

PRO-VISIONS

PRO COOPERATIVE MEMBER NEWSLETTER

QUARTER 3

SPRING 2023

GROWING TOGETHER, HARVESTING SUCCESS





A NOTE FROM PRO'S CEO: TERRY PANBECKER

Happy spring! It is crazy to think we are starting summer in few weeks; it feels like it was just the beginning of planting season! There have been some exciting updates happening at Pro Cooperative since our last newsletter. In this spring edition, we give an update on the new dryer in Pioneer as well as look to see how the Havelock project has been progressing in their construction of their new conveyor, boot pit and two new bins. The picture on the right depicts the progress on the construction as well as loading the most recent train. The Havelock project has come to life over the past 30-60 days with the boot pit being poured and capped, tunnels being placed for underground grain movement as well as the reconstruction of the driveways off to the west of the office to improve logistics and efficiency of traffic flow in and out of Havelock's location.



We have been updating electrical components in the Graettinger location throughout the last few months. One of the projects in Graettinger was updating the electrical panel boxes to waterproof and dustproof cabinets. This will help mitigate risk and increase safety at that location. At the Terril location, the Sinclair fuel station is performing better than projected! We have exceeded the expected gallons utilized at this facility and the team in Terril received a 100% score, a perfect score, following the most recent Sinclair Brand Excellence Site Inspection – Nice work!



Also highlighted in this spring newsletter, the Gilmore City Service Center location has a few upgrades, and they also had a great open house to celebrate their reopening – thanks to those who attended to make this event a great success! Since we opened the doors in late winter, the shop has stayed very busy. Great work team, and thank you patrons, for supporting Gilmore City and other Pro Cooperative locations. We are dedicated to listening to our customers and our members in our communities, this is just one of the projects we are doing this year to reinvest in our facilities to better serve you. I hope you and your family have a wonderful summer. Until next time, Terry.

ADMINISTRATIVE ASSISTANT DAY:

Wraime & Teresa



Estherville

Cassie



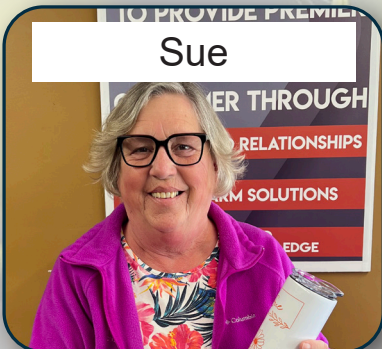
Pioneer

Jeri



Terril

Sue



Gilmore City + Rolfe
Service Centers

Britt, Kim, & Kristy



Pocahontas HQ

Debbie



Havelock

Becky



Graettinger

Theresa



Plover

LuAnn



Laurens Service
Center

Pro Cooperative is very lucky and thankful to have all these wonderful admins help keep our company running smoothly. To help celebrate Administrative Appreciation Day in April, they were gifted a cute and personalized tumbler cup and accessories. Not pictured: Cathy in Havelock - LaRae in Gilmore City Elevator - Tim in Wallingford

Betty & Carol



Ruthven

Steph



Rolfe

Jamie



Manson

Diana + Cassidy



Pocahontas
Service Center

Veronica



Bradgate

Jamie



Rolfe

Susan



Ayrshire

Jeff



Ayrshire

Tammy



Rutland

Brit



Pocahontas

THANK YOU, TRAIN CREW!

Pro's Havelock location has loaded numerous trains already this calendar year!

Have you wondered what a bird's eye view looks like while we load a train? Take a look at the photos here off to the right and below. The photos depict the train loading process in Havelock. The ones with snow on the ground were taken during our March train and the other two photos were taken at the end of April's train.



A quick rundown to the process of loading a train starts before the train even arrives on site! About a week before the train arrives, between loads of Havelock's incoming grain and location transfers, at least 400,000 bushels of corn gets dumped into Havelock. Once the train arrives on site in Havelock, a team meeting is called to go over safety and communicate with the team what the game plan is for that train. To start, they first need to open all the lids on the cars and then connect about 10 rail cars to a track mobile (the machine that moves the train cars back and forth to load). Once the cars are in place, they dump grain into the rail cars from the elevator spout. Following the train car being loaded full, then we close the lids and move the rail cars back to the east. All 100+ rail cars are loaded within 15 hours. To put into perspective how large a rail car is, about 4 grain semi loads fit into one rail car!

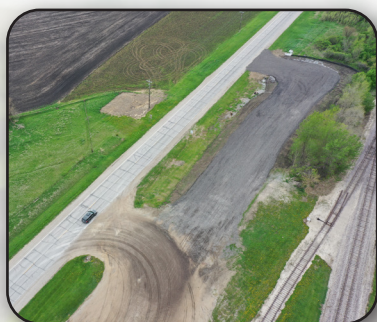


Loading a train is a crazy, exhausting, and amazing process to be a part of and to watch. It takes all hands on deck to make a train be successful and to have our sole focus in Havelock, we close the Havelock location once the train arrives.

Thank you to all those in charge of making sure Pro's employees stay safe and get the train loaded as quickly as possible.

HAVELOCK'S UPDATE

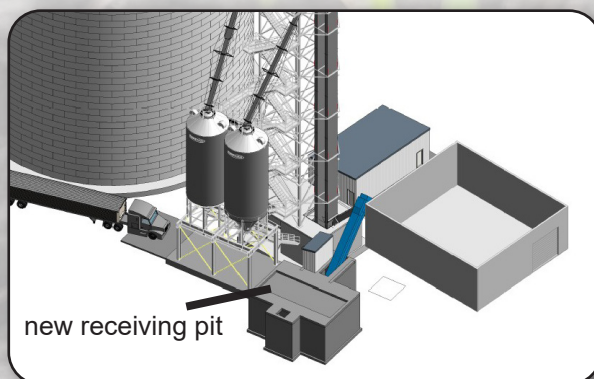
Pro's Havelock location is making progress on their facility's update!



The Havelock location's expansion project is progressing well! At the beginning of May, the new driveway for inbound grain was completed.

During this process, the construction company also removed the small driveway to the south of the scale house because of Iowa DOT regulations. Moving over to the elevator, a hole has been dug for the underground tunnel that connects the two new bins. Currently, they are forming up to pour the floor for that tunnel. The boot pit cap has been poured along with the soil stabilization for the leg tower.

When this expansion project is complete, the Havelock location will add two 800,000+ bushel bins to the facility as well as 6 new topside conveyors and a reclaim conveyor and reclaim leg on the north side of the existing silos in Havelock. When we initially shared the Havelock projects and its expansion, we have since added a receiving pit to the construction plan. This new receiving dump pit will be located on the north side of the tracks, along with the load out and new bins.



Let Pro Cooperative watch the markets for you!



Spring planting season is a busy time for producers! The markets are always moving. Have Pro Cooperative watch the markets for you! Place your offers by calling one of our locations. Our trained professionals will notify you if the market reaches your selling point. Be sure to check out Pro Cooperative's website to see what the markets are doing.

AGRONOMY UPDATES

SPRING SOIL SAMPLING

Spring soil sample has many advantages that are attractive to producers in our area! Sampling in the spring time has allowed producers to have more flexibility in both the spring and the fall seasons.

At Pro Cooperative, we promise to provide soil sampling that is done in a timely and accurate matter.



BENEFITS OF SPRING SOIL SAMPLING

- Saves time! It eliminates 10 - 14 days of wait time to spread fall fertilizer.
- Sampling is more consistent in the spring, creating a more accurate sample versus the fall, when it tends to be too wet or too dry for an accurate sample.
- Better core samples are collected when the soil has been tilled the previous fall, rather than sampling right after tillage.

- Focus on the harvest and fall activities versus spring soil sampling.
- Typically, spring has more favorable weather for sampling and gets better as the season progresses.
- Spring has more hours of daylight to be able to sample more days.
- Not as much of a worry of the ground freezing.

Be sure to call your local Pro Cooperative agronomist to schedule your field's spring soil sampling!

PRO'S NEW JOHN DEERE SPRAYER

Have you seen Pro's newest sprayer out this spring?! We are so excited to be using this John Deere 612R in the fields this spring and summer. This machine is based out of the Gilmore City location and has been servicing many farmers in the southern region.



ENERGY UPDATES

Thank you for attending Gilmore City Service Center's Open House celebration!

On March 22nd, Pro Cooperative hosted an open house celebration for the Gilmore City Service Center. At the beginning of March, the Service Center reopened and are a fully operational auto service center. It was a great afternoon to celebrate with many farmer, producers and friends of Pro Cooperative. Also, a huge thank you to the Arnold Motor Supply for helping with the lunch at the event.



GILMORE CITY SERVICE CENTER UPDATE:

Two exciting updates have occurred at the Gilmore City Auto Service Center! A big, bright, and beautiful logoed sign and price digit sign replaced the old and tired sign earlier this spring. The facility in Gilmore City also recently updated their card reading machines at the gasoline and diesel pumps in front of the Auto Service Center's building. We can accept credit cards, debit cards, and Pro branded fuel cards. The upgrade was requested by many patrons as the previous machine was tired and outdated. From reopening the Service Center shop, to a new digit sign, and now a new card reader at the pumps, we thank you for your support of the Gilmore City Service Center and other Pro Cooperative locations!



FEED UPDATES

PRO COOPERATIVE'S CALF CREEP FEED

Spring calving season is upon us! Be sure you are stocked up on creep feed.



Pro Cooperative features Purina's pelleted Rangeland Calf Creep 14 B68 to help feed your growing cattle herd.

Feeding a starter pellet to young calves increases calves weaning weights. Additionally, starting the calves on a pellet diet early in their lives help with the transition at weaning time while also giving the calf additional vitamins, minerals, and other nutrients the nursing calves might be lacking.

For questions or to ensure the product you would like is at your preferred location, please contact:

Haley Davis

712-358-2494

hdavis@procooperative.com

Mark Strohman

712-363-6001

mstrohman@procooperative.com

GRAIN UPDATES

NEW TIMPTE TRAILERS:



Earlier this spring, three new TimpTE grain trailers joined Pro Cooperative's rollingstock. Whether from the farmer's field, doing a location transfer, or delivering to an end-user, these trailers will help maximize load capacity for each load our drivers are hauling. Although a new company to Pro Cooperative's rollingstock fleet, they are quite similar to the other Pro Cooperative trailers currently on the road. Additionally, they feature electric hopper bottoms, electric tarps, and have an extendable ladder on the back. They will be getting the Pro Cooperative logo placed on the sides of the trailers soon. These trailers have been a great addition to the fleet!

PIONEER'S UPDATE:



We are making progress on our Pioneer Dryer project! As shown in this photo taken last week, most of the parts and pieces of the new dryer have arrived on site. Depicted in the bottom center of the photo, the cement slab for the foundation of the dryer was poured in mid April. Construction has slowed down a little due to the higher wind speeds in the last 10 days, but we still plan to have the project complete mid-summer.

CAREER EXPLORATION EXPERIENCE AT PRO COOP

For a week long in April, three Spencer High School students came and learned from the experts at our Terril, Graettinger and Ruthven locations for a few hours each day! They were hands on and learning first hand what life was like working at the local coop! Thank you, Gavin, Owen, and Jadey, for joining us this past week and good luck in your future endeavors!



Owen learned how to mix fertilizer while he was in Graettinger at the Fertilizer shed.



Phillip in Terril was spreading fertilizer in the field and joining him was Gavin to learn more about the Terragators and other agronomy equipment.



While in Ruthven, Jadey learned more about the feed shed including the new Pro Cooperative branded cattle mineral lick tubs.



While at all three locations, the students learned all things grain including how to dump, load and transfer grain at the elevators.

NICE WORK, TERRIL TEAM!



The photo to the left is most of the Terril team that manages the Sinclair station. The other photo is the Sinclair station this spring.

This spring, the Terril team received a 100% score, a perfect score, at the most recent Sinclair Brand Excellence Site Inspection. The objective of the Sinclair Brand Excellence program is to ensure optimum retail sales conditions by continuously monitoring site image standards and customer service experiences. Some of the things Sinclair inspects while they visit include the cleanliness of the facility, good display of the Sinclair branded equipment and overall experience while visiting the facility.

MILFORD LOCATION'S ANNOUNCEMENT:

Pro Cooperative's Milford location is now safer and more efficient after installing a bottom side truck loading system. The upgrade has been a game changer, according to facility Manager Dale Garber. The old top fill system required truckers to climb on top of their trucks to fill. The new bottom load system allows drivers to load product through the bottom valves with an overfill prevention system.

Photographed is Dale Garber, Milford's location manager, along with Paul Muller, owner of Muller Transport. Paul demonstrates the simplicity of the new bottom load connection. Dale is showcasing the ease of the computerized controls to dial up the exact quantity needed using the keypad controls.

Pro Cooperative's Milford location is a soy biodiesel handling facility that plays an important role in adding value to our local soybean crop. Biodiesel is a clean burning, renewable fuel source that reduces carbon emissions, increases lubricity for extended engine life, and increases cetane for better ignition.



Today, Milford's business consists of buying 99.9% biodiesel from local soybean processors and allowing customers to make customized bio blends, most commonly B5, B11, and B20. Blended loads of biodiesel from Pro's Milford location are sold to Pro Cooperative end users (farmers, truckers, etc) as well as many fuel retailers across Northwest Iowa.

Garber shares that the Milford facility now sees about 9 semi-trucks per day moving biodiesel into or out of the facility. On average, the Milford facility pumps over a million gallons throughout the year.

The Milford location joined Pro as part of the merger between Pro Cooperative and Farmers' Cooperative. It was originally constructed in 2002 to help mitigate and capitalize on the 'waste' of crushed soybeans in the area. The 'waste' of the soybeans was soybean oil, the main component of biodiesel.

Garber said constructing the original facility was a necessary but risky business move. "We were the 3rd facility in the state of Iowa to produce biodiesel commercially. We were mentored by many professors and engineers at Iowa State when we started. Manufacturing biodiesel was slow with small margins, so we stopped creating our own biodiesel just shy of 4 years after we opened the facility and then just switched to 100% transport loads."

Pro's Board of Directors approved the Milford upgrade in the fall of 2022 and the project finished and was placed in service in March of 2023.



PRO HELPS THE LOCAL COMMUNITIES



In late March, the Estherville FFA Chapter held their 2023 Annual Banquet to celebrate the year's accomplishments. Pro's Gracie Vathauer attended their Banquet and received a certificate on behalf of Pro Cooperative's assistance in the new Estherville FFA Agricultural Learning Center that is being built this summer in Estherville. The facility will include a livestock shed and a fenced-in pasture area for ELC students and Estherville FFA members to further their learning with more hands-on education. Thank you, Estherville FFA Chapter, for inviting Pro to your Annual Banquet; it was a great evening.

In mid March, Pro's Gracie Vathauer presented a donation to the Pocahontas County's ISU Extension and Outreach Office. Accepting the donation was the office gals of the Extension. This donation helps pay for local 4-Her's annual national and local dues, 4-H registration costs, as well as help cover some costs of the educational summer activities.



Pro Cooperative supports our local 4-H clubs and county organizations all across NW IA. Earlier in February, Pro Cooperative's Gracie Vathauer presented a donation to the Humboldt County Extension Office in support of their county's youth programs this summer. Accepting the donation was Kiersten Gatewood.

Iowa Lakes Community College Agriculture has a student led college farm west of Emmetsburg. Pro Cooperative is very thankful for the partnership that has been made with ILCC and the team at their college Farm. Pictured with Pro's Gracie Vathauer is some Ag students at the ILCC Farm. This donation to the farm helps fund projects at the student farm throughout the year.



PRO HELPS THE LOCAL COMMUNITIES

In mid April, Pro Cooperative's Gracie Vathauer and Mike Rutter (in the blue shirt behind Gracie) presented a donation to a few students of the GT-RA Trap Shooting Team. This money will help the students purchase their necessary practice equipment this spring season. Good luck, team!



The Calhoun County Pheasants Forever Banquet was held earlier this spring. Pro Cooperative's Gracie Vathauer presented a donation of dog and cat food for their Banquet. Accepting the donation was a Calhoun County Pheasants Forever representative, Tyler Holm.

In early April, Pro's Gracie Vathauer presented a donation to the Calhoun County Expo to support the local 4-H and FFA kid's projects at county fair. Accepting the donation is some of the team at the Calhoun County Exposition.



Pro is passionate about helping preserve our wildlife and natural resources in our area. Gracie Vathauer presented a donation to the Emmet Co. Conservation for their annual fundraiser banquet. Accepting the donation on behalf of the Conservation is Eric Anderson.

Pro Cooperative's Gracie Vathauer presented a donation to the Clay County Pheasant's Forever Organization in support of their annual banquet. Accepting on behalf of Clay County Pheasant's Forever is Paul Daniels.



The Iowa State Extension Office in Clay County was presented a donation by Pro's Gracie Vathauer in late February. Accepting the donation is Michele Hogrefe with the ISU Extension.



PO BOX 189
17 3rd AVE NE
POCAHONTAS, IA 50574

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LOCATIONS

Ayrshire	515-884-8410	Laurens	515-890-5460	Rolfe	515-890-5430
Bradgate	515-375-6523	Manson	515-890-5409	Rolfe Heartland ..	515-890-5473
Estherville	712-362-3857	Milford	712-338-2223	Rolfe Auto	515-890-5463
Gilmore City	515-373-6174	Pioneer	515-373-6513	Ruthven	515-884-8430
Gilmore City Auto ..	515-373-6452	Pocahontas	712-335-3575	Rutland	515-332-1491
Graettinger	515-884-8298	Pocahontas HQ ..	712-335-3060	Terril	515-884-8452
Havelock	515-890-5402	Pocahontas Auto ..	712-335-3611	Wallingford	515-884-8462
		Plover	515-890-5420		