

# CELEBRATING 40 YEARS OF SERVICE WITH DEAN BREHMER

Can you believe it? Forty years ago, on April 16, 1984, Dean Brehmer stepped through the doors of Hutch Co-op, and the rest is history! Dean has been one of the friendly faces representing Hutch Co-op for the past four decades. Starting as an on-farm tire service man and service station counter, he then transitioned to the bulk fuel department before taking on the role of Service Station Manager.

Dean's infectious smile and personalized service have made him a beloved figure in our community. He knows most of his customers by name and is always willing to go the extra mile to assist. With a wealth of knowledge and a passion for his work, Dean takes immense pride in his store, running a tight ship and setting a high standard for cleanliness and professionalism. He leads by example, showing that no task is ever too small or insignificant. As we celebrate this milestone, we look forward to sharing many more years of dedication and service with Dean before he even thinks about retiring.

Here's to you, Dean, and to the next chapter of your unmatched journey with us!



## Manager's Message



MIKE CONNER  
General Manager

I must begin my comments with an apology. With regards to fueling at any of our three sites, it has been confusing and challenging as we transitioned our firewall upgrades in the fall of 2023. Most days it was all we could do to remain open due to compatibility glitches. Unfortunately, we opted to launch new pumps at the same time as the PCI compliance update. The new pumps have unfairly borne the brunt of the blame.

PCI Compliance is a payment card industry standard which is intended to protect the security of your credit data from crooks and scammers. It was a necessary update if we are to continue to accept credit payments at our retail sites. In Hutch Co-op's case it involved the software from three different providers - the back office, the credit card processor and the security firewall. Despite the date driven compliance requirement, two of our three providers were not ready. In effect, the beta testing was performed in real time and at the expense of your patience. The list of development issues gets smaller every day, but they continue none-the-less. We'll get this worked out in the coming months. Please bear with us.

Purchasing at a co-op owned convenience store is different than our competitors. Competitors need only to be concerned about your form of payment (cash or credit) when you make your way to the sales counter. As a co-op member, your purchases are tracked by your unique individual account number, and therefore are more complex, so at the end of each year unused profits can be returned to members in the form of a dividend. Because of this unique requirement, there just aren't a lot of software companies looking to write co-op-based software programs, at last count there are three. We've had nearly a 15-year successful run with our current provider, but in this instance, they have not met an acceptable standard.

My picture for this edition is from one of my four local golf outings this winter. I played three times in December and

once recently in February. It doesn't make your game any better, but the ball does bounce and roll much further on frozen ground. Because of the mild winter, I'll briefly touch on our propane contract policies since many customers may end the heating season with gallons remaining under contract. As we reach the end of the heating season, April 25th, we'll refund the dollar value of any unused propane to your open charge account where it will gain our posted interest rate until you use it. Credit balances can be used to purchase any of the goods that the co-op offers. Or you can leave it on account, gaining interest the entire time, and use it to prepay propane for the next season. Hutchinson Co-op traditionally establishes contract values in mid-July for the upcoming season.

When I look at gas and diesel pricing in 2024, it's a story of opposing forces and which one will carry the day. Every day there is more geopolitical news from a global standpoint. Wars in Ukraine and Palestine along with Iranian backed terror groups attacking shipping channels all would support a bullish sentiment resulting in higher prices. The offset to this is the economic crisis in China and generally a slowing global demand will feed a bearish sentiment and would hold prices in check. I believe that the "Bulls" will win out between now and September. Each of the last two summers we've experienced gas prices that began with a \$4. I'm not certain that we'll get to that height, but I certainly see a 50 to 60 cents increase by the summer driving season. Summer grades of gasoline command a premium over winter grades. That spread is 21 cents as I write this. As consumers, we'll experience this increase as we move to summer formulations of gasoline in April, about one half of my predicted price increase.

In closing, I thought that I would share an important fishing tip from this last winter: "If your pickup and ice house break through thin ice in 50' of water; remember to remain calm, and slowly exhale as you swim to the surface so as not to contract the bends. If you can, look around and make note of the depth that the walleyes are at and what they are feeding on."

*Mike Conner*

# Save the Date!

## Hutchinson Co-op 69th Annual Meeting

**WEDNESDAY, JULY 17, 2024**

**at the McLeod County Fairgrounds**

More information to come!

## Welcome To Our New Hires



Please join us in extending a warm welcome to **James Espinosa**, our newest addition to the office team! Originally hailing from Winthrop, MN, James brings with him a wealth of experience and knowledge. A graduate of Minnesota State University-Mankato, James earned his bachelor's degree in Accounting & Corporate Finance in 2015. Prior to joining

us, he spent five years at CHS, where he served as a Senior AP/AR Specialist. Since September 2023, James has been an integral part of our Operations team here at Hutchinson Co-op, and as of late November 2023, he has transitioned into the role of Accounts Payable. Beyond his professional pursuits, James enjoys a variety of hobbies including shooting pool (both in leagues and tournaments), golfing, biking, and agate hunting. We're thrilled to have James on board and look forward to working alongside him!



We're thrilled to introduce **Joe Maas**, joining us in the Operations Agronomy Division. Joe brings with him a wealth of experience and a passion for agriculture that runs deep. Hailing from Watertown, MN, Joe now resides near Winsted with his wife Carla, their beloved yellow lab Lacey, and a few feathered friends. Celebrating 20 years of marriage with

Carla, Joe's journey in agriculture began during his high school years, where he milked cows and assisted with fieldwork for friends, fostering a love for the industry. With a robust background in equipment and trucking, honed through years in excavating, garbage industry operations, management, and sales, Joe is eager to roll up his sleeves and contribute in a hands-on role here at the Co-op. He's excited to apply his mechanical skills to keep things running smoothly and improve efficiency in our processes. When he's not hard at work, Joe enjoys spending time with friends, especially tackling mechanical projects, indulging in ice fishing adventures, and being actively involved in motorsports, particularly truck pulling and dirt track racing – passions he's pursued for over 15 years as both a driver and crew member. Welcome aboard, Joe – we're thrilled to have you on our team!

## Valentine's Day Raffle Winners!



Corner Market gift basket winner,  
Kyle Wawrzyniak



Free Cobblestone Hotel stay winner,  
Jason Zajicek



\$100 Hutch Co-op gift card winner,  
Janet Schuller

*\*Not Pictured: Hwy 7 Station basket winner, Reed Kaping and Adams St basket winner, Rochell Radunz*

## Agronomy Team



CHRIS PLAMANN  
Agronomy Manager

Greetings from our dedicated agronomy team! As we eagerly anticipate the spring planting season, we want to assure you that we're fully equipped and ready to service all your needs. It's been a bustling winter as we gear up for the busy months ahead. With most of the fertilizer already purchased and stocked in our plant, you can rest assured knowing that your essential products are here and

ready for your fields. Our shop has been buzzing with activity, meticulously inspecting every machine, truck, and fertilizer plant to ensure everything is primed and prepared for spring. When you're ready to hit the fields, we'll be right there alongside you.

At our agronomy department, customer service remains our top priority. We're committed to offering personalized

experiences tailored to your unique requirements – it's what sets us apart. Our sales staff has been hard at work organizing your spring farm plans, helping you make informed decisions to maximize profitability. From seed selection to plant nutrition and everything in between, we're proud to offer comprehensive support every step of the way. Whether you visit us in person or give us a call, our team is here to meet your agricultural needs, answer questions, and discuss any ideas you may have. Remember, when you grow, we grow. Let's make this planting season a success together!



**Back Row (L to R): Ashton Gregoire, Craig Erickson, Ben Klaers, Jon Ramige Jr., Dennis LeClaire, Dillion Jobe**  
**Front Row (L to R): Todd Poquette, Madison Ahlbrecht, Josh Filk, Joe Maas, Mike Paggen, Dani Smith**

## Agronomy



ANDY RASMUSSEN  
Seed/Sales, Hutchinson

As we gear up for the spring planting season, there's an exciting array of new products and best practices to enhance your soybean applications. Introducing Syngenta's Prefix Herbicide – a game-changer that offers flexibility in managing both sides of planting. This innovative herbicide allows for a flexible application window, serving as a pre-emergence herbicide or, if overlapping your residuals in a two-pass program, an early post-emergence herbicide with residual control lasting up to five weeks. With active ingredients like S-metolachlor and the sodium salt of Fomesafen, Prefix provides timely weed management, addressing key glyphosate-resistant weeds effectively.

Another option for post-emergence spraying for E3 and XtendFlex soybeans is Intermoc Herbicide, a water-soluble solution that delivers dual activity against a broad spectrum of both annual and perennial grass and broadleaf weeds. Ingredients like S-metolachlor and Glufosinate-ammonium make Intermoc an excellent choice for your weed control strategy. The importance of preemergence products cannot be overstated; they serve as a powerful preventive measure against weed infestations, especially in the face of a potential early spring.

Don't forget the significance of scouting your fields – it's a crucial step to ensure timely intervention before weeds become harder to control. Scouting helps us reach your farm promptly, assess crop nutrient deficiencies, and proactively address potential issues such as bugs, weeds, and diseases. Let's make this planting season a successful one together!



## Real Yield Potential



ROB COLLETT  
Lester Prairie Location Lead

Here at Hutchinson Co-op, our focus extends beyond the ordinary – we’re committed to unlocking the true yield potential of your crops. While our day-to-day routine involves crafting custom fertilizer blends and developing tailored crop protection plans to control weeds, we’re also diving into the emerging biological market to maximize growth potential. These innovative products offer more than just weed control; they minimize crop stress, stimulate nutrient uptake, and elevate yields to new heights.

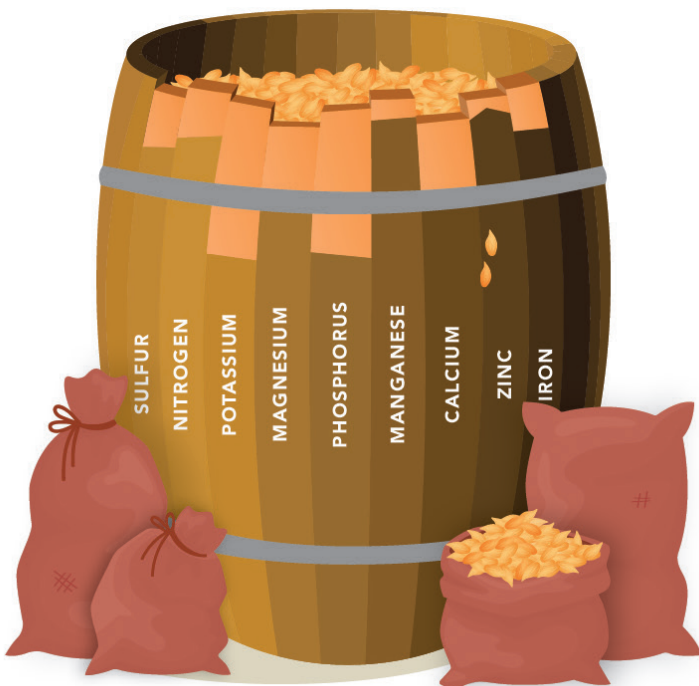
Over the past few years, we’ve incorporated bio stimulants into many of our products to provide energy to crops and offset herbicide stress. Products like Enliven not only offer premium drift reduction and increased coverage but also keep the crop thriving while enhancing weed control. Additionally, our range of biological products targets increased production by mineralizing nutrients and delivering selective bacteria to the soil, making nutrients more readily available to plants. These products inoculate the soil and multiply over the growing season, promoting healthier plants and improved soil structure.

Biologicals work hand in hand with organic matter, accelerating breakdown of crop residue and soil organics. Beyond working on organics, biologicals solubilize inorganic minerals making them available for the crop. The bacteria produce organic acids, enzymes, and other processes to make a wide range of nutrients more available: biologicals can untie nitrogen, phosphorous, potassium, sulfur, zinc, and manganese to be more plant available. At Hutchinson Coop, Maneuver is a full package biologic that includes breaking down organics, making inorganic nutrients available, and fixing nitrogen from the air. The nitrogen fixed from the air supplements what the plant can get from the soil, providing another source for increased yield. By fostering a symbiotic relationship between crops and bacteria, these products boost microbial nutrition and contribute increased yields.

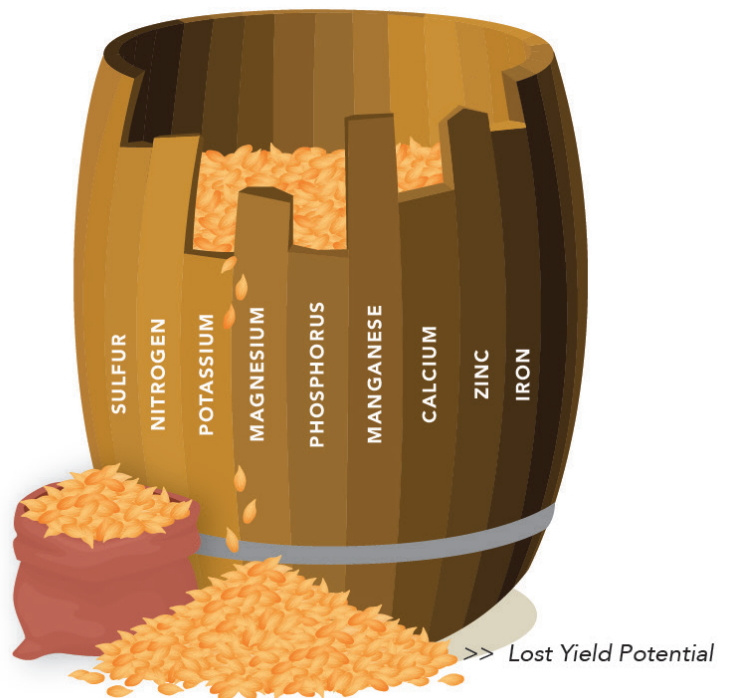
As we eagerly anticipate the spring growing season, we’re excited about the possibilities that biologicals offer for maximizing yield potential. We encourage you to explore these innovative products with us and see the difference they can make in your fields. Our team will be closely monitoring fields with biological applications, measuring results, and we’d love to include your field in this exciting journey.

With **MANEUVER**   
MICROBIAL ACQUIRED NUTRITION

*Supplements Critical Nutrients*



**Without Maneuver™**



## Greetings from Arlington Agronomy



ROD KRAMER  
Sales Agronomist/Location  
Manager

Hello from down South at Arlington Agronomy! What a mild winter we've been experiencing – great for those who prefer warmer temperatures, but not so ideal for ice fishing or snowmobiling enthusiasts, or for those in the propane business! As we gear up for the upcoming growing season, it's worth noting that the mild winter might have implications for our overwintering pests, potentially leading to increased corn root

worm and soybean aphid pressure. However, we're equipped with several products for this and to help you maximize your ROI this season.

One exciting new addition is Stride Bio, an advanced seed coating that enhances emergence, root development, and stress resistance. This living biological complex promotes root growth and defends against in-season stress, while also providing key nutrients for immediate uptake and enhanced plant vigor. It comes as a simple 80/20 talc graphite

blend which replaces your current planter seed conditioning product.

Additionally, we're introducing Trunemco, a promising looking soybean seed treatment product for soybean cyst nematode control. Annual losses from SCN are estimated at over \$1 billion in the US. SCN can be present in your fields without causing above ground symptoms, so yield losses are often underestimated.

On the employment front, we're on the lookout for a full-time agronomy applicator and seasonal drivers at our Arlington division. If you or someone you know is interested,

please don't hesitate to reach out to us at the office. Here's to a successful growing season ahead – let's make it happen together!



## Propane Sales & Service



PETER WILSON  
Propane Sales

Well, folks, winter might have thrown us a curveball with those mild temperatures and lack of snow, but we're gearing up for whatever comes our way in the upcoming year. Despite the twists and turns, we're confident in our propane supplies to give us a solid head start, although we'll be keeping a close eye on market changes, especially keeping the Middle East in mind.

In other news, we're excited to introduce more monitors to help keep track of your tank levels – just \$51 a year unless you're on our Regular Scheduled Deliveries, in which case we waive the fee. And as we head into summer, don't forget to top off your tanks with summer fills. Plus, consider prebuying with contracts for the best price for the upcoming heating season. For those who prefer spreading out payments, our Budget Plan breaks down fills into manageable monthly installments.

As always, thank you for choosing us for your propane needs. We're here to keep you warm and your tanks full, whatever the weather may bring!



Let's give a warm welcome to **Adam Kopf**, our newest addition to the Energy Department! Adam, a Hutchinson local, brings with him a wealth of experience and a passion for service. With an extensive driving career, including time at South Central Coop, we're confident Adam will excel as a Propane and Refined Fuels delivery driver. When he's not on the road, you can find Adam enjoying fishing, camping, and spending quality time with his dog and family.

## Corner Market



CASIE ZASKE  
Corner Market Store  
Manager

Hey there, folks! We've got some exciting updates to share with you all.

First off, we're thrilled to announce that we recently sold a winning Gopher 5 ticket worth a whopping \$222,390 on January 1, 2024! Talk about starting the year

on a lucky note!

In addition to our lottery luck, we're introducing some delicious new additions to our lineup: Schroeder meat products including the mouthwatering Tomato Basil Mozzarella Bratwurst and savory Dill & Cheddar Beef Sticks.



Don't forget to treat yourself to a refreshing Frazil slushie from our machine, featuring two delightful flavors that are always ready to cool you down. Looking for a new opportunity? We're currently hiring for afternoon shifts on weekdays and weekends, so swing by and fill out an application. Here's a fun tidbit: Did you know that our store is the #1 seller of Monster energy drinks in a 10-mile radius? And for a bit of trivia: Which soda was invented in Minnesota in the 1930s? The answer: Grapette! Stop by, say hi, and maybe even try your luck with our lottery tickets!

## C-Store on Adams



NICHOLE DEGN  
C-Store Manager

With the fresh vibes of the new season, we're rolling out some exciting changes here at the C STORE! Say hello to a few new friendly faces joining our team: Jesse Boettcher, Brenden Ziegler, and a warm welcome back to Caleb Schiller! We're thrilled to have them on board.

But that's not all – we're also stocking up on some fantastic

new products. Frazil slushies have been a big hit! We have four delicious flavors on rotation, including two regular and two with a little caffeine kick to keep you going.

Plus, stay hydrated and energized with our expanding selection of energy and hydration drinks. Oh, and speaking of convenience, we've upgraded our carwash

system with a new code box. Now you can purchase codes at the box, at the pumps, or inside – and those new cards are reloadable too! Just a friendly reminder: while you can pump first and pay inside, we do have two pumps that are always prepay. Don't forget, we're now equipped with tap and Apple Pay for an even smoother checkout experience. Swing by and see what's new – we can't wait to serve you!



Adam's Street C-Store earned the award, Star Store for their Red Inspection.



## Service Station News



DEAN BREHMER  
Service Station Manager

Hey there, everyone! As spring blooms into full swing, it's time to gear up for those cherished outdoor adventures. Whether you're firing up the grill for a BBQ, tending to your lawn, or hitting the road for a summer getaway, the Service Station has you covered. Need to refill your LP cylinder for grilling season? We've got you. Looking to spruce up your lawn with grass seed, insect control products, or lawn fertilizers? We've got those too, to ensure you have a lush, healthy green lawn all season long. And speaking of hitting the road, mark your calendars for our annual Spring Tire Sale from April 8th to April 27th, featuring discounted prices on automotive passenger and light truck tires. Plus, if you've been battling low tire pressure or pesky bead leaks, our Tire Center is here to help. Our expert technicians will clean, seal, and rebalance your tires to keep you rolling smoothly.

Huge congratulations are also for Lucas Meier, a Hutchinson High School senior and valued member of our team. Lucas, your dedication, positive attitude, and commitment to customer service are truly appreciated. As you embark on your next journey after graduation, know that we're cheering you on every step of the way!

Don't forget to check out our latest ads and promotions for grilling essentials, lawn care products, and more on the back page.

Station Manager,  
*Dean Brehmer*



Let's give a warm welcome to **Daylen McCann!** Daylen joined our team on July 31st, 2023, and has been a valuable asset ever since. He began his journey with us at the counter before transitioning to the Tire Center, where he continues to provide fast and reliable service to meet our customers' needs. Originally from Eagan, MN, Daylen attended Eastview High School in Apple Valley, graduating in 2007. He has enjoyed learning various positions within the company, from the front counter to the tire shop, and takes pride in helping customers with their car repair needs. Outside of work, Daylen enjoys camping and outdoor adventures in the summer, as well as ice fishing, snowboarding, and playing hockey in the winter. Daylen, we appreciate your hard work, commitment, and dedication to providing our customers with exceptional service!

## FAST LUBE

Keep your vehicle running smoothly with our fast lube services. Call 320-234-0416 to schedule an appointment.

*Service Station • 1110 Hwy 7 West in Hutchinson*



## Spring Tire Sale April 8th - April 27th, 2024

Just in time for that summer driving vacation the Hutchinson Co-op Tire department will again have its annual Spring Tire Sale. Several automotive passenger and light truck tires are sale priced including private and major brand tires.

Tire Department 320-234-0420  
Service Station • Hwy 7 West  
in Hutchinson

## MN-Biodiesel Mandate

**Important Dates:**  
April 15, 2024 –  
September 30, 2024  
20% bio mandate



## Bulk Fuels



CHUCK TOLZTMAN  
Energy Sales Specialist

Hey there, fellow Minnesotans! Now that winter's finally behind us, it's time to embrace the beauty of spring and gear up for planting season. Hopefully, you've already secured your fuel needs or have locked in your contracts for the season ahead. With equipment changes on the horizon for many of us, did you know that Cenex offers a Total Protection Plan (TPP) for your new machinery?

This is a protection plan like no other, covering new equipment for up to 10 years or 10,000 hours and used equipment up to 8 years or 8,000 hours. It extends protection above and beyond original equipment

manufacturers' warranties, providing comprehensive coverage for just \$799. Plus, with TPP, you can enjoy added benefits like no deductibles, and even earn up to \$200 in Cenex products upon warranty activation. And that's not all - TPP helps avoid downtime through Lube Scan Used Oil Analysis fluid sample reports that provide insight into internal equipment conditions, and it even transfers to purchasers of your equipment.

Hutchinson Co-op is here to support your fuel needs too – whether you're eyeing new fuel barrels or upgrading your tank capacity, we've got you covered. As your Energy Sales Specialist, I'm excited to continue meeting more of our valued patrons this spring. Feel free to reach out to me at the office for any assistance or inquiries. Here's to a safe and productive spring season ahead!

## Grain and Feed Department Updates



MICHAEL IRLBECK  
Grain Division Manager

At Hutch Co-op, we take pride in our personalized approach to serving our patrons, distinguishing ourselves from other businesses. As a small cooperative, we tailor our strategies to meet the unique needs of each customer, offering customized solutions that align with their individual goals. Our employees play a crucial role in our success, as they are valued for their hard work and dedication, knowing that their efforts directly contribute to the company's achievements.

With grain and oilseed prices on the decline, it's essential to consider locking in new crop 2024 prices to optimize your marketing plans. Hedge to Arrive (HTA) contracts offer a flexible solution, allowing you to choose the basis and delivery months while capturing market carry and enhancing the overall value of your contract. Plus, Hedge to Arrive (HTA) Contracts help protect from further declines in the market – talk to Mike Irlbeck to explore your options today.

In the Feed Department, mark your calendars for April 4th as we host a Hubbard Feed meeting at our agronomy center. Join us from 6pm to 8pm to hear from Hubbard Feed presenters, who will provide product updates and address any questions or individual needs. Catered food will be provided for all attendees – reach out to Scott, Mike I., or Wyatt to pre-register.

And don't forget, with the potential for an early fly season approaching, now's the time to stock up on Crystalyx Fly Control barrels. Stop by early to ensure you're prepared – our ample supply is ready to go, with optimal effectiveness when given at least 30 days prior to fly season.

We're also excited to share the continued advancement of the Blueprint line from Hubbard Feed, with customers reporting very positive results throughout 2023. Thank you for choosing Hutch Co-op – we're here to support you every step of the way!



We're thrilled to welcome **Kenneth Seuss** to our team as the newest addition to our Grain Department! With his extensive experience and knowledge, Ken will be a valuable asset to Hutch Co-op, and we're excited to have him on board as an elevator operator.

# McLEOD COUNTY HOLSTEIN ASSOCIATION ANNOUNCES HUTCHINSON CO-OP BUSINESS OF THE YEAR

BUILDING A FOUNDATION FOR BEEF PERFORMANCE THROUGH NUTRITION

HUBBARD Crystalyx

## Blueprint BEEF

**WHAT IS BLUEPRINT?**

- Blueprint research supports heavier weaning weights and enhanced beef cow-calf immunity and fertility.
- Features exclusively Bioplex® organic trace minerals.
- Bioplex organic trace minerals resemble those found naturally in plant proteins.

Ask about the Blueprint Nutrition Program today!

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## CENEX® Highway 7

### WORD SEARCH

Can you find the words hidden in the puzzle?

- STATION
- PROPANE
- BRIDGESTONE
- FASTLUBE
- MAXTRON
- COFFEE
- TIRES
- FIELDMASTER
- MICHELIN
- CENEX
- DIESEL
- BIRDSEED

E	D	A	P	O	B	I	R	D	S	E	E	D	S
G	R	I	X	R	S	N	H	E	R	C	A	S	S
A	A	S	E	Y	O	L	O	Y	E	E	S	U	T
S	M	O	A	S	G	P	O	R	A	N	R	U	B
T	I	V	Z	L	E	E	A	T	T	E	H	V	R
A	C	T	S	O	T	L	N	N	A	X	T	A	I
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N	I	R	O	L	R	O	T	C	H	I	E	T	S
P	N	H	T	R	M	O	S	P	H	E	S	E	T
O	H	S	Y	N	M	E	Y	O	C	O	E	L	O
R	A	A	E	U	N	C	O	F	F	E	E	U	N
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**HC Hutchinson Co-op**  
**AGRONOMY ENERGY GRAIN**

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Controls submersed weeds and algae in lakes, ponds, irrigation canals and drainage ditches.

*\* Before applying, please consult your Lake Association or the DNR*

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**Fill 'er Up!**  
**\$1.00 Off**



**20 LB TANK OR LARGER • FILL OR EXCHANGE**  
 1110 Hwy 7 W, 600 Adams St & Corner Market Locations

Limit 2 tank fills per customer, per visit.  
 Not valid with any other offer or coupon.  
 No copies or facsimile accepted.  
 Offer expires 05/31/2024

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COVERS UP TO ONE FULL ACRE FOR UP TO 90 DAYS

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**AGRONOMY ENERGY GRAIN**  
**\$23.95 each**

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Valid only on "Award" and "Green Pro" brands. Green Pro varieties 9-23-30, 29-0-20 and 19-19-19 available.  
 Limit 10 per customer per visit. Not valid with any other offer or coupon. No copies of facsimile accepted.  
 Offer valid until 05/31/2024

**HUTCHINSON CO-OP**

Web site  
[www.hutchcoop.com](http://www.hutchcoop.com)

Toll Free Phone  
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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  
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 122 Babcock Ave  
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 (320) 395-2576

