

“ Helping Farmers Produce and Market Profitably ”

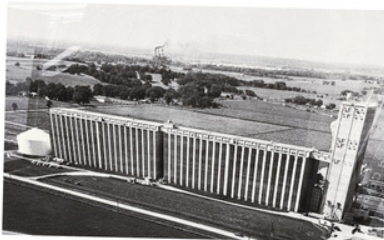


INSIGHT NEWSLETTER

MARCH 2026 | ISSUE #49

A LOOK BACK

AVON



RETRO DAY- LOOKING BACK



MINBURN



ALLEMAN



DALLAS CENTER



RANDALL, IA



There is a quote from a famous movie, that holds true- "Let's start at the very beginning, a very good place to start". That is important with History, the story needs to be told, so we can achieve growth and learn from it.

Do you know the history of Heartland Co-op?

The "original" Heartland Co-op was formed in 1987 with a merger of three cooperatives with facilities in Panora, Dallas Center, Minburn and Granger. Panora Farmers Cooperative was formed in 1947. Farmers Cooperative Company of Dallas Center was formed in 1919. Minburn had been a private elevator until it became Minburn Cooperative Elevator in 1945. Minburn purchased a private agronomy plant located at Granger in 1986. In a 1991 merger, Booneville Cooperative Elevator Company (a cooperative formed in 1949) was added through a merger. In the following year, 1992, Laverty Elevators (a private elevator) in Indianola, was purchased.

WANTED

Wanted: Heartland Co-op History items.
If your location has anything, please contact Kristin.
Thanks!

The Heartland Co-op that exists today was formed in 1993 with a merger of the "original" Heartland Co-op, Alleman Cooperative Company, Mitchellville Cooperative, and the facilities previously owned by Avon Grain Company at Carlisle and at East 18th Street in Des Moines. Farmers Cooperative Elevator of Alleman became a cooperative in 1934. Alleman purchased a cooperative at Cambridge in 1947. They continued to grow by merging in 1964 with a cooperative in Napier. In 1977, Alleman built a grain facility in Slater. Both Madrid and Luther locations were purchased in 1981 from another cooperative.

Keep reading, scan qr code

GRAIN DEPARTMENT

Article by Kade Mahler



Rather wild markets with the war in Iran. Energy/oil and fertilizer prices all moving higher helping to support grains. However, it's certainly more macro driven at this point as we lack a real fundamental story on corn in particular with a 2.1-billion-bushel carryout.

Grains currently seem to hinge on whether the China / US trade summit between Trump and Xi still takes place at the end of the month. Also, we have planting intentions March 31st currently the market is projecting corn around 94 million acres and beans 84M acres.

- Wild markets due to the war in Iran
- Increasing energy/oil and fertilizer prices support grains
- Market is more macro-driven without a strong fundamental story for corn
- Corn has a 2.1-billion-bushel carryout
- Grain markets hinge on the China/US trade summit between Trump and Xi
- Planting intentions on March 31st project corn at 94 million acres and beans at 84 million acres



What location?

- a. Rhea
- b. Neola
- c. Traer
- d. Fairfield

SCAN ME!



Learn more about the location here



AGRONOMY DEPARTMENT

Article by Jason Danner



How can March already be here? Hopefully you're ready for March Madness, no matter if it's basketball or farming, you must have a strong game plan and execution.

The Winter months have been productive for dry fertilizer and lime applications. Our teams have been out and conducting sales calls, meetings and trainings. Seed is being delivered, organized and seed treatment is starting. Majority of chemical programs have been discussed, and products are being shipped into warehouses for the start of planting season.

For our employees, we are wrapping up winter training courses about safety, professionalism, application procedures, preventative maintenance and team building called ONE Heartland.

As we turn our attention to Spring planting season, we need to make sure our customers are also ready and have their plan in place. Customer service, creating efficiencies and teamwork are the main expectations that will allow us to win the game. It doesn't matter if corn or soybeans are planted first, knowing your Agronomy team is ready, willing to execute and work together to be successful. Be safe and as always, *Thank you.*

- March Madness preparations in basketball and farming require careful planning, focusing on fertilizer, sales, and seed treatment during winter.
- Employees received winter training in safety, professionalism, and teamwork, with chemical programs and product shipments prepared for planting season.
- As spring planting nears, emphasis is on customer readiness, prioritizing service, efficiency, and teamwork for a successful season.

March marks the transition to spring planting season, with preparations such as fertilizer applications, seed organization, and team training completed, ensuring readiness for both employees and customers to execute a successful plan.

ENERGY DEPARTMENT

Article by Haley Schulte



As the frost clears and the fields begin to dry, the rush of spring is officially upon us. Whether you are prepping a planter or getting your home's outdoor space ready for the season, now is the time to ensure your fuel and propane systems are in peak condition. For our homeowners, Spring is the perfect moment for a safety "spring cleaning"—clear away any brush or debris within 10 feet of your propane tank to ensure our drivers have safe access and to reduce fire risks as the vegetation dries out. For our farmers, remember that Diesel Exhaust Fluid (DEF) and high-quality lubricants are just as vital as the diesel in your tanks. Check your DEF levels to ensure you have enough for Spring and ensure your grease points are well-saturated to prevent the "metal-on-metal" wear that leads to costly mid-planting breakdowns. Reach out to any location if you need bulk or packaged oil, DEF or grease; we have all of your needs on hand.

We also know that the energy market has been a "wild card" lately. We've seen significant volatility recently, with heating oil and propane prices experiencing sharp weekly swings due to shifting global supplies and late-season temperature dips in the East. While some analysts are forecasting a potential softening of crude prices later this year, the immediate market remains unpredictable. To help navigate these fluctuations, we recommend topping off your tanks now rather than waiting for the peak demand of the planting season. We also have tank options available if you are looking for more on farm storage. We are committed to helping you manage these costs and keeping your operation running smoothly, no matter what the markets throw our way.

Energy Department Contacts

Adam Gardiner (Central)
515-371-9032
agardiner@heartlandcoop.com

Mike Evers (Western IA)
712-621-0195
mevers@heartlandcoop.com

Jill Chapman (Western IA)
712-485-8080
jchapman@heartlandcoop.com

Haley Schulte (Eastern IA)
319-360-1542
hschulte@heartlandcoop.com

Nick Hyde (All over)
515-468-8964
nhyde@heartlandcoop.com

Annual Grease &
Oil Sale ends
soon!



CONSERVATION

Article by Nolan Grove



Our conservation team serves as the watershed coordinator for the Lower Cedar Watershed in eastern Iowa which covers Cedar, Muscatine, Scott, Johnson, and Linn counties. We hold field days, work with farmers on cover crops, and install saturated buffers and bioreactors through our batch and build program.

Saturated buffers and Bioreactors: Round #1 treated 48 tile lines and was installed in fall of 2024, Round # 2 will be installed this year (2026) and will treat 41 tile lines. We are currently out surveying fields for our 3rd round, which we expect to be installed in the fall of 2027.

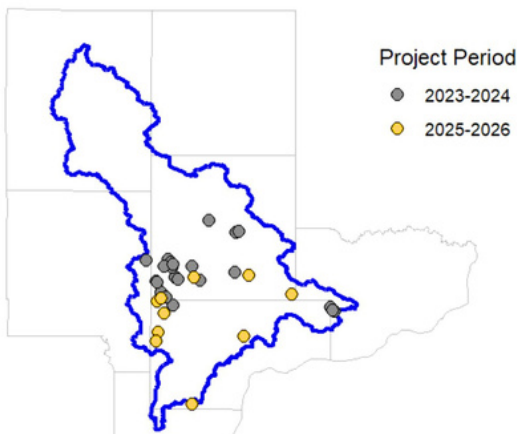
Cover Crops: We help farmers enroll in for cover crop cost share funding. Last fall, we had 37,750 acres of cover crops in the Lower Cedar Watershed! This is an increase from 35,000 last year and 25,000 in 2023.

Winter Farmer Meetings: We also host 3 farmer meetings each year. This February, we had a conservation trivia themed night where farmers went head-to-head to test their conservation trivia knowledge!



County	Batch 1: 2023-2024			Batch 2: 2025-2026		
	Treated Outlets	Saturated Buffers	Bioreactors	Treated Outlets	Saturated Buffers	Bioreactors
Cedar	38	16	15	23	10	3
Muscatine	5	5	0	20	12	0
Scott	3	3	0	0	0	0
Johnson	2	2	0	0	0	0
Total	48	26	15	43	22	3

Edge-of-Field structures installed in the Lower Cedar Watershed



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



For cow/calf producers across Iowa, calving season is one of the most important, and demanding, times of the year. The success of the entire production cycle often depends on how well producers manage the challenges that come with bringing a new calf crop into the world. From unpredictable weather to nutritional demands and calf health concerns, calving season requires careful management and preparation. One of the biggest challenges during “spring” calving season is the unpredictable Iowa weather. Late winter and early spring can bring freezing temperatures, snow, mud, and rapid weather swings. Cold stress can impact both cows and newborn calves, especially during the first few hours of life. Calves born in cold, wet, conditions are at greater risk for hypothermia and illness. Producers often work around the clock checking cows, moving pairs to shelter and ensuring newborn calves are dry and nursing quickly. Even with proper facilities, harsh weather can quickly turn a routine calving into a high-stress situation.

Proper nutrition plays a critical role in both calving ease and calf health. Cows entering calving season in poor body condition are more likely to experience dystocia (calving difficulty), weak calves, and lower colostrum quality. For this fact alone is why it is incredibly important for producers to use a breeder or even repro level mineral program and take advantage of the forage sampling/testing and ration formulation Heartland Co-op offers to its HL mineral customers free of cost. During the final trimester of pregnancy, a cow’s nutritional needs increase significantly as the calf develops rapidly. In Iowa, many producers rely heavily on stored forages like hay, corn stalks or silage during this time. However, forage can vary widely, making it important to balance rations with additional protein, energy, and a complete mineral program.

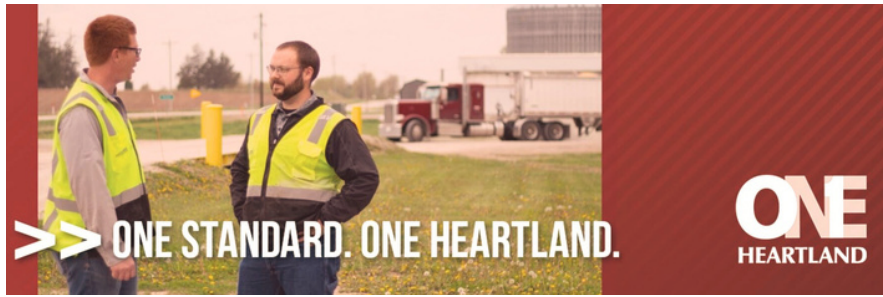
At Heartland Co-op, we understand the demands calving season places on producers. Our team works with cattlemen to develop nutrition programs that support cow condition, calving ease, and strong, healthy calves. With the right feed and mineral program in place, producers can help set their herd up for a successful year.

If you have the opportunity to come across a cattlemen remember to thank them for what they do!



One of the biggest challenges during “Spring” calving season is the unpredictable Iowa weather.





Spring is about to unload on us, and that means two things: farmers ready to roll and our pace goes from 50 to 100. This is when safety is non-negotiable. We know anhydrous is an essential tool for our customers, but it demands focus and respect. Every. Single. Time.

Your safety musts:

- Wear your goggles and rubber gloves when handling anhydrous.
- Stand upwind when working around equipment.
- Close valves when transporting tanks.
- Bleed hoses slowly.
- Never fill beyond 85%.
- Use only inspected and approved equipment.

A strong season is not just measured in acres covered. It is measured in how well we protect our people, support our farmers and make sure everyone goes home safe at the end of the day.

Employee Anniversaries

First 40 hours

Ricky Keehart
Robert O'Doniel
Aaron Twedt
Mark Baxter
Rick Bierce
Enrique Sanchez
Mason Schuler
Abigail Webster

1 year

Kurtis Schultz
Jaceline Vesely
Jameson Kilworth
Wyatt Carlson

5 years

Cole Lehn

25 years

Kami Snider