



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

# MC Mid-County Spring Messenger

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Spring 2017 • Vol. 31

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

## It's going to be a great spring!



Bill Reimers  
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It's going to be a great spring!

I have always thought that a farmer is the ultimate optimist. Not many businesses are controlled by the weather to the degree that a farmer is, but no matter what is thrown at them, they look forward to another great crop year. To be in agriculture, you need to have a good attitude towards the future, and the rewards are to work in the greatest industry in the world.

Your coop has a good attitude looking forward, and we are as ready as we have ever been for a busy spring. We are continuously investing in the future. This year we have an additional sprayer, an additional airflow, 2 additional tenders, and 5 additional pull type spreaders. Most importantly, we have additional staff to make sure you receive great service.



and delivery, and Mark Kelzer is our new transport driver.

Our Auto, Truck and Tire department is well staffed with an additional Auto Technician, Adam Voelker, and Eric Nelson in the tire area.

We have had several very good years financially, and even though we had a challenging fall with the wet weather, we still have some cash in the bank with no borrowed money. And again, we are budgeting for a great spring and another great year for the coop financially.

Part of our success is our ability to adapt to a broad range of

customers. Our fuel drivers may deliver to cranes that are building a football stadium in the morning, and then haul diesel fuel to a dairy farm that afternoon. It goes along with one of our Mid-County taglines – "from large to small, we do it all."

With OPEC agreeing to cut production, the gasoline and fuel markets have been propped up for the last few months. Whether they follow through long term with the cuts remains to be seen. But the news itself has kept the markets fluctuating up and down, making it hard to identify a bottom.

Usually the seasonal low prices for gas and diesel are from mid-December to mid-February. If we look at 3 year and 5 year historical charts, now is the time of year that prices start to rise all the way throughout the summer. Is now the right time to buy? To hit the absolute bottom of the fuel market is very difficult, now and then we do buy just at the right time. But most times we want to look at what is the downside for prices and what is the upside. History would tell us that in February there is a better chance for the fuel markets to rise than to decline.



Propane has shown us bigger price increases than we were expecting. Last year had record inventories that kept

prices low. This year, we started out the fall with more crop drying demand, add to it a cold December, and to top it off there were huge increases in exports due to the expansion of new terminals in the Gulf of Mexico that are capable of shipping propane all over the world. The improvements to the Panama Canal also allows larger vessels to deliver to the Far East at a lower cost than before.

Thank you for your support, and keeping Mid-County a strong, locally owned coop, for over 80 years. As always, I appreciate your comments, and suggestions to make your co-op better.

## 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  
(952) 466-3730



Hwy. 212 & Hwy. 284, Cologne, MN 55322  
(952) 466-5657

(952) 466-3700 • 888-466-3700 • 700 Lake Street West, P.O. Box 177, Cologne

## Where does all the knowledge come from?



Quay Zander  
Petroleum Operations  
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We get asked, "where do you get your information that you tell your customers?" Naturally, we read bulletins and do research for information, which is helpful, but the most important learning experience we have is from you, our customer. Sometimes the textbook version just doesn't work with Minnesota weather.

### ***So what did we learn this winter concerning winter fuels?***

The cold blast in December prompted some phone calls from our customers that were experiencing filter plugging. Some of the issues we had were actually on the storage tanks. We immediately tested some of the fuel and cut open the filters to find there was generally nothing wrong, other than the fuel did not have the cold flow blend it should have.

The cause can be related to several things. The first is water. Naturally, the water in the bottom of the tank would be frozen, but if the filter was doing its job as time went on, there could be water collected in the filter, along with some rust or debris clogging it up.

The easy fix is to replace your filter just before freeze-up to make sure that one of the potential issues is eliminated.

Filters should be replaced at a minimum of 2 times per year. We recommend a filter change once late in the fall, and then again in the spring. If you are needing to replace filters on your storage tanks more often than that, it may be telling you it is time to clean out that storage tank. It is a good practice to clean your tank every few years.

But then we had cases where there were new filters on the tank or equipment, and it took several filters that just kept clogging up; what then? That would lead us to look at proper blending of #1 fuel, #2 fuel and additives. If we start out with a tank that is 1/4 full of summer fuel, and we top off the tank with winter fuel, that tank, along with all of your equipment is not prepared for a cold blast like we received in December. It may only be good to 10 below versus 30 below. The answer is to try, as hard as it is, to get winter fuel in your tanks and equipment as soon as possible in the fall.

Just like too much medicine is not a good thing, neither is too much additive. Or worse yet, 2 different types or brands of additive. Either additive may be good alone, but put them together and it may result in a counter reaction. We have actual cases whereby the fuel had to be disposed of.

During the coldest months of the year, we blend 70% #2 diesel, and 30% #1 diesel, plus our winter additive, and this has shown the best results.



### **Introducing Mark Kelzer**



Mark Kelzer's family has been in the trucking industry for decades, starting with his grandfather. For Kelzer, life has come "full circle" since he became a driver for Mid-County Energy Jan. 16. His first time working at Mid-County was as part-time shop help in the 1980s.

Now that he's back, he is enjoying reconnecting with customers in the area. As a Waconia resident,

Kelzer is well-acquainted with communities and the people throughout the region.

Kelzer and his wife have two adult children, and one new grandson. "I'm definitely looking forward to taking him fishing," Kelzer said, adding that his family enjoys spending time together at their cabin in Alexandria.



# ENERGY



FUELS • PROPANE • LUBRICANTS

## Lubricants & Equipment Sale

Ends March 31, 2017

### EQUIPMENT SALE

**10% OFF  
ALL EQUIPMENT**

Mid-County Offers:

- Fuel Pumps • Fuel Hoses
- Nozzles • Filters • New Tanks
- Containment Systems
- Used Equipment - Pumps & Tanks

*Special Order Items - Place an order  
and receive 10% off retail price*

### LUBRICANT SALE

Packaged Products

**10% OFF**

**All packaged products  
carried by Mid-County**

Prices good on

- Quart bottles • 2.5 gallon jugs
- 5 gallon pails • 55 gallon drums

**DEF on Sale! 10% off Retail**



### HOT PRODUCTS!

The following **BULK**  
products are on **SALE!**

**Cenex®**

TMS 15w-40 - \$9.89 gal.

Qwiklift® HTB - \$9.45 gal.

**Oil &  
Equip Sale**  
Ends March 31, 2017

Looking for a specific lubricant? Give us a call.  
We are your one-stop shop with access to most  
types and brands. (952) 466-3720

**Look for our Mid-County Fuel truck  
in several area parades this summer.**



### Introducing Kevin Galbraith



Kevin Galbraith of Chaska became a driver for Mid-County Energy December 27, 2016, and he's enjoying the new road his career is taking.

"It's a lot to learn, but I think I'm catching on pretty quick," he said, explaining that he's had his commercial driver's license since September.

Galbraith spent 15 years in the construction industry, and 12 years working for a

3-D printing/plastic part manufacturing company. He's also worked at Flying Cloud Airport in St. Cloud, fueling aircraft.

Galbraith grew up in Edina and is a former hockey player. He got into coaching 30 years ago, and this will be his 19th season helping at Steve Carroll Goalie School. He also enjoys spending time with his wife, his two adult daughters, and two young grandchildren.

## Better availability for aerial application



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

This will be the second growing season Mid-County Agronomy has had a helicopter under contract for aerial applications. This means farmers have more control over when insecticide and fungicide spraying is available.

We can often get the helicopter the next day – or even the same day – of the request. Aerial applications are fast and efficient, and they leave no tracks, crop damage, or soil compaction. It's an especially effective option during times of wet field conditions.

Farmers who are interested in trying this service should contact us early, so we can get everything set up and ready to go. Call (952) 466-3730.



## 'They took a chance on me'

*Two non-farm kids started their agriculture career at Mid-County Coop*

### Keedy Tonn



Growing up on the east side of the Twin Cities, Keedy Tonn didn't have much exposure to agriculture as a child. But the little bit she did know about it, she loved – and she wanted more.

Keedy often talked to friends from her dad's hometown in Iowa about farming, asking questions and learning as much as she could. When she graduated from high school in 2014, she decided to at-

tend North Dakota State University for ag economics.

At the end of freshman year, Keedy knew she wanted to stay immersed in agriculture, and explored options for a summer internship. She heard about crop scouting at Mid-County Coop, and jumped at the chance to apply.

"I remember my interview with [Mid-County agronomy manager] Scott [Nelson]," Keedy said. "I told him flat-out, 'I don't know anything, but that's why I'm here.' I told them I'd do anything, and they took a chance on me."

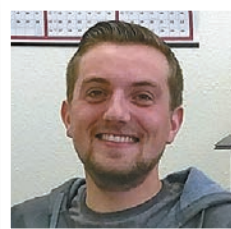
Keedy remembers learning a lot that summer, and said the guys at Mid-County were "super helpful."

When she returned to NDSU, Keedy slightly shifted her field of study, and is now a junior majoring in crop and weed sciences, with a double minor in ag economics and equine sciences.

Keedy interned with WinField in North Dakota in the summer of 2016, and plans to go back again this summer to a location in Wisconsin.

"I'm so thankful to Mid-County, because that was the basis for everything," Keedy said. "That was my very first time working in agriculture."

### Rick Ancel



Like Keedy, former Mid-County Agronomy intern Rick Ancel didn't grow up on a farm, but had a passion for all things green and growing.

Ancel (a native of Savage) served as a crop scout intern at Mid-County in summer of 2014, and as a sales/marketing intern the year after.

"Without starting out at Mid-County, I probably would have had a hard time getting where I am now," he said.

In May 2016, Ancel completed his degree in agricultural industries and marketing from the University of Minnesota-Twin Cities.

"The focus of my major is in crops and soils, so on top of business, my major focuses on agronomy, soil science, and applied plant science, along with world issues and solutions pertaining to agriculture," Ancel noted on his LinkedIn page.

After graduation, Ancel was hired for a two-year training program at WinField United. He initially served under a regional agronomist in southern Minnesota, where his responsibilities included applying pesticide treatments, soil/tissue sampling and analysis, crop research, and advising customers.

In January, WinField relocated Ancel to New Hampton, IA, where he works as an agronomy associate. He's looking forward to helping farmers with their seed and chemical purchases, and making sure the growing season runs smoothly.

When he's not at work, Ancel can be found hunting (in the fall), cooking, and reading. He also considers himself a "music geek," although he doesn't play an instrument.



# AGRONOMY

**MC Mid-County**

## Seed pickup days!

Are you excited for spring? We are, too!

Spring means it's time to get back in the field and get growing. Mid-County Agronomy is hosting seed pickup days Monday, March 20 and Tuesday, March 21. Stop by the main office (700 W. Lake St. in Cologne) anytime from 8 a.m. to 6 p.m. to get

all the seed you need. Choose from companies like Producers Hybrids, DeKalb, Asgrow, NK, or Stine.

We'll also have refreshments and door prizes, as a way to thank you for working with us. We're looking forward to helping your planting season go smoothly. If you need anything, call us at (952) 466-3730.



## Introducing Arthur Forst and Jared Deutz



Arthur Forst's first day as a sales agronomist at Mid-County Agronomy was Jan. 16. Although this is his first full-time job in the ag industry, Forst has gained experience through three separate ag-related internships in various parts of Minnesota.

"I just graduated in December from college at South Dakota State University," Forst said. "My major is in ag science, with a minor in agronomy."

Forst grew up on a corn and soybean farm in Gibson, and he's still involved in the farm's operations. His other hobbies include outdoor activities like hunting, fishing, and snowmobiling.



Jared Deutz is the new yard manager with Mid-County Agronomy. Since his first day Jan. 3, he has been busy with everything from hauling grain, to assembling orders, to ensuring Environmental Protection Agency compliance for chemical containers.

"Everything's going good so far," Jared said. "When spring rolls around, I will be making up the tanks for chemical and fertilizer application, and getting chemical orders in for farmers."

Jared grew up on a crop farm in Marshall, and attended college at North Dakota State University for ag systems management. Before coming to Mid-County, he spent three years in Fargo, ND working as a crop researcher for WinField. He currently has an apartment on Lake Minnetonka, and loves to hunt and fish.

## NYA native part of national dairy judging team



Carley Vinkemeier knows a thing or two about dairy. The daughter of Jeff and Tina Vinkemeier, Carley grew up as the sixth generation on her family farm in Norwood Young America, and is now part of the Northeast Iowa Community College dairy judging team.

During the 2016 World Dairy Expo national dairy judging contest, Carley's team was named national champion in the post-secondary dairy judging and practical contests. Other team members included Aaron Houdek of Caledonia, Ellis Frank of New Richmond, WI, and Chelsey Jensen of Amery, WI. Each of the four team members earned All-American honors and placed in the top three teams in every breed. Team coaches are Megan Kregel and

David Lawstuen, and the team chaperone is Jess Rediske.

As national champions, Carley's team has the opportunity to travel to the international contest in Scotland. The trip is scheduled for June 17 through July 4, and includes tours of European dairy farms. The team is currently raising funds to help make this trip possible.

The Vinkemeier farm in Norwood Young America milks 130 cows in a double-four step-up parlor, and the family also tends to 370 acres of land. Growing up, Carley was active in 4-H for 12 years showing and judging dairy cows. She served as a Carver County Dairy Princess in 2015, and was selected as one of 12 Princess Kay of the Milky Way finalists.

In college, Vinkemeier is studying dairy science and agriculture business, with plans to enter agriculture business and communications.

## SPRING CONFERENCE

Is Tuesday, March 7 starting at 12:30 p.m. at the Dahlgreen Golf Course located at 6940 Dahlgren Rd., Chaska, MN 55318. This meeting will be for growers to get information on seed, weed control and the latest in Agronomic news and updates.

Please call the main office at (952) 466-3730 or go to [midcountycoop.com](http://midcountycoop.com) to RSVP by March 2, 2017.

## CHS SCHOLARSHIP DEADLINE MARCH 31

**What:** One hundred \$1,000 scholarships are available through the CHS Foundation to help pay for college.

**Who:** Graduating high school seniors pursuing a degree in an agricultural related field at any college or university throughout the U.S. and Canada are invited to apply. Students pursuing a STEM (science, technology, engineering, math) field of study with an interest in agricultural or energy-related careers will also be considered.

**Why:** To encourage students to discover career opportunities in the ag and energy industries.

**Deadline:** Applications must be received by March 31, 2017.  
**Info:** Go to [chsinc.com/stewardship](http://chsinc.com/stewardship) to apply.

# AUTO, TRUCK & TIRE CENTER

**MC Mid-County**

## Mid-County Auto Truck & Tire Center happy to work with local schools



Pictured with the check for Cologne Academy is executive director Lynn Gluck Peterson.



The check for Zion Lutheran School was presented to principal and teacher Chris Dehning.

As part of their Auto Fest promotion, Mid-County Auto Truck & Tire Center recently presented a donation to Cologne Academy and Zion Lutheran School in Cologne. Each school received \$549.19 to support the school and to purchase student school supplies.

Mid-County Auto Truck & Tire Center is located at 700 Lake St. W. in Cologne, and can be reached at (952) 466-3710. The one-stop shop offers complete repair and maintenance services for vehicles big and small.



## WE DO DOT INSPECTIONS

### Four auto maintenance mistakes to avoid this spring



Brent Geyen  
Service Manager  
(952) 466-3711

There's no getting around it: if you want your car to run smoothly for years to come, you need to perform some basic upkeep. Start this spring off on the right foot by avoiding these maintenance faux pas.

1. If you run snow tires and don't run all season tires, changing your tires at the wrong time or as soon as the snow starts to melt is a risky bet. Play it safe and wait until snowstorm warnings wind down and the temperature outside climbs above 44 °F. Anything lower, and the rubber on your summer tires will stiffen and lose traction. It's an equally bad idea to keep your winter tires on year-round. Not only are snow tires less efficient than summer models, but you'll also wear them out twice as fast if you

don't make the switch.

2. Neglecting spring tune-ups. Over the winter, the fluids that keep your car running smoothly are put to the test. It's important to check their levels come spring and to refill as needed. Don't forget to take a peek beneath your car as well; rough winter roads often take a toll on your vehicle's underbelly.

3. Putting off spring cleaning. There's more to a good spring cleaning than a shiny, sleek car. Dirt and salt accumulated over the winter can damage the paint and cause rust to form, so get scrubbing without delay. Take advantage of the coupon below.

4. Lugging around winter gear. Bags of sand or salt, shovels, traction aids and ski racks all increase the weight and wind resistance of your car, which drives up fuel consumption.



### CARWASH

### THE WORKS

## \$3 OFF

No other purchase required. Limit 1 coupon per wash. Not valid with any other offers or discount. Expires 4/30/17





# HOLIDAY COLOGNE

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

**MC Mid-County**

## WE'VE GOT YOUR BREAD AND BUTTER AND MUCH MORE



Tony Hallum  
Manager  
(952) 466-5657



Melissa Beckmann  
Asst. Manager  
(952) 466-5657

Day or night, a stop at Holiday Station Store in Cologne is always quick and easy. On the go in the morning? Try our tasty breakfast croissant sandwiches with a hot cup of coffee. For lunch, our all beef chargrilled cheeseburger is sure to please. And if you're in the mood for an afternoon pick-me-up, we have energy drinks, soda, and bottled Starbucks frappuccinos.

From chocolate chip cookies to frozen pizzas, Holiday has the everyday essentials you need. We're conveniently located just off Highway 212 and Highway 284 in Cologne.

Stop by and see us Monday - Friday from 5 a.m. to 10 p.m., Saturdays from 6 a.m. to 10 p.m., and Sundays from 7 a.m. to 10 p.m.



## FLEET CARDS NOW ACCEPTED



Mid-County Holiday is now equipped to accept fuel cards for fleet (usually diesel) customers. Cards are often part of a larger fleet management system, and are used to conveniently manage fuel transactions. Common card service providers include Transportation Clearing House (TCH), T-Chek, and Fleet One Over the Road (OTR).

# CARWASH

## THE WORKS

# \$3 OFF



No other purchase required. Limit 1 coupon per wash. Not valid with any other offers or discount. Expires 4/30/17

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



MEETS OR EXCEEDS  
**TOP TIER**  
STANDARDS



# SAVE 7¢

per gallon of gas

Valid thru 04/30/17 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.



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



MEETS OR EXCEEDS  
**TOP TIER**  
STANDARDS



# SAVE 7¢

per gallon of gas

Valid thru 04/30/17 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.



Locally Owned and Operated by **MC Mid-County**

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

## STAFF SPOTLIGHT



### Brandon Leifermann

Brandon Leifermann joined Mid-County Coop as a financial controller in March 2014. He has replaced Dick Pauly, who is working on credit and special projects for the company now. Brandon grew up in Glencoe and graduated from Glencoe-Silver Lake High School. In 2010, he earned an accounting degree from Minnesota State University, Mankato.

Before coming to Mid-County, Brandon had been working in real estate accounting in Bloomington. He is excited to be employed in the agricultural industry, and has enjoyed getting to know Mid-County's customers. During his free time, Brandon's favorite activities include disc golf, boating, and wake skating.



### Corey Meyer

Corey Meyer joined Mid-County Agronomy as a custom applicator in November 2016. Meyer grew up in Granite Falls, and now lives in Green Isle. He started his career as a machinist. More recently, he worked in retail management in Minnetonka, but decided to apply to Mid-County in order to be closer to home.

"It's been a great learning experience," Meyer said of his time on the job. For him, the best parts have been driving the equipment and getting to know the other employees. "They'll help you out any way they can," he said, explaining that he doesn't have specific experience in this field, but has received a lot of on-the-job training.

When he's not at work, Meyer enjoys spending time with his wife, as well as fishing, hunting, and camping.



### Rich Pauly

Dassel resident Rich Pauly is excited to put his 30 years of experience in the fuels and energy industry to work at Mid-County Coop in Cologne.

Rich grew up in Chaska, and graduated from Chaska High School. He started working for the family business, Minnesota Valley Oil in Carver with his father, Arlan Pauly, in the 1980s. Mid-County Coop purchased the company in 2000.

Throughout the years, Rich has been involved in the sales and transport of bulk and consumer fuels. He joined Mid-County Coop in August 2014.

When he's not at work, Rich enjoys spending time with his family. His hobbies include hunting and other outdoor activities.



### Art Templin

Mid-County's Art Templin works in the agronomy department and was hired on December 14, 2009. His main duties consist of office work, where he does billing, answers phone calls, and works with customers and drives truck.

Templin was raised on a family farm northeast of Plato. He began his career serving farmers at the Plato fertilizer plant in 1976. He and his wife reside in Plato. Together they have a son, daughter, and four grandchildren. Templin is passionate about fishing, deer hunting, classic cars, and antique tractors.