



Serving North Central Iowa

North Iowa Cooperative

VISION:
*We Will Be A Diversified Cooperative
With A Passion For Customer Success*

MISSION:
To Serve Our Customers With Dedication And Integrity

NORTH IOWA COOPERATIVE LOCATIONS

Thornton: 998-2711 or 1-800-531-9241 ** Portland: 423-5311 or 1-800-341-5311
Plymouth: 696-3382 ** Clear Lake: 357-5274 ** Farmers Lumber: 357-2151
United LP Mason City: 423-4011 or 1-800-475-5742 Rockwell: 822-4971

www.nicoop.com

June, 2010

Creighton Nelson Appointed Agronomy Division Manager

We are pleased to introduce the members and patrons of North Iowa Cooperative to Creighton Nelson, who was appointed to assume the duties of Agronomy Division Manager for North Iowa Cooperative in May.

Creighton brings extensive background and experience in crop production to this position with a career that began in Nebraska in the 1970s where he worked for several cooperatives, and for many years owned and operated his own business, C.L.N. Enterprises which had its headquarters in Atlanta Nebraska, located in the south central portion of that state.

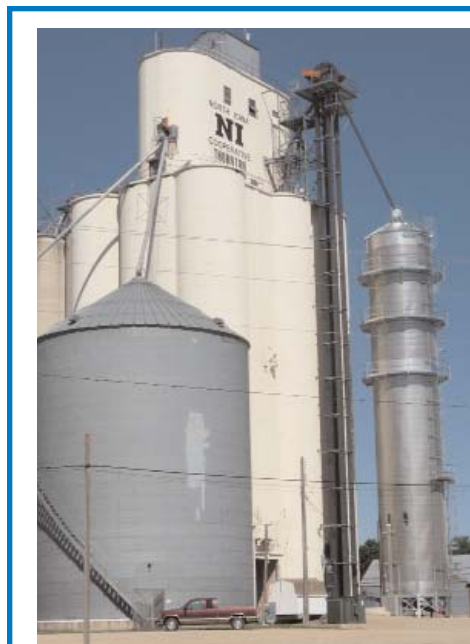


In 1998 Creighton and his family relocated to Iowa, where Creighton's wife Sarah was born and raised and where many of her family members still reside.

For the first eight years in Iowa Creighton served in the grain department at Max Yield Co-op, which has its headquarters in West.

Creighton then accepted a position at FC of Ames to be its Region 5 manager, an area that encompasses FC locations in 4 north-central Iowa communities.

Creighton and Sarah have 3 adult children, two daughters and a son, and they are the proud grandparents of 6 grandchildren. His favorite pastime is sailing on Clear Lake throughout the warm weather season, and in the winter when snow, ice and cold tempera-



New Dryer Installed And Ready For Fall At Thornton Location

The new Sukup grain drying system with a 4,700 bushel per hour capacity has been completed.

This new asset will be ready to help us handle the grain needs of customers delivering corn to the Thornton location this fall.

tures make that impossible, Creighton enjoys reading.

As he begins his duties as Agronomy Division Mgr. Creighton states his top priority will be to enhance overall performance in all areas of customer sales and services, with particular emphasis being placed on the custom application services the cooperative provides.

"The North Iowa Cooperative Agronomy Division has excellent assets to start with," Creighton notes, "Good equipment, highly qualified and well trained people, and the necessary facilities and support systems to provide quality, timely service to its customers."

"We will be focusing our efforts to boost the already well established level of performance even more", Creighton adds, "and to further enhance the role North Iowa Cooperative can play in meeting the full spectrum of agronomic services that our customers utilize in their fields

to be more productive, more efficient and therefore more profitable and successful with the corn and soybean crops they plant, grow and harvest."

Creighton also notes that "we will be looking to grow the value these assets can bring to the farms and fields of our area's farmers through new and innovative efforts that will distinguish North Iowa Cooperative and the custom services it provides from the basic services available elsewhere, concentrating and emphasizing specific custom services that are under-emphasized and under-utilized by others."

Chief among these will be the NH-3 custom application services and programs that North Iowa Cooperative initiated within the past year, and as Creighton notes, "We have long recognized that anhydrous ammonia is the least-cost source of nitrogen for our crops, and farmers are fully aware of this cost advantage that NH-3 has

AGRONOMY
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**In
The
Field**
By
**Dennis
Maertens**

SCOUTING: Crop scouting is an essential part of pest management, and it is during the months of June and July that we will spend a high majority of our time **“In The Field”** searching, diagnosing, learning and determining the path to take for higher yields, while also minimizing risks associated with pesticide use.

Although scouting is most often thought of as being a method by which recommendations for in-season rescue treatments are made, scouting can also be used to make pest management recommendations for the next or succeeding growing seasons.

In other words, we not only will stop things from happening in this crop, we will also determine what to do in the future to prevent them from getting a start in future crops.

To do this, we will be actively observing and recording information on environmental conditions, beneficial insects, pest insects, diseases, weeds, crop growth stage, and the general health of the crop.

Scouting will be focused on but not limited to those fields with seed corn and soybean varieties purchased from us.

EARLY SIGNS: Several new SmartStax corn hybrids and Roundup Ready 2 Yield soybean varieties are showing early season success.

The Croplan Genetics 5237SS looks very impressive, and the frost that hit us in April did not seem to slow it down.

Very strong genetics, with the most advanced in-plant protection from insects and herbicide flexibility, make this new hybrid look like it will be hard to beat.

Dekalb DKC53-78 is another one that has really caught our eye.

This hybrid boasts all new genetics backed by a package of traits for all environmental issues and management practices.

It looks like this 103 day hybrid will be a great one.

On the soybean side, we have

high hopes for the Asgrow AG2430 GENRR2Y.

The new RR2Y trait and great genetics will push us into an all new soybean yield category.

The Croplan Genetics R2C2280 is looking very promising as well, and Prairie Brand has two new RR2Y varieties that we are watching very closely with high expectations.

Our **Test Plots** in Portland and Thornton are looking good and I would really enjoy taking individuals or small groups through at any time to point out the characteristics of certain genetic packages and the features and benefits of corn and soybean traits.

Please give me a call on my mobile at 641-420-1824, and **I’ll See You “In The Field”**.

**Todd Zeitler Appointed
Propane Division Manager**

As we begin the LP Summer Fill season at United LP, your North Iowa Cooperative has appointed a new LP Department Manager to coordinate operations of this energy department for the future.

His name is Todd Zeitler, and he comes to United LP and your cooperative with an outstanding background in propane sales, customer services and management that we believe will serve him well in meeting the needs of your cooperative and the customers we serve.



Todd began his career in the propane business with a cooperative located in Wisconsin nearly 20 years ago, and after 10 years had worked his way up to become that co-op’s LP Department Service Manager.

He was then offered a management position with the 4th largest propane retailer in the United States as their Branch/Regional Manager, handling management duties of two separate locations that were located 120 miles apart from each other.

As Todd notes, “I feel that my background and experience as both a retail service man working directly with customers in their homes and businesses as well as the management experiences I have had will help me serve and assist all customers of United LP with the full

range of propane needs and services, from contracting their seasonal supply to setting up a new installation, as well as assistance in re-sizing a customer’s current system to handle any expanded supply/services that have been added.”

Todd’s management experiences in propane have prepared him well to address the significant changes that have taken place throughout the propane industry in recent years.

“Over the past few years the price of propane has risen and fallen quickly as it reacts to world issues, local and federal elections, what happens with OPEC, and of course the ebbs and flows of our national and the world economy,” Todd says, “so to try to figure out what the price of propane will be one year to the next is virtually impossible.

“That is the reason,” Todd says, “why contracting/booking your fall and winter supply is still the best value going these days.

“Although most everyone remembers what happened two winters ago when the price of propane surprisingly dropped in the middle of winter, that’s happened only once before, some eighteen years ago.”

Now that LP Summer Fill is underway, Todd says, “you may soon find me out visiting your farms and homes checking on your current propane system and talking to you about your needs, and please feel free to call if you have time and want to have me stop by on a particular day and time so we can visit, especially if you have questions, ideas, comments or concerns.”

Above all else, Todd concludes, he wants all customers to know, **“Your safety is my Number One Concern**, and all of our experienced drivers and service people feel exactly the same. **Safety Remains The Top Priority** for all of us, and our employees are constantly looking out for safety concerns when they are providing service to you.”

ATTENTION
PROPANE CUSTOMERS
*Refer Your Friends To United LP
If They Sign Up As A New Account*
YOU RECEIVE
50 GALLONS OF LP
*For Every One Of Your
Friends Who Signs Up*
YOUR FRIEND ALSO
RECEIVES 50 GALLONS

**The
Grain
Report**
By
Craig Backhaus



While grain markets have always had a certain amount of volatility in them, compared to how fast markets are capable of moving today the markets we operated in during the 70s and much of the 80s moved at a snail's pace.

There were, of course, a few times when things really went wild "**Back In The Day**", like when a dramatic weather or national event occurred.

And on the rare occasion that our markets were influenced by international events, it took something as huge as a grain embargo or the threat of war to capture the market's focus.

Today, with our commodities and all other markets being traded electronically, prices are changing almost instantly.

In fact, today the use of "black box" electronic trading systems execute trades in our various markets automatically, and do so continuously, and these systems make up a significant portion of today's trading volumes in certain types of futures markets, as well as others.

Another huge change has been the increasingly tighter links that are being formed between various markets.

Unlike in the past when most markets behaved somewhat autonomously, each going by and large their own separate directions and acting/reacting mostly according to their own specific set of influencing forces, now when something occurs in one of the major markets, crude oil, for example, there is an immediate response to it in numerous other markets, financial, different currency markets, the precious metals and, of course, our grain commodity markets.

It's not only because these systems have the capability to execute trades so fast, nor because there are so many of the major marketplaces now so closely linked that makes today's markets and marketplaces so volatile, it's also because there are such tremendous volumes that are

being traded simultaneously across such a broad spectrum of markets.

Thus as soon as the price of any one of these markets moves, normally so too do prices in all the others, and on those occasions when there is a dramatic move in one particular market, all the others start shifting and moving in response.

And although weather will always be a major factor and thus exert a significant influence over what happens in our grain markets, it no longer has the price movement power it once did when the weather's influence on the grain supply set the stage on which all the supply and demand fundamentals played out over the year and from one crop to the next.

Today, if we expect to survive in the markets we now operate in, we can no longer make judgements (or selling decisions) based solely on the supply/demand fundamentals of corn and soybean markets.

Instead, we need to pay much more attention to the flow of outside capital into the oil, precious metals, financial and other markets.

Elsewhere on this page I've included the supply and demand fundamentals from the May 11th USDA report so you can compare this year to last to evaluate where we seem to be heading.

One thing you'll note is that our ending stocks are continuing to increase in both corn and soybeans, and with the favorable planting and early season weather we have had thus far, yield averages will likely push higher as we move forward.

The wild card in the deck at this time is China, and a big wild card it is. We're getting conflicting signs from the Chinese, as is often the case in a closed society, and few are closed as tightly as China.

They continue to import corn, and how much more they buy from us is a question on every grain trader's mind, but they also claim they have ample supplies of corn on hand

and prospects for this crop are good.

They are pulling corn out of their large surplus, but profess to be self-sufficient with their food supplies.

I think you'll need to continue to watch for Chinese activity in our markets, and of course be watching for the figures in the June 30th final acreage report from USDA and how this year's figures match the historical trend of corn acres increasing 8 of the past 10 years, while bean acres have only done so twice.

AGRONOMY

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over other nitrogen sources as well."

"The primary challenge with NH-3 has always been the extremely narrow window of time during which all the field and environmental factors align to allow this nitrogen source to be applied, and as farms have grown larger and time has become even more precious, those challenges have increased."

"We believe by enhancing our NH-3 custom application capabilities so the farmer can focus and spend more time with planting and managing fields as only he can, North Iowa Cooperative will be able to bring the added benefits and savings of using NH-3 more sharply into focus."

"Additionally," Creighton concludes, "we will continue to focus on the role of today's link between seed genetics and the technologies of today's crop protection chemistries, while at the same time giving greater emphasis to the crucial role of precision nutrient placement to boost farm productivity, crop performance and yields."

**NOTICE OF HOLIDAY CLOSING
FOR THE 4TH OF JULY
HOLIDAY WEEKEND
SATURDAY-SUNDAY-MONDAY
JULY 3-4-5
Please Plan Accordingly**

USDA Supply & Demand Figures - May 11, 2010 Report

| | Corn | | Soybeans | |
|----------------------|---------------|---------------|--------------|--------------|
| | 2010/11 | 2009/10 | 2010/11 | 2009/10 |
| Total Supply | 15,118 | 14,793 | 3,510 | 3,512 |
| Total Demand | 13,300 | 13,055 | 3,144 | 3,323 |
| Ending Stocks | 1,818 | 1,738 | 365 | 190 |
| Planted Acres | 88.8 | 86.5 | 77.1 | 77.5 |
| Yield | 163.5 | 164.7 | 42.9 | 44.0 |



**Your
Manager's
Comments**
By
Chuck Schafer

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Elsewhere in this issue we are introducing all of you to the two men who your North Iowa Cooperative has recently brought in to assume the managerial duties of the North Iowa Agronomy Department and the United LP Propane Department.

Creighton Nelson, who assumes the key responsibilities of North Iowa Cooperative's Agronomy Division brings an excellent background, tremendous experience, and the dedication, energy and foresight to take this very important department and all of the employees and support people to the next highest level of service.

Even though there are many similarities in crop production, you plant corn, you plant soybeans, you apply N-P-K nutrients and use crop protection products, we all know there are also huge differences in the specific inputs each farmer uses, and major differences in the specific needs for different farms, farmers and fields.

We believe that among the most important things your cooperative can do as we move into the future is to set ourselves apart from the many other choices you have as a supplier by focusing our assets in equipment, in facilities and most importantly in people to provide you with distinct, innovative and perhaps sometimes even totally new ways to be more productive and thus more profitable with the corn and soybeans you plant.

With his background, experience and with his leadership, Creighton is, we believe, the man who is stepping forward as your new North Iowa Cooperative Agronomy Department Manager to take this department and all of its assets to that next all-important step into a future that will have them handling an even greater, more important and also more valuable role for you and your farming operation to meet the production challenges that accompany today's rapidly advancing technologies and genetics, as well as the equipment that is and will be used in your fields.

I encourage all of you to give Creighton a nice welcome to North Iowa Cooperative and to your farms as you have the opportunity to meet him in the weeks ahead, and I hope you

too will be as excited and enthused about the prospects that lay before us as North Iowa Cooperative brings sharper focus and greater emphasis on innovation to the services we provide.

I also very pleased to welcome **Todd Zeitler**, who is also introduced elsewhere in the newsletter, as the new Department Manager of United LP, your North Iowa Cooperative's propane supply/service department.

Todd also brings a fine background and experience with him to this position, having worked in Wisconsin in the propane business for nearly 20 years and handling the full spectrum of responsibilities from propane delivery and servicing equipment to management duties for the nation's fourth largest retail supplier of LP.

I hope all of you will give Todd a nice welcome to our co-op, communities and to your farming operations as you have the opportunity to meet with him in the weeks ahead.

This month your North Iowa Cooperative also extends its very best wishes, thanks and appreciation to Dick Halsne, who has just recently retired following a 25 year career of service to this company and to the many customers who he worked with in various capacities during the past quarter of a century.

Dick has worked in both the agronomy and in the grain department, serving as a custom applicator, hauling grain and handling the Grain Superintendent responsibilities during a period of tremendous change and growth on your farms and at your cooperative.

I know all of you will join with me in wishing Dick all of the very best for his retirement years, and in thanking him for his 25 years of loyal service.

PROJECT UPDATE: As you can see from the front page photo, the

Thornton grain dryer project has been virtually completed as the natural gas and electrical wiring phases of this project were recently wrapped up.

At Plymouth, the new grain legs and dryer will be going up very soon, and our plan of action is to have bin foundations put in place during June, followed by "jacking" the bins in July, and putting the finishing touches with the electrical work being installed in August to have the bins ready for bushels to start off September.

Speaking of fall and the increased focus that your cooperative will be placing on fall applied nitrogen, we have made significant investments and additions to our Agronomy Department that will include installation of a new NH-3 storage tank with approximately 30,000 gallons capacity at Plymouth, plus we are ordering three more dual running gears to accommodate dual nurse tanks.

Additional commitment of resources for agronomy include a 16-ton dry tandem tender and the conversion of our AirMax spreading machines to Twin-Bin Spinner systems that feature VRT capabilities for precision placement of nutrients by grid to maximize your crop nutrient investments by putting the right rates in the right place so the crop gets the maximum performance and yield benefit.

Direct Corn Bids Available To



Contact Any Location Of
NORTH IOWA COOPERATIVE
Or Visit With Craig Backhaus
1-800-531-9241
For Direct Bids To
GOLDEN GRAIN ENERGY