

Manager's Message



MIKE CONNER
 General Manager

Once again, we've completed a successful propane contracting season. Propane values were considerably higher than recent seasons. We have to consider the peace of mind of knowing that

you've secured an important piece of most household budgets.

I recently went for a routine trip to the dentist where the hygienist gets my mouth full of instruments & then wants to talk propane to make sure that she made the best contracting decision at her house. So here's my take on propane prices without risk of additional tooth fillings; "a case can be made in either direction." The crude oil market and related markets of gasoline, diesel, & propane seem to have rationalized world supply shuffling & wants to drift lower into the ranges for which they have traded within for the last few years. The result of which, will be cheaper pricing. On the flip side, Russia keeps threatening to reduce the supply of petroleum products including natural gas into western Europe. If that scenario plays out, there will be substantial pressure for North America to export propane & natural gas to replace the lost Russian supply. Obviously, that would result in much higher propane prices. As of this writing, Midwest propane inventories have recovered slightly from last year but remain at the very bottom of the five-year average so we remain at risk to price volatility.

Hutchinson Co-op continues to make steady improvements in our various plants & facilities with an eye on customer ease of transaction & customer satisfaction. One example of such improvement, is the recently installed grain leg for filling

storage bins where we used to use a tractor & auger. This should allow customers to easily dump their own grain rather than having to wiggle over the auger & tractor. This should improve efficiencies from our perspective by reducing the amount of seasonal harvest labor required to dump trucks.

Another example of improved efficiency will be the new gasoline dispensers at all three sites. Hopefully you will encounter a brand-new experience when doing the mundane task of filling your car or truck. We actually committed to this project several months ago but have been held up by the fact that our back-office software wasn't up to the latest versions necessary



to fully operate. Our software provider has completed the written upgrades & is in the testing phase of our proposed rollout. Look for the new dispersers to appear in late 2022. They should accommodate many of the new forms of payment along with offering enhanced data security.

Hutchinson Co-op has completed a successful first

six months of the year. Despite a facing few headwinds in the second half of the year, we embrace the challenge. One challenge that all businesses have faced, including Hutchinson Co-op, has been replacing the talent in an ever-changing workforce. If you know of someone who may be looking for a first job or even just a change of scenery, please consider the co-op as a quality option. One of the benefits of working for Hutchinson Co-op is that employees are part of very much a value driven model. Our jobs have meaning and add value to our customers lives. Whether it's helping farmers raise & market the next crop, supplying the world with grains or filling a propane cylinder for a consumer to enjoy a backyard barbeque, our jobs add value & have meaning. Job applications can be obtained at www.hutchcoop.com or at many of our locations. We're looking for committed individuals.



Mike Conner

C-Store on Adams



NICHOLE DEGN
C-Store Manager

We have had a great summer here at the C-Store and are looking forward to a great fall.

We have a couple new employees this fall, Caleb Schiller and Sue Stradtmann, so please stop in and say hi.

We will be having monthly specials this year so be on the look out for those. Dove Chocolate bars are on special for 2/\$2.50 in October.



Pumpkin Spice is back along with other fall flavors to come.

We look forward to seeing everyone every day, so please stop in and see us.



TINA HUEBNER
Assistant General Manager

Credit

First of all, I want to thank all the customers who do pay their bills on time every month. I may not say it often enough but **Thank You!** As a reminder our credit policy is net 30 days.

- All agronomy bills are due by the 10th of the month for the 5% cash discount on items that were not prepaid.
- All bulk fuel and propane deliveries are allowed a 10 cent cash discount per gallon if paid within 10 days. To get discount, it must be paid with check or cash. For credit card sales, there is no discount given.
- All home heat accounts that are not on budget or prepayment plan **must have previous delivery paid in full** before another delivery is paid.
- We do have available EFT payments directly out of your checking account for the payments of your monthly bill. If this is of interest to you, please contact me.

Information was sent out mid-July about **budget plans** for heating. We can still sign you up, just call me so we can figure out what your payment would be, as it is based on your home consumption.

Any questions please call me at 320.234.0577 or email at thuebner@hutchcoop.com

Corner Market



CASIE ZASKE
Corner Market Store Manager

September is here and the big yellow school buses are back on the road, so drive safely and fill up your tank at your “Powered locally Cenex store”.



New fountain soda machine.

We soon will be hit with the crisp mornings, so stop in and grab your cup of hot coffee and warm Cinnobabies to start your day.

Some new things to check out at your Silver Lake Corner Market is the new coffee bar featuring cold coffee, hot coffee and fountain soda machine.

We are running a promotion on Wednesdays and Fridays: One slice of pizza and 22 oz. fountain soda for \$3.39.

As the students get busy with activities and dinner is often on the run, we are here to help with Hot Stuff Pizza and sandwiches to go. We are here for you during your transition into the beautiful Minnesota autumn.



Brianna Lowden, Corner Market Assistant Manager holding a Wednesday and Friday special for \$3.39!

Agronomy



BRIAN DRAEGER
Agronomy Manager

With Fall quickly approaching, we are very busy getting equipment ready for the fall fertilizer season. If you have not had a chance to sit down with one of our Agronomy sales staff and go through your fall needs, now is the time to get these plans wrapped up. Fall is a great time to have your soil samples updated if needed. We offer core samples, grid samples, and if you have not checked your cyst counts lately, fall is a great time to have them updated. We like to take the cyst samples immediately after the combine has harvested the crop, and before any tillage has been completed. We have

also been very busy trying to get our fertilizer plants filled. It has been an interesting fill season with transportation issues and getting products to our export terminals for pickup. As of this week, we should be filled with all products. We have seen a slight increase in fertilizer pricing since mid-summer, and anticipating another spike before winter.

On the chemical side, we have seen a slight decrease over the summer. The chemical availability is still in question. Our supplier has done a very nice job this past year keeping us products to spray. I feel our chemical shortage may not be short lived. One of the issues with the chemical is when one product runs short it affects numerous other products, which then affects our supply.

Our Agronomy staff is very eager to help you with any of your fall fertilizer needs.

Thank you and have a safe harvest.



ROD KRAMER
Sales Agronomist/Location Manager

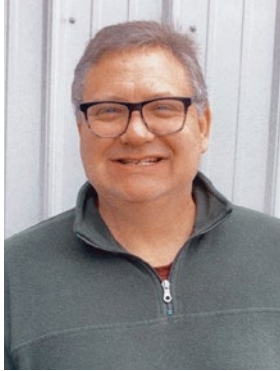
The cool mornings lately remind me that Fall is in the air. One thing to plan for in the fall, is our fertility management for next year's growing season. Typically, it is best to get at least your P & K fertilizers on in the fall before our tillage pass so it is thoroughly mixed in and at our plant root level in the soil. Then, we have options to get our Nitrogen needs down, either with Anhydrous, Urea or even top dress after planting our corn. With high fertilizer prices, it might be time to look at products which can save us some input dollars. One promising product we have is, P-max. Research shows only 5 to 25% of the phosphate fertilizers which we apply to our soils, are in the plant available form. Phosphate is a negatively charged ion and it is grabbed onto by positive charged cations in the soil such as, Calcium and Magnesium, and therefore, tied up. With P-max on our phosphorus, research shows 50% stays in the plant available form ready for uptake by our plants. Phosphate promotes early season root growth, vigor and overall plant structure. More phosphate available leads to higher yield potential. The cost is approximately \$7.00 per acre. If you are interested, or would like to know more, get in touch with one of the Agronomists at your local Hutchinson Co-op.

We welcome Robert Collet to the Agronomy Team as our Operation Lead!



Robert has lived in the Hutchinson area since 1996. Robert and his wife have a son and two daughters. His family first lived in Hutchinson and now lives north of town. Robert enjoys fishing and hunting. His home has a small woods and prairie that keep him busy. Rob has worked for years in the agricultural landscape in SW Minnesota with the DNR. He has worked with the City of Hutchinson on many of the flood buyouts and reconstruction of the dam. Robert started with Hutchinson Coop this spring and has been learning the operations side of our Agronomy Department. Robert appreciates the working in the Co-op setting; as our members are successful, we are successful.

Energy Division



TIM STARKEY
Energy Division Manager

Hello, I am the new Energy Manager, and I am happy to help. I started in late May this year and jumped right in feeling at home working with the end users and our

drivers. My background includes nearly every aspect of the propane industry from the bottom up, this includes being the District Manager at Ferrell Gas and most recently a Logistics Specialist for CHS where I managed propane, butane and anhydrous across the U.S. Over the next 18 months, my priorities include: a focus on customer service, efficiency, employee growth and safety.

This past summer we have added a new international bulk truck to our fleet. We have been busy improving our safety and compliance and experiencing an increase of new customers. Additionally, we have been working to fill as many tanks that we can before Harvest. We are now offering the OTTO Data cellular tank monitoring system, which includes an app for your phone so your levels and usage is at your fingertips. The cost of the monitor is \$49 per year.



With regards to this season, the uncertainty about the supply is not improving. Prices bounce up and down dramatically any given day, while the storage remains at a 5 year

low. Just yesterday, I spoke with a wholesale supplier who said there is a chance the pipeline could go on allocation as early October! To combat this; have a plan, **FILL YOUR TANKS NOW**, keep them topped off, and try to avoid filling your tanks in the months of November and February.

Next Spring- don't forget to order the balance of your contracted gallons before April 24th. If you have any questions or would just like for me to come out, give me a call at 320-234-0418.

Fertilizer



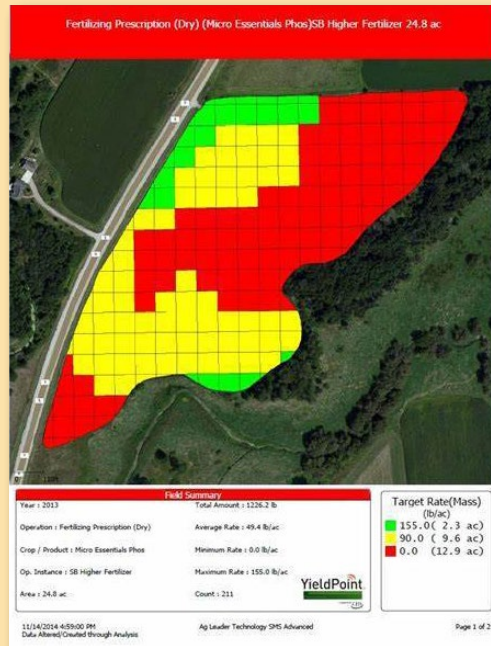
ANDY RASMUSSEN
Seed/Sales, Hutchinson

Farmers have been applying fertilizer to the land for many years. Looking back, most of the fields were covered with one rate across the entire farm. With the changing soil types

across the field and higher yielding areas of the field, there may be a need for heavier fertilized areas as well as lighter fertilized areas. When testing a field, you can often see these effects of just one rate across the field by the higher yielding areas of ten being lower in fertility and the lower yielding areas having high fertility. In the high yielding areas, the plants will remove

more nutrients while the low yielding parts of the field will have excess nutrients due to plants not absorbing all the nutrients. Variable Rate Spreading (VRT) can help avoid these problems

by applying more fertilizer where it's needed and less where it is not. VRT's advantage starts with the soil sampling. The sampling is done in a grid where every 2.5 sq. acres there is a core taken. These samples allow us to see the soil types, soil PH, soil fertility, and organic matter across a field. With this information, we can make a detailed prescription map to apply the correct



Grain Division



MICHAEL IRLBECK
Grain Division Manager

My name is Michael Irlbeck, I grew up on a farm south of Wanda, MN growing corn and soybeans, and raising livestock. I attended Wabasso High School and

graduated in 2007. I have 3 brothers: Chad, David, and Patrick; and one sister, Nicole. My brother, Chad, helped my dad, Jim, farm the land until he passed away in 2011. My mother, Betty, still lives on our home farm. My brother, Chad, still farms the land with help from us brothers when we are able.

I've always had a passion for agriculture, so I went to college and graduated with my Associate's degree in Agribusiness from South Central

College located in Mankato, MN in 2016. I then went on to pursue and receive a Bachelor's degree in Agronomy, with a minor in business, from Southwest Minnesota State University located in Marshall, MN in 2019.

For the past few years, I have been a grain buyer for two ethanol plants in Granite Falls, MN and Heron Lake, MN. I split my time between the two plants assisting the grain buyers. My main duties were to go out and build positive relationships with farmers and area co-ops while also networking in the area to try to buy corn to turn into ethanol. During my time there as a grain buyer and grain producer representative, I would hedge grain, create contracts, etc. My favorite part of the job was getting to meet farmers and producers from all over the state, negotiating a cash price and utilizing different types of contracts to buy their grain, while maintaining

respectable relationships for future business.

My wife, Amy, and I met in 2012. She is also from a farming family and grew up in Springfield, MN. We were married in 2021. Amy is a Registered Nurse-Case Manager currently working in Marshall, MN at an assisted living facility. We have a beautiful daughter named Ruby who will be turning 1 in October. We also have a dog named Shoka, who Ruby loves to play with and giggle at. Our plan is to move to the Hutchinson area in the near future. My hobbies include: spending time with friends and family, playing billiards, and camping.

I look forward to advancing my career at Hutchinson Co-op and getting to know the customers and employees, along with the community. I want to thank everyone who played a part in offering me this opportunity, and I am excited to get started!

fertilizer. Variable rate spreading has shown to save costs on fertilizer while maintaining field nutrition levels across acres. Hutchinson Co-op has a fleet of application spreaders to effectively serve our customers. In the past years we have found it to be much more effective to apply your Fall phosphorus and potassium in the fall and spread your urea in the spring. This process makes for a quicker application and not doing a double pass in the spring. If you have any questions about soil sampling of any kind, stop in at one of our locations in Hutchinson, Arlington, or Lester Prairie.



CODY VOIGHT
Seed/Sales, Arlington

Hi, my name is Cody Voight and I have been with Hutchinson Coop now since November of 2021. I am based out of the Arlington location and I live just south of Green Isle. I went to college at South Central in Mankato for Agribusiness and have been working in the agriculture field now for about 4 years. I started out this spring as an applicator spreading fertilizer and then transitioned in to spraying pre-emerge and post-emerge throughout the summer.

Since late July, early August, I have been transitioning into a sales role at the Arlington location where I will be addressing your needs for this fall! As Fall approaches, I am eager to see what this year will bring for yields. I have been out in some fields getting corn samples and doing yield estimates and I have been seeing some pretty good results. After planting, we definitely started off slow for moisture but as the year went on, I think we got some crucial rains along the way that I think will still make for a solid year.

Please stop in or contact us for all your fall and spring fertilizers needs. I hope you all have a safe harvest!

Service Station News



DEAN BREHMER
Service Station
Manager

Fieldmaster Premium Dyed Off Road Diesel Fuel

Cenex Premium Diesel Fuel extends the life of injectors/injector pumps helping to reduce downtime and maintenance costs.

If you operate a compact tractor or a skid steer this is the fuel to use, fresh product purchased monthly helps reduce storage issues that can occur when using Bio-Diesel. In late October the FMD is blended with #1 diesel along with additional De-Icers, Wax Modifiers and Wax Anti-Settling Agents which allows diesel powered equipment to operate under severe cold conditions during our winter months. These additives also work in removing moisture from your diesel fuel helping to eliminate other issues that can occur when using a bio-diesel fuel mixture.

MN-Biodiesel Mandate

October 1st – March 31st fuel must contain 5% bio. #1 fuel is exempt from the bio mandate. *Ruby FieldMaster Diesel Fuel Powering the demands of high-tech engines.*

Lube Oil Promotion

Customers earn one \$50.00 Visa gift card for every 100 gallons of qualifying lubricants purchased between November 1st, 2022 and February 28th, 2023. All lubricants listed can be purchased in package or bulk if available to qualify for the gift card, see Dean, Jeremy, or Brian for

more details don't miss out on this great promotion.

Qualifying Lube Oil Trans/Hydro Products:

Maxtron® DEO	MP Gear Oil
Maxtron® Enviro-Edge	Qwiklift® HTB®
Maxtron® GL	Superlube 518®
Maxtron® THF+	Superlube
TMS®	
Irriflex®	

Tire Sale Mark Your Calendars:

The Cenex Tire Departments Fall Tire Sale will begin October 24th, and runs through November 12th, 2022. Winter brings all sorts of tough hazardous driving conditions, heavy snow or freezing rain can make the roads slippery and dangerous especially driving on worn out tires. The Hutchinson Cooperative tire personnel are waiting to hear from you. Now is the time to start getting your Vehicles ready for winter driving, helping to ensure you and your family experience safe carefree driving. Contact our Tire personnel Cory, Grant or Adam at 320-234-0420.

Lawn Care:

Healthy Lawns start in Fall now is the best time of year to prepare our lawns for next year. This summer was tough on our lawns extreme heat, along with very little moisture for almost the entire growing season. Aerating or Thatching (very important) dormant

seeding or applying a fall fertilizer will lead to a lush green lawn in spring. Applying a fall fertilizer allows the grass roots to take in the nutrients, storing up for winter which enables your lawn to start out the next growing season healthy and green. Selecting the correct seed and fertilizer is very important for good seed germination. We carry various grass seed mixes and fertilizers to meet any of your lawn care needs.

Insect Control:

Autumn in Minnesota is one of the most beautiful times of the year, enjoyable daytime temps, cooler nights and of course the great fall colors,

but we also know that this is the time of year insects seem to be the worst for home invasion. The Service Station carries several Insect control products for



use around homes, out building, lawns etc. Tempo is labeled and can be used inside your home. Assassin Bugs, Ants, Cockroaches, Crickets, Spiders, Mosquitoes, Ladybugs plus many other insects are all controlled with the different products we offer, stop in, Greg or Ken will help you select the best product to fit your needs.

Enjoy the Autumn Season.

Station Manager,

Dean Brehmer

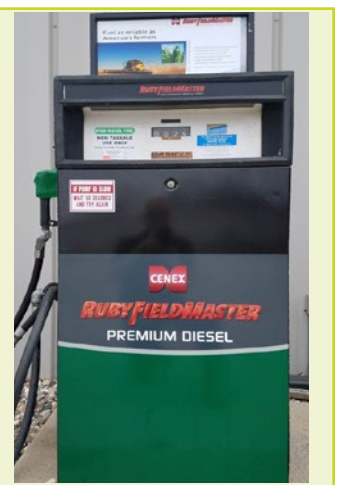


Tire personal waiting to help you. Cory, Grant, and Adam.

MN-Biodiesel Mandate

Important Dates:

**October 1, 2022 –
March 31, 2023**
5% bio mandate



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Wild Bird Food Headquarters

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2022-2023 Gift Cards for Gallons

Customers earn one \$50 VISA® gift card for every 100 gallons of qualifying lubricant purchased between November 1, 2022 and February 28, 2023.

Qualifying Oil Products:

- Maxtron® DEO
- MP Gear Oil
- Maxtron® Enviro-Edge
- Qwiklift® HTB®
- Maxtron® GL
- Superlube 518®
- Maxtron® THF+
- Superlube TMS®
- Irriflex®



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FALL TIRE SALE

OCT 24 - NOV 12, 2022

BIG Savings on Passenger and Light Truck Tires



The full line of Eldorado tires will have prices reduced during the sale along with other private and major brands. Our Tire personnel are ready to assist you with any of your tire needs to keep you and your family traveling safely.

HC Hutchinson Co-op
AGROMY ENERGY GRAIN

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Need assistance to help pay for your heating needs this year?

If you need help paying your propane or fuel oil, you may qualify for state or federal fuel assistance. To find out if you qualify and how to apply, contact the organizations listed here.

United Community Action Agency Services: Mcleod, Meeker, Kandiyohi, Renville Counties

Hutch Office:

218 Main Street South, Suite 103
320-587-5244 Fax: 320-587-2677

Willmar Office:

800-992-1710 Fax: 320-441-6399

Minnesota Valley Action Council: Nicollet, Sibley Counties

800-767-7139 or 507-345-6822

Income guide lines:

Household Size	Last 3 Months Gross Household Income
1	\$ 7,643
2	\$ 9,994
3	\$ 12,346
4	\$ 14,698
5	\$ 17,050
6	\$ 19,401
7	\$ 19,842
8	\$ 20,283

You need to complete the application process before they will be able to assist you. Funding will be available once legislation approves funding for this heating season, which can be late November or December. Until funding is approved, they will not know how much funding you will get. Recommend applying early as they could run out of funds.



**Diesel Exhaust Fluid available
24 hours a day!**

HUTCHINSON CO-OP

Web site
www.hutchcoop.com

Toll Free Phone
1-800-795-1299

Business Office
1060 5th Ave SE
Hutchinson
(320) 587-3079

Corner Market
916 Hwy 7 E
Silver Lake
(320) 327-2500

Energy Division
1110 Hwy 7 W
Hutchinson
(320) 587-3079

Elevator Division
1060 5th Ave SE
Hutchinson
(320) 587-4647

Service Station
1110 Hwy 7 W
Hutchinson
(320) 234-0407

C-Store
600 Adams Street
Hutchinson
(320) 587-6537

Arlington Agronomy
23189 Hwy 5 N
Arlington
(507) 964-2283

Hutchinson Agronomy
1420 Adams Street SE
Hutchinson
(320) 587-3229

Lester Prairie Agronomy
122 Babcock Ave
Lester Prairie
(320) 395-2576

