line.

To ensure your operation stays in motion, we make accessing these premium products as seamless as possible. Whether you are looking to upgrade your setup or need an immediate solution, we have storage tanks and pumps available and ready for you anytime. Having reliable, high-quality pumping equipment on-site means less time maneuvering around the yard and more time in the field. Our energy team is here to help you find the right tank size and pump configuration to fit your specific needs, ensuring that when the weather breaks and it's time to roll, your fuel is as ready as you are.

**Quick Tip for May:** If you've recently added a new or "new-to-you" piece of equipment to your fleet this Spring, ask us about enrolling it in the Total Protection Plan before the hours start stacking up!

## Energy Department Contacts

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# CONSERVATION

Article by Lydia English

Last month, construction wrapped on the conservation team’s first restored oxbow wetland. Oxbow wetlands are sections of meandering stream channels that have been separated from the main stream channel over time. They typically take on a “U” shape. Oxbows provide important habitat for Iowa wildlife as well as flood control.

The conservation team often finds former oxbows sites, typically in the form of u-shaped depressions that have been filled with sediment, as we survey fields for saturated buffers. These sites can be excavated and restored to wetlands, and tile outlets can be diverted to the restored sites to filter nutrient and sediment run-off.



Photo: Water control box next to newly restored oxbow. The water control box can regulate tile flow into the oxbow.

Oxbows provide many of the same ecosystem services to the environment that traditional nutrient treatment wetlands do, just on a smaller scale. They take fewer acres out of production and the cost of construction is much less than a traditional wetland. Our oxbow in Grundy County will treat water from roughly 300 upland farm acres.

The Iowa Department of Agriculture and Land Stewardship (IDALS) covers 100% of engineering and construction costs for tile-fed restored oxbow wetlands. Additionally, the conservation team fundraises to pay the landowner an easement incentive, typically somewhere between \$3,000 - \$10,000, depending on the size of the project. We anticipate this being the first of many oxbows restorations to come. Contact the conservation team to learn more!



Photo: Aerial view of oxbow site pre-construction and restoration.



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

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Nolan Grove- 515-971-8278

Lydia English- 515-250-1511

Courtney Strauser- 515- 218-3820

## FEED DEPARTMENT

Article by Garrett Billington



Photo: Creep feed contracts are available now & as well as creep feeder rentals!

As Iowa pastures begin to mature and cow milk production naturally declines through the summer, many beef producers turn to creep feeding as a practical way to keep calves gaining efficiently while reducing stress on the cow herd.

Creep feeding allows calves access to a high-energy supplemental ration through a feeder designed so cows cannot enter. This extra nutrition can help calves maintain strong growth rates especially during dry conditions or when pasture quality begins to fall off later in the grazing season.

For calves, the benefits are straightforward: improved average daily gain, heavier weaning weights, and a smoother transition to post-weaning diets. Calves that become familiar with grain earlier often adapt more easily at weaning, which can reduce stress and improve overall performance. The cows benefit as well. When calves receive part of their nutrition from creep feed instead of relying solely on milk, cows experience less nutritional demand and extend the life of the pasture. This can help maintain body condition during hot Iowa summers and may support improved reproductive performance heading into the next breeding season.

While creep feeding does add feed costs, it pays for itself in higher weaning weights when calf prices support added weight and right now, **THEY DO!**

Heartland offers many kinds of creep feed depending on the producers wants and needs. The HL Calf creep is going to be the pelleted feed (14% R40) that we offer creep feed contracts on. We also offer two different limiter creep feeds. Ranger is Cargill's limiter creep and Accuration is the Purina limiter creep feed that we offer. Both designed to do the same thing: limit intake while maximizing performance, and be a traditional grain mix creep.

Creep feed contracts are available now for the pelleted creep feed as well as creep feeder rentals! Reach out to anyone on the feed team for follow up questions.

***“While creep feeding does add feed costs, it pays for itself in higher weaning weights when calf prices support added weight and right now, **THEY DO!** “***



At Heartland Co-op, the strongest results come when we work together as one team. Across agronomy, energy, grain, feed, conservation and every one of our locations, we all play a role in serving our members. When those pieces are connected, things run smoother, decisions are easier, and customers get the support they expect from us.

That's why this month we're focusing on breaking down the walls between us. It doesn't take big changes—just consistent, everyday actions that help us work more closely as ONE Heartland:

- Share information early and often so other teams aren't left guessing
- Ask questions when you're not sure how another area operates
- Step in and help at another location when things get busy
- Look for ways your work connects with other service lines
- Keep learning how the different parts of the co-op fit together

When we do these things consistently, we remove barriers, strengthen communication, and make it easier to serve our members well as ONE Heartland.

## *Employee Anniversaries*

### First 40 hours

Gilbert Agyeman  
Shamar Oliver  
Tate Scroggins  
Chase Struck

### 1 year

Lydia English  
Heather Lampe  
Chase Barnes  
Alan Biggers  
David Brinkley  
Sandy Bunch  
Jesus Cabrales  
Benjamin Castruita  
Jose Ceballos  
Sandra Conrad  
Fritz Friemel  
Mindy Friemel  
Matt Gruhlkey  
Istrael Guido  
Callie Hampton

### 1 year

Clarence Hickey  
Madison Ingram  
April Kautz  
Mary Kerlee  
Aldo Limas  
Alfonso Lopez  
Sarah Parker  
Rick Poor  
Terri Russell  
Emma Slate  
Brandon Strite  
Tony Treadwell  
Kristen Valadez  
Victor Velarde  
Tom Williams  
Maximo Ybarra  
Jayze Zeller

### 5 years

Cody Kent

### 10 years

Daweyn Albertsen

