

“Every project is an opportunity to learn, to figure out problems and challenges, to invent and reinvent.”

—David Rockwell

FALL 2022



CENTRAL REGION COOPERATIVE



**NATE GIESEKE**  
CEO/GENERAL MANAGER

## Getting through Challenges

Another harvest is quickly approaching. We saw limited moisture from planting to pollination. The growing season seems very similar to the 2021 crop-year and the majority of our territory looks to grow a plentiful crop. Our elevators will enter harvest with an all-time low number of bushels on hand. We will have ample space and will be able to meet everyone's storage needs this fall.

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The propane market has seen some unexpected dips ahead of an uncertain fall season. With expected good yields and a late planting season, we may see heightened propane needs. However, warm and dry conditions have certainly pushed this crop along. Stay in touch with our energy team to set up your fall needs.

Central Region Cooperative has had several projects in the works in the fiscal 2022 year. Fortunately, many of these projects began well before the large price increases and higher transportation costs. While we were able to avoid some of the pain seen from the supply

### INSIDE:

- Harvest Policies
- Bird Island Soil Service Acquisition
- Fertilizer Market Update
- BCA Modernization

## ► GIESEKE FROM PAGE 1

chain issues, we are not immune to all of the problems and issues.

This economic roller coaster certainly isn't over, as there are still several large macro-factors affecting our local and worldwide economy:

■ The Russia/Ukraine conflict presses on, causing great uncertainty in the market and making unpredictable markets even more impulsive and volatile.

■ The Federal Reserve continues to raise interest rates. With unemployment at an all-time low, and continued inflation, we don't see factors that would cause these hikes to stop or reverse.

■ High fuel and feed prices

All of these factors will contribute to large increases in equipment purchases, fuel costs, insurance costs, interest rates, salaries... and the list goes on. If we add increased costs on top of inverse grain markets, inventory risk in chemicals and crop nutrients, we know we could see an uncertain and stressful future. Our team will work diligently to stay on the right side of markets and avoid unwarranted risks. We would ask our customers to communicate with CRC sales staff and advisors so that we can get you the most competitive pricing and meet your time objectives.

Despite the risks and challenges, Central Region Cooperative will continue to move forward, serving our customers and reinvesting in rolling stock and facilities to serve all of our customers' needs.

I wish everyone a safe harvest! Feel free to reach out to me or the CRC team.

# Working Together, Building Our Future

Central Region Cooperative was very pleased with the overwhelming support of Bird Island Soil Service members in passing the membership vote approving CRC to acquire all assets. Central Region Cooperative assumed ownership on April 30, 2022.

We highly value and thank all of the former employees of Bird Island Soil Service who accepted employment with Central Region Cooperative, allowing full continuation of service. The same team of people that patrons have come to know and trust are answering calls, recommending products/applications, delivering product, and applying farm chemical and fertilizer to farm fields.

We would like to introduce those working full-time from the Bird Island location:

**Matt Swecker**, Manager

**Tyler Rock**, Account Manager

**Lynne Payne**, Agronomy Controller

**Kevin Mathiowetz**, Applicator

**Jake Zuhlsdorf**, Applicator

**Paul Liebl**, Applicator

**Kris Zuhlsdorf**, Applicator

**Greg Rosol**, Driver/Operations

**Cain Conrad**, Yard/Operations

**Colby Schroeder**, Applicator

**The same team of people that patrons have come to know and trust are answering calls, recommending products/applications, delivering product, and applying farm chemical and fertilizer to farm fields.**

As you know, the cooperative heavily relies on a seasonal workforce to help cover the heavy workload in season. We welcome Bird Island seasonal employees to CRC as well, and thank them for their service this past spring/summer.

With any change in business ownership, there is a period of transition and integration. The goal of the CRC team has been to make this transition as easy and streamlined as possible for our patrons and their operations. We will continue to work through the processes of bringing the accounting systems together and fully integrating operations into the cooperative.

Central Region Cooperative values all of its patrons – those new to the cooperative and those it has served for many years. Thank you for the business and for your help in building a stronger future.



**TRACI SCHROEPFER**  
Safety Manager

# STOP. THINK. ACT.

**H**arvest season is a busy time, packed with activities that must be completed within a relatively short time frame, and a lot rests on how successful you, your employees, fellow coworkers and family members are in accomplishing everything on schedule. An immense amount of hours, working from sun up to sun down, and sometimes even longer, are spent using large machinery and dangerous equipment. Sometimes the demanding schedule means hiring new, inexperienced workers to get the job done. All these factors combined and with the rush to get the crop out of the fields before the season changes, accidents are more likely to happen. That means it's more important than ever to practice safety in every operation on the farm. We urge you to make safety your number one priority, not only during this harvest season, but all year long. Please do your part to keep you and others safe.

- communication?
- ✓ Is the observer trained and able to initiate rescue?
  - ✓ Is rescue equipment provided and specifically suited for entry?
  - ✓ Are there NIOSH approved masks or respirators available?
  - ✓ Are grain and feed bins clearly labeled to warn of the hazards of flowing grain or feed?
  - ✓ Do all bins have permanent ladders inside and outside?
  - ✓ Are hearing protectors available for wearing around noisy equipment?
  - ✓ Are equipment guards and shields in place and in good condition?

## Grain Bin/Silo Entry

I would like to take a second and focus on grain bin/silo entry as the number of entrapments each year has been climbing.

Here is a checklist created by the Upper Midwest Agricultural Safety and Health Center (UMASH) that addresses proper steps to ensure the safety of grain bins/silo entry on your farm.

- ✓ Has equipment been powered off at main disconnect and locked and tagged?
- ✓ If there is potential for combustible gas, vapors or toxic agents, has the oxygen level been tested with a gas monitor?
- ✓ Is a rope and harness available for anyone entering a grain bin?
- ✓ If a worker enters, is an observer present and in



## General – Think Safety

Consider this simple safety tool from UMASH that encourages everyone on the farm to consider the task or chore at hand, and ask themselves how their own actions could contribute to a safe and productive outcome. Stop if it can't be done safely.

### BEFORE AND DURING A TASK...



**STOP**

WHAT COULD GO WRONG?  
HOW BAD COULD IT BE?  
HAS ANYTHING CHANGED?



**THINK**

DO I CLEARLY UNDERSTAND THE TASK?  
AM I PHYSICALLY AND MENTALLY READY?  
DO I HAVE THE RIGHT TOOLS?



**ACT**

MAKE IT SAFE!  
USE THE RIGHT TOOLS!  
FOLLOW THE PROPER PROCEDURES!  
REDUCE RISKS!

STOP IF IT CAN'T BE DONE SAFELY!

for more resources visit: [umash.umn.edu](http://umash.umn.edu)



The Upper Midwest Agricultural Safety and Health Center is funded by the National Institute for Occupational Safety and Health cooperative agreement U54OH010170 (2011-2021)

Used with permission from Workplace Safety and Prevention Services (wspcs.ca) & Imperial Oil Updated April 2020

# 2023 Input Financing Options

**DAN FILZEN**  
Credit & Risk Manager



In past years we have had various programs for a possible input financing and even possible interest buy down. We have always had agreements with Citizens Bank, Alliance Bank and First Security Bank to buy down interest on some or most of your crop inputs. With the 2023 crop year CRC will have programs from Alliance Bank and First Security Bank and offer similar programs, but have expanded your options and offer even more opportunity to lower your input costs.

**CRC has expanded your options and offers even more opportunity to lower your input costs.**

questions you may have on this excellent money saving opportunity.

Along with the above-mentioned financing options we have also aligned with Compeer Financial to offer crop input and farm operating financing loans. Loan rates are variable. Standard loans up to \$250,000, and larger capacity loans are available with additional information. Both CHS and Compeer Financial programs have post-harvest maturity dates.

The past few years CRC has offered financing options along with the local bank options. CRC has an agreement with CHS Capital to offer the Crop Input Accolade Program with a very low rate of 1.9% on qualified crop protection products, and 6.5% on crop nutrients, and 7.0% rate on all other crop input needs. Standard loans amounts up to \$400,000, and higher amounts are available with additional information. Be sure to talk to your account manager or me with any

The CHS Accolades Program, as well as the Compeer Producer Input Financing are both a simple one-page application which is located at [centralregioncoop.com](http://centralregioncoop.com). The application process is very short and loan approval within a couple days. If you have any questions about any of the financing options please contact me, Dan Filzen at 507-426-8263 ext. 1122 or see me at the Fairfax location office.



## NEW AGRONOMY RIG

CRC Agronomy staff will begin to utilize the all-new 2022 Case IH 4540 with a 90-foot boom. The machine is capable of applying up to three products at once from its unique, high capacity 22,000 lb hopper. The hopper has two adjustable dividers that allow for five different product capacity configurations, giving the operator unmatched flexibility in multi-product application, while increasing acres applied in a day by 25%.

Minnesota Rollover Protection Structures Rebate Program

## Minnesota ROPS Rebate Program

The Minnesota ROPS Rebate Program offers farmers and schools 70% of costs with a maximum out of pocket cost of \$500 in rebates for rollover protection installed on unprotected tractors.

1-877-ROPS-R4U Press 2

[www.ropsr4u.org](http://www.ropsr4u.org)

[www.mda.state.mn.us/farmsafety](http://www.mda.state.mn.us/farmsafety)



# CRC SCENES



## Be a Weather Warrior with BCA Products!



**No matter what** winter brings, it is our goal to keep you prepared. BCA Products has developed a line of four performance-driven ice melt products and one traction grit product to assure a safe and

manageable season. We've formulated these products to perform at differing temperature ranges from 20°F down to -20°F.

We provide fast ice melting action at a reasonable price. Our ice melts are blended to take advantage of the low cost of sodium chloride and the performance enhancing attributes of magnesium and calcium chloride to bring a well-rounded, affordable and performance-driven

product to market. Our ice melts and grit includes blends that are crucially fast acting, pet safe, environmentally friendly and economical.

BCA Products provides products with consistent particle sizing, product integrity and top-notch customer service to assure optimal de-icing performance as promised. Try them out for yourself!

Contact us today to find your local distributor or inquire about becoming a dealer.





**AL MACIUS**  
BCA Manager

## Modernization Continues

**F**or anyone familiar with the BCA

facility, the current version will look completely different to you. Two years ago, the Board of Directors and Management approved a plan to expand and modernize the facility and production equipment. For the last 12 months, a dozen+ contractors have been working to complete this project. Supply chain issues, design changes and the weather have caused months of delay, but I am happy to report that we are up and running. There are “bugs,” changes, fixes, and enhancements to complete, but we are able to continue running while we eliminate them.

Upon arrival at the facility, the first thing you will notice is a new 75-foot tall Sackett Waconia blending tower. This is a state-of-the-art tower with a barrel screener, conditioner, HIM blender (with room for a second blender) and two bagging tanks. The tower is completely insulated and open to the production floor. Summit Grain installed the tower and equipment.

**Continued page 7...**



## Decisions made one and two years ago are paying big dividends today.

The tower and production area are located in a building addition added to the back of the main finished bag warehouse. The production room is actually a combination of this new addition and the partitioning of an area formally used for finished goods storage. Farasyn Construction was/is responsible for the addition and buildings construction.

Under this tower are two production lines. One line is a semi-manual line and the other is a fully automated line. Nvenia, formally Hamer-Fischbein, supplied the equipment. Both lines send finished bags to a central pallet dispenser, slip-sheet dispenser, palletizing robot and automated pallet wrapper. After the pallet is completed, it enters the warehouse to await transportation to a final destination.

Other companies supplying equipment at the beginning of the production process are Ranco and Schlagel. Ranco supplied the product hoppers, motor control units and scales that meter the raw materials.

Kahler Automation is the company that supplied the software and hardware that ties the different systems and equipment together. The

“Kahler” system processes the orders and powers the equipment. Zinniel Electric was responsible for all electrical contracting. JH Foster supplied the air compressors and dryers. R & D Mechanical installed all airlines, impregnation lines and the Wolf Trax system. Others involved are Chantland, Diagraph, Koch, Easy Automation, WulfTech and S-M Enterprises, Inc.

I would like to thank these contractors, and the people involved, for their hard work and their continued support under difficult circumstances. Finally, yet importantly, I would like to thank the engineering team at VAA and the project managers at CHS and Gales Design & Consulting.

This expansion and update could not have come at a better time. Our customer base has grown rapidly and we now sell product in 11 states. I want to give all credit to the BCA team of employees. They have done a terrific job, especially over the last year. I really could not be more proud of how they pulled together during a difficult time to keep the old plant running while the new plant was under construction. They worked the extra hours and days needed to “pre-build” product to meet our customer demand during a scheduled shutdown in May and June. The team has now seamlessly transitioned to the automated equipment.

Decisions made one and two years ago are paying big dividends today. The anticipated financial results for the cooperative will be the proof that our efforts made a difference for our member owners. The BCA team is looking forward to 2023 and we expect to continue making progress toward our goals. Thank you Dave, Daryn, Diane, Jeff, Jenny, Juan, Kristi, Lynn, Marty, Randy, Ricky, Rob, Steve and all the other CRC employees who have assisted BCA!



Front: Jeff Mickelson, Jenny Hauser, Kristi Saenz, Al Macius, Diane Folsom and Randy Watson  
Back: Steve Wester, Marty Hillesheim, Dave Bastian, Ricky Jimenez Jr, Juan Velasquez and Lynn Simonsen  
Missing from photo: Rob Beres, Daryn Huiras.

**H**arvest time is fast approaching. For the most part, crops in our trade area look pretty good. I

would think we will see an average or better crop this harvest season.

CRC Harvest Policies for this harvest season are included in this newsletter on the following two pages. I would expect that we will have to increase the drying charges, due to the cost of natural gas and propane, prior to harvest. Just like everything else, prices have gone up since last year. So, the Harvest Policies are subject to change at any time. Keep checking [centralregioncoop.com](http://centralregioncoop.com) for updates.

If you need help with your harvest time hauling needs, Central Region Cooperative has the trucks to serve your needs. This has been a great service for many of you in the past, and we want everyone to know that we now have 19 semi-trucks available for hauling your grain, whether it is out of the field, or picked up on your farm. Just give us a call when you need to haul!

The rebuilding project in Buffalo Lake following the May 12 storm damage is moving along as scheduled. The corn storage building that was damaged by falling equipment has been completely torn down.

Construction crews from CEEC and Valley View Electric are on site working hard to get us up and running by early October. The electrician says he has located the equipment needed to replace what was lost in the fire caused by the storm damage. CEEC feels pretty confident that they will be able to stick to the scheduled completion date.

CRC has hired Jim Gales from Gales Design and Consulting to keep everyone on task and make sure it is done correctly so everything ends up the way we want it.

Here at CRC, the grain team has been busy shipping out grain to make room for the coming harvest. We should be sitting pretty good for space this year, but with the size of the crop we will more than likely need to be piling grain in bunkers at some locations. We ask you to please be patient. Things get a little hectic around the elevator during big harvests such as this and we will all be working hard to make this harvest season goes as smoothly as possible. Slow down when moving equipment and trucks

in your fields and through our facilities, and be aware of what is going on around you and think safety.

Grain prices for both corn and soybeans have been strong for most of the last year. Strong margins for ethanol production and soybean meal and oil, along with export demand, has limited the incentive to carry grain into future. Prices have been volatile at times this past summer, but there were many opportunities to sell at some pretty good prices. However, we all know that high prices cure high prices. At some point, prices get too expensive and demand slows down. When demand slows down, prices drop and we start the cycle all over again. This coming year's stocks-to-use ratios are showing they are similar to last year. So, I would expect that we will continue to see strong prices and volatility well into the next year. You should also keep an eye on next year's new crop bids for opportunities to lock in prices for next year's crop production.

*CRC has several types of contracts to help reduce your price risk:*

■ **Basis Fixed and Extended Price contracts** let you lock in the basis now and set the futures price at a later date. They remove basis risk and stop storage costs once grain is delivered. These contracts should be used if you think the futures price is low and expect prices to go up in the future.

■ **Minimum Price contracts** let you sell now and buy a call option for any upside price potential. It removes downside risk on both basis and futures price. Your only risk is the cost of the option and the fees involved.

■ **Hedge to Arrive contracts** allow you to lock in the futures price and set the basis later. This contract would be used if you are satisfied with the futures price but feel the basis will improve in the future.

If you have any interest in any of these type of contracts, or you just need some help with your marketing plan, be sure to contact John Cook, Tanar Haala, or me with any questions you have.

Thank you for allowing us to serve your grain marketing needs in the past and we look forward to serving your needs in the future.

Have a safe and successful harvest!





# 2022 HARVEST POLICIES

All policies are subject to change without prior notice.  
Effective 9/1/2022

### Warehouse/ Open Storage:

**Corn/Soybeans:** \$ .06 cents per month  
(pro-rated on a daily basis)

### All Storage – warehouse receipt/open storage:

- No Minimum charge. *(Subject to change if storage space fills up)*
- If not sold, storage will start from the date of delivery.
- No storage charges if sold within 10 calendar days of delivery.
- Shrink and drying will be re-calculated to 15% if sold within 10 days of delivery.
- **Storage calculations will accrue on a daily basis and will be due and payable at sale of grain or July 31, 2023.**

### Price Later Contracts:

**Corn/Soybeans:** \$ .05 cents per month  
(pro-rated on a daily basis)

- Must be signed.
- Title of grain is transferred to CRC.
- No redelivery. (example – HCP or grain bank)
- Cannot be used for forward contracts.
- Can only be priced at the market on the day you choose to sell it.
- Not eligible for CCC loan.
- No Minimum service charge. *(Subject to change if storage space fills up)*
- If not sold, service fees will start from the date of delivery.
- No service charges if sold within 10 calendar days of delivery.
- Shrink and drying will be re-calculated to 15% if sold within 10 days of delivery.
- **Service fee calculations will accrue on a daily basis and will be due and payable at sale of grain or July 31, 2023.**

### Grain Bank Charges:

**Corn used through the CRC Feed mill:**

- First 60 days are free.
- After that, storage is \$ .06 per month, accrued on a daily basis.
- Dried and shrunk to 15%

### Corn hauled out or sold out of GB:

- \$ .06 per month storage from date of delivery
- \$ .15 per bushel handling charge if hauled out
- Bushels will be reshunk to 14%

**Negative balances are not allowed and will be billed out at the close of the day you run out.**

Moisture Limits:	Corn	Soybeans
Open Storage and Warehouse:	14%	13%
Grain Bank (used in CRC mill):	15%	-
Price Later:	14%	13%
Sale or applied to contract:	15%	13%

**Corn Drying Charges:** \$ .055 per point for each point of moisture removed above moisture limits.

**SUBJECT TO CHANGE AT ANY TIME DUE TO COST OF FUEL**

**Shrink Factor:** 1.4% for each point of moisture removed above moisture limits.

**All drying and shrink will be rounded up to the nearest 1/10% of moisture.**

**Custom Dried Corn:** \$ .15 per bushel handling charge. Must be hauled out within 10 days of delivery or storage will be applied and drying and shrink will be at 14%.

**Disposition of Grain:** The driver will provide the scale operator with the owner’s name or names, division of the grain, and disposition, (store, sell, contract, grain bank, price later, etc.). The driver should notify the scale operator when the last load has been delivered. If no instructions are given, the grain will be marked as open storage.

No storage charges if sold within 10 days of delivery and shrink and drying will be recalculated to 15%. If not sold, storage will start from the date of delivery. Shrink and drying will not be recalculated.

**Contracted Grain:** Grain delivered against Cash sales and Basis contracts will be applied to the oldest contract first. Early delivery of contracted grain will not be allowed without prior approval. If delivered early, storage charges will apply and no early payment will be made. HTA contracts must be priced prior to delivery to avoid storage charges. Once contract(s) is filled, overrun will be stored unless stated on ticket.



# 2021 HARVEST POLICIES CONTINUED

**Deferred Payment:** Grain may be placed on deferred payment. Elevator must be notified prior to settlement. Grain placed on deferred payment cannot be changed. No premium will be paid at this time.

**Farm to Terminal - Direct Shipment:** All grain hauled directly to the terminal or processor will be settled on a load by load basis. Seller must accept the weights and grades of the delivery location. There will be no averaging of grades and discounts are subject to change without notice.

**Treated Grain: Any and all grain that contains treated seeds will be rejected.** If the load is dumped into our inventory, owner may be subject to one or all of the following: 1) no payment for the load, 2) punitive charges for contamination of our inventory, 3) further financial liability. **No exceptions!**

*There will be no averaging of corn or bean discounts!*

## Corn Discounts:

### Test Weight:

(per .5#)	\$.02 each pound	53.9 to 52.0
	\$.04 each pound	51.9 to 50.0
	\$.05 each pound	under 50.0

<b>Foreign Material:</b>	\$.03 each 1%	3.1% to 5.0%
	\$.04 each 1%	5.1% to 8.0%
	\$.05 each 1%	over 8.0%

<b>Damage:</b>	\$.02 each 1%	5.1% to 8.0%
	\$.03 each 1%	8.1% to 12.0%
	\$.05 each 1%	over 12.0%

<b>Other Factors:</b>	Sour-	\$.10/bu.
	Musty-	\$.10/bu.
	Infested -	\$.15/bu.
	COFO -	\$.15/bu.
	Stones -	\$.15/bu.
	Heat Damage -	\$.01 each 1/10th

## Soybean Discounts:

**Moisture:** Discounts will apply on any loads delivered with moisture content above 13%. Discounts will be deducted from the gross weight of the bushels delivered and rounded up to the nearest ½% of moisture.

Moisture	Discount
13.1 – 13.5%	1%
13.6 – 14.0%	2%
14.1 – 14.5%	4%
14.6 – 15.0%	6%
15.1 – 15.5%	8%
15.6 – 16.0%	10%
16.1 – 16.5%	13%
16.6 – 17.0%	16%
17.1 – 17.5%	19%
17.6 – 18.0%	22%
18.1 – over	4% added for each 1/2 % over 18% and will be subject to rejection.

### Test Weight:

\$.005 each pound or fraction thereof 53.9# to 52#  
 \$.01 each pound or fraction thereof 51.9# to 49#  
 Loads testing below 49# will be subject to rejection.

### Foreign Material:

1.0% of the gross weight will be deducted for each % - 1.1% to 5.0%  
 1.5% of the gross weight will be deducted for each % - 5.1% to 10.0%  
 2.0% of the gross weight will be deducted for each % - over 10.0%

### Damage:

\$.02 for each ½% - 2.1% to 2.5%  
 \$.01 for each ½% - 2.6% to 4.0%  
 \$.02 for each ½% - 4.1% to 6.0%  
 \$.03 for each ½% - 6.1% to 8.0%  
 \$.04 for each ½% - over 8.0%

### Heat Damage:

.5% of the price for each ½% over .2%

### Other Factors:

Sour - \$.12 / bu.  
 Musty - \$.10 / bu.  
 COFO - \$.20 / bu.  
 LQ - \$.25 / bu.



**BILL PELZEL**  
Energy Dept. Manager

## Harvest Prep

**A**s hard as it is to believe, harvest is right around the corner! Having your gas, diesel, lube, and propane storage tanks full prior to harvest is always critical, more so now than ever, due to volatile geopolitical times.

Naturally, purchasing products at the lowest cost possible is very important; unfortunately, this year, it may be more important to focus on having tanks full in advance of harvest, to assist the energy industry in alleviating potential supply challenges. Many energy transport businesses are experiencing worker shortages similar to many other industries throughout the United States which, as we all know, can cause supply issues during heavy demand of the harvest season. Getting tanks full and keeping them full is priority #1.

Per the Minnesota BIO diesel mandate, we are able to transition from B20 Biodiesel to B5 beginning October 1. Per the previous paragraph, I would like to encourage patrons to not hold out for October 1/B5 Biodiesel.

**CRC will begin work to add two more 60,000 gallon propane storage tanks to our Fairfax Agronomy/Energy location.**

Typically, ambient air temperatures are more than warm enough to enable B20 Biodiesel to function without issue during the initial stages of harvest. Obviously there are no guarantees with Mother Nature but please consider having your diesel storage tanks at least partially full prior to October, to again, assist the industry in keeping up with product demand.

Storage is "King." I'm pleased to announce that your cooperative is doing all we can to increase our storage volumes in an effort to provide timely deliveries to customers. As soon as late this summer, CRC will begin work to add two more 60,000 gallon propane storage tanks to our Fairfax Agronomy/Energy location. This addition will bring our storage capacity to an impressive 702,000 gallons of propane!

In closing, I would like to thank all patrons and employees of CRC for what has been another profitable year in the energy department. Without the continued dedication of our customers and hardworking employees this would not be possible. Have a safe and profitable harvest!



- ✓ **Are you driving a new truck this fall?**
- ✓ **Are you new to CRC?**

If so, and you deliver grain to the Fairfax or Buffalo Lake locations, please stop by either of these offices to receive a truck ID card. This will avoid delays and longer wait times.

**Find the help and information you need on health, stress relief, addiction, finances and more.**

**MDA COVID Question Line**  
mdaresponds@state.mn.us

**Carcass Disposal Hotline (Poultry & Livestock Only)**  
651-201-6041

**Food & Feed Safety Main Line**  
651-201-6027  
MDA.FFSD.Info@state.mn.us

**Minnesota Farm and Rural Helpline**  
1-833-600-2670  
Text: FARMSTRESS to 898211  
farmstress@state.mn.us

**Rural Finance Authority Office Loan Programs**  
651-201-6004

**Helplines**



## A Win for Farmers

**GEORGE SCHWINT**  
Procurement



**T**he UAN report said that the US market was not harmed by the Russian and Trinidad imports. So there will not be any countervailing duty orders, or antidumping duty orders, on imports coming from Russia and Trinidad. That is a win for the U.S. farmers, so for now prices are stable on UAN. But there are still no imports coming to the U.S. ports, as the world market is higher than the U.S. market right now.

Fall ammonia prices have backed off the highs of spring of 2022. So get your orders in before it is all sold out. There is still a big problem with transportation for fall. We have trucks hauling LPG, then going to NH3 hauling. But we need about 16 trucks per day to fill about 80 nurse tanks, just to keep our custom rigs running, and we need that amount for 30 days or until freeze up. So again there will be times when we could run out of product.

Urea made a good run lower in late May, making the rest of the nitrogen market reset lower. The U.S. is still priced at a discount to the world market, so that means no imports will come to the U.S. market until the price moves up. When the river closes, the price will go up, but remember— it is a long time until spring and there are

plants making urea every day in the U.S. to help keep the price down.

The phosphate market reset, coming down from the spring prices. There are no imports coming to the U.S. market right now because of the tariffs that are in place, so we do not see any softening in the market at this time.

The potash market has very little news to talk about, but when the Ukraine war ends, prices will come down as the price from last fall is almost double.

The crop protection market is in a big mess, from supply problems, the short supply of natural gas in Germany due to the war, and a lot of tech material, that is made into chemicals, is made overseas and shipped to the U.S. so there could be a supply problem for the foreseeable future. All chemicals will be up about 8% this next year across the board. Two products, however, will be lower, and they are Glufosinate (Liberty) and Glyphosate (Roundup) which will be about 20% down.

Thanks for the business. Have a safe harvest season.



**Know what's below.  
Call before you dig.**

There are more than 2.5 million miles of pipelines in the U.S. 811 is a free, nationwide service designed to keep you safe when digging or excavating.

Call 811 to have underground utilities located before any digging project.

Visit [enbridge.com/call811](https://enbridge.com/call811) for more information.



# 2022 Annual Meeting

Visit [centralregioncoop.com](https://centralregioncoop.com) for future announcements on Central Region Cooperative's Annual Meeting to be held Tuesday, December 6, 2022



**Mercedes Schueler** is pursuing a degree in Agriculture Business with minors in Agribusiness Marketing and Ranch Management at South Dakota State University. This summer she decided to intern at CRC to gain more experience in agriculture. During her time with CRC, Mercedes enjoyed learning about how the cooperative works and about the different aspects of operations. She assisted in the chemical shed loading trucks while also learning about different chemicals and helped put in field plots and do stand counts. Mercedes grew up on a small hobby farm in the Willmar area.



**Lexi Stein** is currently attending South Central College in North Mankato, and will graduate May 2023 with a degree in Agribusiness Service and Management and will earn an AgSpark Agronomy Certificate. In her younger years, Lexi spent time on a small hobby farm in New Ulm with family, and was involved in FFA, which grew her passion in agriculture. While at CRC, she was able to learn so many great things such as how to do stand counts, fill fertilizer and sprayer tenders, soil sample, treat seed, flag emergence plots, and drive semi.



**Ellie Tuschen** hails from Alexandria, South Dakota and joined CRC for a summer agronomy internship. Currently, Ellie is a student attending South Dakota State University majoring in Precision Agriculture. During her tenure at CRC she visited plots, completed stand counts, and learned about agronomy operations and sales. Ellie's plans after college include going back to the family farm and/or beginning a career focused on assisting farmers with technology in their tractors.

## 5 MINNESOTA AG BLOGS

### [minnesotafarmliving.com](http://minnesotafarmliving.com)

Wanda Schott Patsche Independent farm owner and operator, also is a frequent speaker on the farm show circuit.

### [agchat.org](http://agchat.org)

Professional “food, feed, fuel and fiber” producers and growers talk about policy, business goals, leadership tactics, marketing and everything else relevant to the farming industry.

### [amythielen.com](http://amythielen.com)

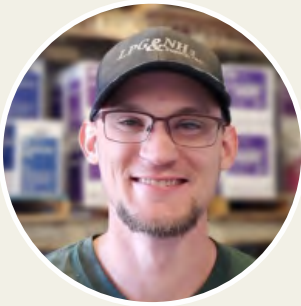
Cookbook author, TV show personality, showcases Midwestern food and country living.

### [petersonfarmbrothers.com](http://petersonfarmbrothers.com)

These brothers became legitimately YouTube famous with their pop music parodies like BALE! and I’m So Farmer. Their channel also has a section for informational videos, and for straightforward vlogs about their day-to-day life on the farm.

### [commonground.com](http://commonground.com)

A digital hub that’s an extension of the real-world Common Ground community of volunteer farmers, this is a great starting point for anyone to connect with people who are responsible for producing America’s food supply.



● In March, CRC welcomed **Mike Fischer** to the Sleepy Eye energy team where he is learning the ropes of propane delivery/service work. Mike comes to CRC with a construction and farm background. In his free time, Mike enjoys hunting and fishing.

● **Jennifer Hauser** joined the BCA production team in February at a time when the company was going through a vast amount of change, transitioning to automation. She assists with all aspects of operations, blending, inventory and loading trucks. In her free time, Jennifer enjoys spending time with her horses, horseback riding, dirt biking, hunting, and four-wheeling.



● **Mike Lagerwall** joined the cooperative in July working in agronomy operations out of the Fairfax fertilizer location. He most recently worked at 3M in New Ulm machining electrical terminals, prior to that Mike was a millwright of ag-related equipment. Mike and his wife Rebecca live in rural Gibbon, have five children and enjoy raising farm animals for their children to show at the county fair. Mike also enjoys classic cars.



● Her recent move back to central Minnesota brought with it a new career for **Sandy Tauer**. She joined the cooperative in March and was hired for agronomy operations out of Sleepy Eye. CRC was quick to learn of her abilities and asked her to help operate the Fairfax fertilizer plant this spring where she gained experience with many facets of plant operations. The activities outside of work that Sandy enjoys most are traveling especially internationally, time with family and friends, her dogs and the outdoors.

● **Gene Schmidt** join the agronomy operations team in Buffalo Lake early April. He worked in the warehouses loading fertilizer bins, loading water trucks and filling anhydrous tanks. Gene and his wife Joy live northeast of Cosmos, raised three sons and their family works together operating a dairy operation. Prior to coming to CRC, Gene worked as an assistant herdsman for a couple local dairy producers. In his spare time, he enjoys going to dairy shows and spending time with family.




## WELCOME BACK

● **Wade Grams** has returned to CRC after working as a machine operator for AMPI the past couple of years. He had previously worked for the cooperative doing bulk feed manufacturing/delivery and grain operations. CRC welcomes Wade back as he recently returned in July to grain operations at the Fairfax location. In his free time, Wade enjoys time with his family.

**If you or someone you know is interested in working at Central Region Coop, see back page for current job openings.**





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## Employment Opportunities

### FULL-TIME

- Grain Operations (Gibbon, Fairfax, Buffalo Lake)
- Feed Delivery Driver (Sleepy Eye)
- Agronomy Operations (Bird Island, Buffalo Lake, Fairfax, Sleepy Eye)
- Agronomy Operations Lead (Fairfax)
- Agronomy Account Manager (Sleepy Eye, Bird Island)
- Shop Mechanic (Buffalo Lake)
- Energy Transport
- Propane Delivery/Service Technician

### SEASONAL

- Grain Operations
- Agronomy Operations

Staffing needs vary by season.

Apply online at [centralregioncoop.com](http://centralregioncoop.com), at any CRC location or by calling Human Resources at (320) 833-3003.

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# LOCATIONS:

**BIRD ISLAND**  
320-365-3655

**BUFFALO LAKE**  
320-833-5321  
800-642-6727

**COSMOS**  
320-877-7261

**FAIRFAX**  
507-426-8263  
800-328-0131

**GIBBON**  
507-834-6534  
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**HECTOR ELEVATOR**  
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Main Office & West Elevator  
507-794-3031  
800-757-0572

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