



YOU'RE IN  
**Mid-County**  
Country

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Fall 2016 • Vol. 30

[www.midcountycoop.com](http://www.midcountycoop.com)

## The Mid-County Story



Bill Reimers  
General Manager  
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and others) performed the mechanical work on the unit; it was a multi-year project that we worked on when time allowed. Storms Welding rebuilt the tank and skirting on the unit. After the mechanical work was done, we handed the unit off to Jerome & Bob Bergmann from Hamburg, who took care of the bodywork and paint. We finished the truck just in the nick of time to participate in the Stiftungfest Parade in August.

Speaking of Lynn Zellman, he recently celebrated his 40th year at Mid-County. His experience allows him to work on a 1941 International, as well as a 2016 Chrysler. The automobile has obviously changed since he started his career in the mid '70s.

Other notable accomplishments within Mid-County: Paul, Sue, Daniel and Clare Stuewe are this year's Carver County Farm Family of the year. Paul is the Secretary/Treasurer on the Mid-County Board of Directors.

Aly Dieball, daughter of Jim and Wendy Dieball, traveled to New York with her family for the National Junior Holstein Convention. She participated in the national public speaking competition for the third year in a row. Jim is also on the Board of

The older I get, the more I like old stuff and the more I like to tell the Mid County Story of our people, our customers and our commitment to service with Honesty, Integrity and Value.

We recently completed our 1941 antique International parade truck which made its debut at the Stiftungfest parade. (See pictures). The Mid-County shop (Lynn Zellman



Directors.

The energy markets have been a bit of a roller coaster recently. It has been very hard to identify a trend in the diesel fuel market; it starts to gain strength only to back off again. Gasoline prices declined at the end of August, but have been rising recently. One reason is a pipeline from the Gulf of Mexico up to the Northeastern part of the US ruptured and needed repair.

We have not been aggressive at this point to encourage our customers to contract diesel for the fall, but we are getting close to a point whereby we have to take advantage of our large storage capacity to ensure we have adequate supply for the fall. Whether you contract or fill your tanks, diesel fuel is still a pretty good value, under \$2.00 per gallon on current deliveries. We are starting to increase our inventories in our storage facilities, but we will probably want to end the season with the tanks on the low side. When it comes to value, I always look at what is the upside and what is the downside. Right now we probably have minimal downside with fall harvest coming, and it is not uncommon to see

prices rise during harvest.

Mid-County's fiscal year ended August 31, and we are eager to give you a complete financial report at our annual meeting this December. We are very encouraged with the preliminary results and expect to be close to last year's record earnings.

With the strength of our balance sheet, we retired a substantial amount of equities by the age of the stockholder and by the age of the stock this past year. We also invested heavily into improving and expanding our fleet, as well as several property improvements. After all that, we still do not carry any long-term debt with our lender.

Thank you for your support and keeping Mid-County a strong company for over 80 years.

# HONESTY • INTEGRITY • VALUE



710 Lake St., W., Cologne, MN 55322  
(952) 466-3710



700 Lake St., W., Cologne, MN 55322  
(952) 466-3720



700 Lake St., W., Cologne, MN 55322  
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Hwy. 212 & Hwy. 284, Cologne, MN 55322  
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## Should I add water to my gas or diesel?

Of course no one would add water to their fuel, but in reality, we do it all of the time without even thinking of it. How you may ask? Condensation is one, when you see frost on the outside of a tank during the cold months, chances are there is frost on the inside. Though not as much, there is some natural condensation that occurs. The other is simply water leaking into the tank from the fill cap, a leaky gauge, or just a simple plug that no longer has adequate thread sealer due to degradation over time.

Water is more of an enemy to our fuel systems than ever. We now have ethanol in almost all of our gas. Ethanol will mix with water. So the ethanol that is blended with the gasoline is now mixing the gasoline and water right along with it. Eventually it will separate. The best you can hope for is that it doesn't get into any of your engines. At a minimum you will have to dispose of the gasoline in the storage tank.

We have found that more people are requesting a gasoline without ethanol. Minnesota law states that you can use "NON-

OXYGENATED GASOLINE. FOR USE IN COLLECTOR VEHICLES OR VEHICLES ELIGIBLE TO BE LICENSED AS COLLECTOR VEHICLES, OFF-ROAD VEHICLES, MOTORCYCLES, BOATS, SNOWMOBILES, OR SMALL ENGINES ONLY." The reason is not so much that ethanol is bad. As a matter of fact, it has many benefits. The challenge comes to gasoline that is stored for long periods of time. Non-ethanol gas will store longer without as much concern of degradation. That does not mean you can store it indefinitely if it is without ethanol, but you will be able to extend your storage time.

In the case of diesel fuel, we now have ultra low sulfur with bio in it. Sulfur kills the bugs in fuel. Bugs love water – and bugs love bio. Now we include a biocide in every gallon of Mid-County Premium Diesel fuel we sell — not many companies follow this practice.

So what can you do? Keeping tanks full can eliminate the air space that allows condensation on the inside. Do not place a tank under the eave of a roof whereby excessive water is pouring onto the tank when it rains. Check all gauges, caps and plugs to make sure they are properly sealed. Use Mid-County's Premium Diesel Fuel that includes a biocide. And most importantly, if you ever have a question on your gas or diesel, call Rich or Quay for their expert advice at 952-466-3720.



# New Website



Mid-County has recently updated its online presence with the all-new midcountycoop.com. The website has a flashy yet simple look to it. It's your one-stop shop for any information, questions or assistance you need from Mid-County.

The website is split into four main categories: Auto Truck & Tire, Energy, Agronomy, and Holiday Stationstore. You can click on each department to view the latest announcements, view the hours we're open or the services we offer.

Midcountycoop.com also features a news page that keeps tabs on the latest updates within our walls and the Cologne community. The page covers everything from announcements on customer deals to intriguing feature stories about

our Mid-County customers.

However, the website isn't simply a convenient place to read stories or learn information about Mid-County. We revamped it to serve our customers. You can check the status of your Mid-County account with a few clicks. Additionally, you can view the current job opportunities we're offering in the careers tab and apply for the position right from our website.

Check us out on the Mid-County or Holiday Stationstore pages on Facebook for all the latest deals and information.

## Lubricants



Rich Pauly  
Energy Sales  
(952) 466-3720  
richp@midcountycoop.com

Mid-County Energy has you covered when it comes to your lubricant needs. We deliver products in prepackaged containers or in bulk quantities. Below is a partial listing of products available through Mid-County Energy:

- Diesel Engine Oils
- Gasoline Engine Oils
- Hydraulic Fluids
- Transmission Fluids
- Washer Fluids
- Antifreeze
- Diesel Exhaust Fluid (DEF)

Most products are available in: quarts, gallons, pails, drums & bulk.

Looking for lubricants for your farm equipment, own a car/truck repair shop or do maintenance on your own equipment? Give Mid-County a call. We have the trusted products that will keep you and your customers coming back.



## Refurbished Fuel Truck



Lynn Zellman  
Auto Technician  
(952) 466-3710

Mid-County found a diamond in the rough.

About 10 years ago, the staff found an old 1941 International fuel truck tucked away in an old horse barn in southern Minnesota. We bought it and began constructing plans on what to do with the classic piece of history.

Several years later, Mid-County has finished restoring the fuel truck.

The mechanics in the Mid-County shop took the old truck completely apart. They rebuilt the engine, suspension, brakes, and completed all of the mechanical work.

"The engine was rusted, so we got everything cleaned up and I ordered all the parts I needed," auto technician Lynn Zellman said.

Mid-County shop held the truck for several years as a side project for staff to tinker on. Besides a 1937 Chevy that Lynn once worked on, this is one of the oldest units he has rebuilt.

Although customers of Mid-County won't be able to request a gas delivery from the truck, they will be able to see it in parades in the future. The classic truck made its public debut in in the recent Norwood Young America Stiftungfest



parade.

Jerome and Bob Bergman of Hamburg prepped, painted and buffed the entire truck. It features a timeless but vintage-looking paint job with a bright- maroon base and white top. "Mid-County Co-op" is painted on the front door and the logo can be seen on the old-fashioned fuel tank.

The refurbished fuel truck represents Mid-County in its sharp and customer-friendly appearance.



## Diesel Island



Tony Hallum  
Manager  
(952) 466-5657

We have finished the new diesel island at the Holiday Stationstore in Cologne. The island, which officially opened Jan. 1, 2016, is now complete, with new tarring and fencing. The new finish features a clean, professional look, with four diesel dispensers and nine

hoses.

The new diesel dispensers in the island are faster and more favorable for large trucks and other vehicles rolling into the Holiday store. The island includes two sets of dispensers that are connected to one another, meaning there is access to fuel on both sides of a vehicle. In the past, drivers would have to pull the hose to the other side of their truck to fill up in the diesel section. With the two connected dispensers, the hassle is taken out

of the picture.

There will continue to be two grades of diesel fuel available in the summer: #2 diesel and premium diesel. Premium Winter diesel will also be available during the colder months.

"The island will improve the station by offering easy access and speed for the customer. Along with the new diesel dispensers, we also installed new gasoline dispensers, as well as a new sidewalk, running from the island to the store. The widened path makes it easier for people to enter the store.



The plans of this project were introduced over two years ago. The cost of the island totaled an estimated \$400,000. Mid-County is proud to host a top-of-the-line diesel island at our Holiday Stationstore in Cologne.

## Added equipment, continued growth



Scott Nelson  
Agronomy Manager  
(952) 466-3733  
scottn@midcountycoop.com

Mid County Agronomy has continued its growth. The continued addition of new customers has made it necessary to bolster our equipment fleet. In order to ensure prompt service in the spring, Mid County has purchased an additional Case IH Airflow. Along with the Case IH Airflow, we have added one tender truck this summer and will be adding an additional truck to the fleet this winter. These additions to our fleet is for one reason, to

continue delivering top tier service to our patrons.

We have also added five more pull-type spreaders to better serve our customers. While the heaviest use for these is spring, they are also used throughout the entire crop year. All spreaders also have tarps to help protect your fertilizer in the case of inclement weather, and all are outfitted with hydraulic drive wheels to save you time in the field.

Continuing the "growth" theme, Mid County Agronomy has also started expansion of a seed warehouse in Cologne. The seed warehouse will give us the ability to store large amounts



of seed on-site and give us the ability to organize seed by hybrid, variety and seed size. With the additional space we will no longer need to store seed in multiple buildings on our site which will also help in reducing product loss due to excessive handling and tight space.

Used primarily for soybeans and corn, this addition will increase efficiency of our Soybean Seed Treating operation meaning less wait time for our customers.

As progress continues, please stop in to check out the new addition and take a quick tour!

## Aly Dieball Junior Holstein

For most 13-year-olds, representing the state of Minnesota at a convention in New York would seem like an overwhelming responsibility. Not for Aly Dieball of Green Isle, Minnesota. For Aly, it was just another week in her life.

Aly, daughter of Jim and Wendy Dieball, traveled to Saratoga Springs, New York with her family for the National Junior Holstein Convention. She participated in the national public speaking competition for the third year in a row.

Aly's road to Saratoga Springs began in March when she represented Sibley County in Minnesota Holstein Association's statewide speech competition in Willmar. The winner of the competition would represent Minnesota in New York. Aly's speech on rBST shots given to dairy cows was good enough for first place and a ticket to Saratoga Springs.

In 2014, Aly won the competition and headed to Dubuque, Iowa for the national competition. Last year, Aly won again and presented her speech at nationals in Illinois. And this year, Aly's speech landed her in the Empire State.

For the third year in a row, Dieball, from a town of about 300 people, would represent her whole state on a national level.

Aly performed her speech in front of a panel of judges in New York. She was scored on content, presentation, knowledge of the subject and her responses to questions at the end of the speech.

Growing up on a farm with over 130 cows, Aly has always been interested in topics of dairy. She chose to speak about

rBST shots out of pure curiosity.

"I heard about the shot quite a bit and didn't know what it was at first, so I thought I would educate myself," Dieball said.

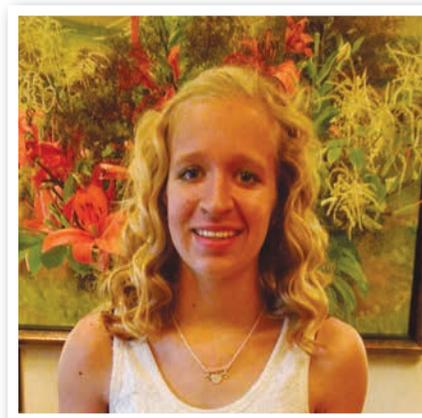
Although the Dieball farm doesn't use rBST shots, Aly's speech convinced judges otherwise. They noted her great depth of knowledge on the topic.

At the family farm, Aly feeds calves, helps with fieldwork, picks up bales, and assists with milking, among other tasks.

"She works hard," Wendy Dieball said. "You always want the best for your kids, but when they work hard at something and do their best, it makes you happier than anything."

The trip to New York was Aly's first time on a plane. While in Saratoga Springs, located about three hours north of New York City, the Dieball family visited a horse track, toured six different farms, took a bus tour of the city, and attended an auction where a cow was sold for \$115,000.

(continued)



## Aly Dieball Junior Holstein cont'd

Aly is an eighth grader at Sibley East. At school, she participates in tennis, track, band and student guides. She is a constant member of the A-honor roll in school and has danced for 12 years. Aly also is active with the Minnesota Holstein Association and has been involved with 4H since kindergarten, where she currently serves as treasurer.

In the future, Aly would like to attend the University of Minnesota and become a veterinarian. The talented and incredibly busy 13-year-old keeps herself going by following her motto:

"Try your hardest in everything you do so you know you did your best."

For the past three years, Aly has followed the wise words of her own and succeeded. She plans on participating in the speech competition as long as she can. Aly will attempt to make it four straight first-place finishes in state and four-straight trips to the National Junior Holstein Convention.

Next year's competition will be in Washington. There's a good chance Aly will hop on a plane and head west to represent Minnesota once again next June.

## Stuewe Farm - Farm Family of the Year



The University of Minnesota Extension office named the Stuewe family of Cologne as the 2016 Carver County Farm Family of the Year.

The award is annually given to local farm families around Minnesota. It is presented to families who are involved in agricultural production and are engaged in their agricultural communities.

Paul Stuewe and his wife, Sue, have two children, Dan and Clare. Paul has served on the County Dairy Board and the Mid-County Coop Board.

Sue has been involved with the Carver County Dairy Association for six years. The organization represents farmers in Carver County in parades, hosts food shelves in June and December, and runs a Dairy Booth each year at the Carver County Fair.

Dan graduated from Ridgewater College with a concentration in dairy management and currently works full time on the farm.

Clare is attending South Dakota State Uni-

versity for nursing this fall. In high school, she was involved in FFA and was named one of the Carver County Dairy Princesses in April.

The farm where the Stuewe family resides and works on has been in the family for three generations.

"The farm started out in the 1920s," Paul Stuewe said. "My grandpa started it and my dad took over shortly after World War II. I took over in 1991."

A typical day on the Stuewe farm begins around 6:30 a.m. with milking of their 80 cows. The morning chores are usually finished around 9:30 a.m.

"We basically do just dairy," Stuewe said. "There will be some grain to sell, but not a whole lot. Most of the acreage covers feed, since we're milking roughly 80 cows. We have room for 120, and we're working our way up there."

Stuewe and his family attended Farmfest, Aug. 4 to 6th in Redwood Falls. All of the counties in Minnesota were represented at the event. The Stuewe family was presented with their official 2016 Carver County Farm Family of the Year plaque in Redwood Falls.

"We are very honored to represent Carver County," Sue Stuewe said.

"Not too many people can say they have two generations working on a farm, so that kind of makes it fun," Paul Stuewe said. "I guess [the award] means we're doing a lot of hard work."



**Don Gibson**

Don Gibson joined the Mid-County family on June 6.

"His experience is exceptional," general manager Bill Reimers said. "Don has worked in different parts of country and has gained knowledge of many different crops." His best feature, according to Reimers, is his interaction with customers. He is very personable, and he naturally gets along with the customer.

He grew up on a farm and went to high school in Waverly, Iowa. He says the upbringing influenced his decision in going into the agronomy field.

His knowledge and experience with plant nutrition, aids him in his agronomy sales. In fact, it's kind of his hobby. When he's not working, Gibson spends his time looking after plants with hydroponics. Hydroponics is the art of growing plants without soil. He is able to do this with a nutrient solution that is delivered to the roots. With this solution, the plants are allowed to uptake food with little effort, rather than searching and extracting nutrients in soil.

On the job, Gibson meets and works primarily with new accounts for Mid-County, an important position in expanding the Co-op's name, business, and brand.

Customers will receive vast knowledge, advice, and help from Don Gibson and the rest of the agronomy sales staff.

## Heavy Truck Alignment & Balancing



**Brent Geyen**

Mid-County Coop Auto, Truck & Tire, hired Brent Geyen earlier this summer as the new Service Manager in Cologne.

Brent brings his lengthy service experience with him to the Mid-County Coop team. He worked at Plymouth VIP Auto for over two years and developed a leadership role, often running the shop on his own. Geyen also spent time in the warranty department at BMW and at Customer Track Inc., where he worked with service departments all over the nation.

His great and lengthy experience of running a shop and serving many customers will be beneficial to the Mid-County Coop team.

"His customer service skills are second to none," general manager Bill Reimers said. "He really does a great job talking to customers, and explaining what we do to a car or truck. He's young, but he has years of quality experience with customers in the auto field."

Since Geyen was hired about four months ago, he has started reorganizing and resituating the layout of the shop, in order to provide additional convenience to the customers of Mid-County Coop. Other job duties for the new Service Manager will include running the shop, day-to-day operations, managing inventory, answering phone calls, assisting customers, and managing a team.

Geyen, a 30-year-old from Tamarack and Minnetonka, attended high school at Minnetonka High School and Eden Prairie High School. He currently lives in Buffalo with his wife and his puppy, Shandy. If Geyen is not working, he can usually be found either on the water fishing for muskies, or shooting on the range.



Cory Eischens  
Heavy Truck Tech  
(952) 466-3710

long-term health of your truck.

All heavy trucks should be properly aligned and aimed in the same direction. However, the daily bump-and-grind of the roads can affect the way the tires are aligned.

"If the tires aren't aligned, fuel mileage will go down, the wear on your tires will go up, and the truck won't go down the road like it should."

Heavy trucks should be checked for proper alignment at least once per year. We recommend that the springtime is especially important for

Mid-County will handle all of your alignment and tire balancing needs for your heavy trucks, which include tractor trailers, construction equipment, buses, semis, fire trucks, and more. Bring your heavy-duty vehicle in and we can align it and balance it, which is very important for the

trucks to come in for alignment assistance after the rough winter roads have taken their toll on the suspension.

Drop your bus, semi, fire truck, or another heavy truck off at our shop for fast turnaround. We use our top-of-the-line Hunter Alignment system to fix it up in no time.

Truck tire balancing can also be performed quickly at our shop. Our new Hunter ForceMatch tire balancer has unique features that many balancers do not, including the ability to check run-out and uniformity of the tire by means of a roller to simulate actual road contact.

Mid-County's heavy truck specialists have decades of experience, including specific training and classes taken on heavy truck alignment.

Don't overlook the alignment and balancing of your heavy truck. Checking it in yearly will save you a substantial amount of money on long-term costs of fuel and tires

## Lynn Zellman . . . 40 year anniversary

Mid-County Coop hired Lynn Zellman on December 1, 1975 as its seventh employee at the shop, which used to be located on the corner in downtown Cologne.

Lynn celebrated his 40th anniversary with Mid-County Coop in December 2015, and he's quickly approaching on his 41st year with the company.

It's an understatement to say the industry has changed in the last 40 years.

"It was much more mechanical than electronic back then," Lynn said. "I've tried to keep up with it as it goes, taking classes and doing a lot of reading."

Lynn says his favorite part of the job is diagnosing the tough and confusing car problems.

"The tough ones are more rewarding when they work out," he said.

Some of the hardest problems Lynn has faced over the years are typically a result of people at home trying to address their car troubles themselves.

"There have been some strange things caused by someone else trying to figure a problem out,"

he said. "Cars come in that normally wouldn't look the way they do."

Just leave it to the professional.

Lynn grew up on a farm and learned about fixing vehicles from his dad, who did extensive repair and maintenance on everything on the farm from tractors to bathrooms.

Lynn says he plans to enjoy a full retirement in about three years and move on from working underneath cars. In retirement, he plans on traveling across the country, as Lynn has mostly only visited places in

the Midwest. He plans on expanding his travel to all corners of the United States.

The 40-year veteran says he has enjoyed every year in Cologne.

"Mid-County has been a good company to work for, and I've worked with a lot of good people," Lynn said.

He currently resides in the country, just south of Cologne. He lives with his wife and has four children who are all off on their own. Zellman's son followed in his father's footsteps and has been a mechanic since 2002.



# HOLIDAY COLOGNE

**MC Mid-County**

## NEW GAS PUMPS IN PLACE



Tony Hallum  
Manager  
(952) 466-5657

The Holiday Station Store in Cologne has recently upgraded its gasoline dispensers. The dispensers replace our older dispensers and ensure an increase in reliability and customer convenience with the latest, top-of-the-line technology.

Each dispenser features a television that displays the latest news, weather, and sports from your local community, as well as the best deals inside the Holiday Station Store. The televisions also relay audio of this information to every customer while they fill up their vehicles.

The increased speed and convenience of the new dispensers will give you a better Holiday experience and get you in and out of our store faster.

## THANK YOU TO EVERYONE WHO JOINED US FOR OUR CUSTOMER APPRECIATION DAY!



**Your Fresh Dairy Stop**

**GREAT PRICES EVERY DAY!**

**FREE COFFEE TUESDAYS**

FOR A LIMITED TIME

**NOW ANY SIZE**

Get HAPPY

**PIZZA**

**2 FOR \$7**

\$3.99 ea.

Jack's Pizza • 11.5 inch Varieties

Doritos, Fritos, Cheetos & Tostitos  
8-13 oz. Varieties

**2 FOR \$6 ONLY**

\$3.49-\$4.29 ea.

MIX & MATCH!

**Kemp's Ice Cream**

**1-Gallon Pail**

**\$7.99**

**NEW! Feature Item from Holiday**

**Folgers**

30.5 oz.  
Classic Roast

**\$12.99 ea.**

FOR OUR CUSTOMERS AT 409 PAUL AVE., COLOGNE, MN

**blue planet** GASOLINE  
enriched with **Smart Power** engine cleaning additives

MEETS OR EXCEEDS **TOP TIER** STANDARDS

**SAVE 7¢** per gallon of gas

Valid thru 10/31/2016 Limit 20 gallons. Good at participating Holiday Station-stores. One coupon per customer, per visit. Not valid with any other offer or coupon. No copies or facsimiles. Please redeem inside. At MI & WI locations, coupon redeems for \$1.00 free gas.

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**Holiday COLOGNE**

Hwy 212 & 284 • COLOGNE, MN  
(952) 466-5657

# Open to find out what your Coop is up to!

## STAFF SPOTLIGHT



### Dale Schmitz

Dale grew up between Cologne and Waconia, and he graduated from Central High School in 1980. He then worked at Custom Formulations and also milked cows.

When Dale first joined Mid-County Coop in 1989, he was employed in the agronomy department. Over the years, he has become involved in the entire coop. He keeps busy performing propane service, equipment service, propane deliveries and more.

Currently, Dale travels about 125 miles per day as a driver. In the spring, he also helps in several areas in the agronomy department.

Dale is happy to have a job close to home. He enjoys building relationships with customers and co-workers when he's on the clock. But when he's not working, Dale can be found serving the community: He's been a volunteer on the Cologne Fire Department for more than 30 years.



### Corey Eischens

Corey Eischens works for Mid-County as a diesel mechanic. In his position, he maintains Mid-County's fleet and customers. Eischens has worked for the company for nine years. He earned a two-year degree from St. Cloud and has 26 years experience in his field.

Corey and his wife, are from Green Isle. Corey has one daughter, one stepdaughter, and two stepsons. In his spare time, Eischens enjoys restoring his 1987 Peterbilt and spending time with his family.



### Steve Salz

As part of Mid-County Coop's agronomy team, Steve Salz of rural Mayer enjoys being involved in sales, soil sampling, custom application, delivery, and more. Salz grew up on a farm near Fairmont, and was a business owner for about 20 years. Wanting to get back into agronomy, he began working at Mid-County part time in 2012, and he became a full-time staff member in April of 2014.

Steve and his wife, Cheryl, have two children – Lesley graduated from the University of St. Thomas with a business/marketing degree in May 14, and Joe graduated at St. Thomas in 2016. In his free time, Steve likes to watch baseball, eat steak and drink wine.



### Melissa Beckmann

Melissa Beckmann became the Holiday Station Store's assistant manager in April of 2015. She grew up in Wells, a town in southern Minnesota with a population of 2,271. Melissa moved to Cologne in February 2015, and she is having fun getting to know the area and meeting new people. She has 17 years of management experience and focuses on providing customers with excellent service. When she's not working, Melissa enjoys spending time with friends, family, her boyfriend and her college-aged daughter. Melissa's favorite part of her job is interacting with the public and managing 13 employees that are like family to her.