



In celebration of National Beef Month, we're spotlighting Matt Dop, who lives on a four-generation cattle operation with his family.

**IN THIS ISSUE**

- Don't Back Seat Grain Marketing \_\_\_\_\_ 2
- Youth Feed Program \_\_\_\_\_ 3
- Welcome, Interns! \_\_\_\_\_ 3
- Precision Planting Products \_\_\_\_\_ 4
- Thanks With Franks \_\_\_\_\_ 5
- Scholarship Winners \_\_\_\_\_ 5
- Golf Outing Save the Date \_\_\_\_\_ 6
- Total Protection Pays Big \_\_\_\_\_ 7



# KEY CONNECTIONS

A publication dedicated to informing and connecting members.



## Key Perspectives

### A season of renewal

By Boyd Brodie, General Manager,  
Boyd.Brodie@keycoop.com

**KEY COOPERATIVE HEADED** into spring at full speed, assisting our members with the start of their 2024 crops! Spring is definitely a season of renewal, from what we plant in the soil to the young animals we nurture for county and state livestock projects.

In this newsletter, we're proud to spotlight the Youth Feed

*continued on page 6*

## For the Love of Cattle

### May is Beef Month!

By Sara Clausen, Director of Communications, Sara.Clausen@keycoop.com

**IF YOU PASS THROUGH** the petite town of Reasnor, IA, then drive on down the winding gravel road of Monroe, you'll arrive at a farm like many others in Jasper County. This particular farm is a four-generation cattle operation that is home to the Dop family. The Dops are passionate about caring for their land, their animals ... and the next generation of farmers.

"It was always my hope and dream to raise our cattle," said Matt Dop. "I enjoy farming, but my passion is cattle."

When Matt's grandfather retired, he was able to buy out his herd and intends to do the same when his father decides to retire. "One of my earliest memories is picking up hay for the cattle," recalled Matt. "The best part of having cattle is that it's a family activity and builds work ethic!"

As a family, Matt, his wife, Allison, and their three children—McKenzie (10), Cooper (7) and Owen (4)—all enjoy riding in the Gator to bale hay and run farm errands. Though Owen is only four years old, it's reported that he

*continued on page 3*



# Don't Let Grain Marketing Take a Back Seat

By Zack Gardner, Grain Marketing & Origination Specialist,  
Zack.Gardner@keycoop.com

**THERE HAVE BEEN MANY YEARS** where the market has made a significant move at the same time producers were busy getting the crop planted. It's easy to allow grain marketing to take a back seat while you're in the tractor seat—hauling grain is not a high priority during spring. Nevertheless, it is a great time to have an offer working to sell your grain.

As field work progresses, grain that's sitting in storage at an elevator can be sold without any effort. I would encourage producers to take the time to determine some target prices for stored bushels. With futures moves and basis changes, you never know when that target price may be met. Here are a couple of reminders:

- Cash offers are always working, whether it's during business hours or while the CME is trading at night.
- Cash offers are only good until the month is over (i.e., if you have a cash offer in place for May delivery, that offer would expire on May 31). The offer would need to be reentered for the next month in order for it to continue.

One of the main drivers behind this message is the disparity between the cash market and the futures market. The Board of Trade is reflecting a "carry" market that is oversupplied and needs to reward someone to hold on to their grain instead of delivering it today. The cash market,

however, is inverted and is rewarding farmers for delivering in April/May instead of waiting until June/July. Above is an example of this cash/futures disparity with one of our local ethanol plants.

Lower prices have a lot of producers holding on to grain for longer than they typically do. If this trend continues, it may turn into six months' worth of corn hitting the market in the last three months before harvest. I think a lot of these end users are thinking the same way, which is why they are bidding approximately \$0.30/bushel better for the April/May timeframe. Does this suggest being a little more proactive than your neighbor?

Don't forget to keep an eye on the markets this spring while you're busy in the tractor! ●

Time	Cash	Basis
By April 30th	4.3675	10
FH May	4.4175	15
LH May	4.3175	5
June 2024	4.2125	-15
July 2024	4.2125	-15

Happy  
**Memorial Day**  
from **KEY COOPERATIVE**

Enjoy special holiday pricing of \$16.99 for 20 lb. grill cylinder exchanges, May 20 - 24, 2024.

*Stop by your Key location to exchange your cylinder.*

\* Special applies only to 20 lb. cylinders; no other sizes qualify. Must bring in your own tank to exchange or refill. Price listed does not include tax. Exchanges not available at Barnes City location.



**KEY COOPERATIVE** **FEED GREATNESS<sup>SM</sup>**



**SHOW SUPPLEMENT PROMOTION**  
MAY 20 - MAY 31, 2024

**All Purina<sup>®</sup> High Octane Supplements: 10% Off**

<b>Products for Show</b>	<b>High Octane<sup>®</sup> Supplements:</b>		
<ul style="list-style-type: none"> <li>• Cattle</li> <li>• Pigs</li> <li>• Lambs</li> <li>• Goats</li> <li>• Poultry</li> </ul>	<ul style="list-style-type: none"> <li>• Alleviate<sup>®</sup></li> <li>• Champion Drive<sup>®</sup></li> <li>• Depth Charge<sup>®</sup></li> <li>• Filter 35<sup>®</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Filter 52<sup>®</sup></li> <li>• Golden Ticket<sup>®</sup></li> <li>• Heavy Weight<sup>®</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Power Fill<sup>®</sup></li> <li>• Power Fuel<sup>®</sup></li> <li>• Ultra Fuel<sup>®</sup></li> </ul>

**STOCK UP FOR COUNTY FAIR**  
Two Weeks Only!

**Coara Smothers**  
Lifestyle Feeds Sales Specialist  
Jasper, Mahaska & Pottawatomie Counties | 641-260-6179

**Ketole Carpenter**  
Key Cooperative, Gilbert Feed Sales  
Boone, Polk & Story Counties | 515-332-6515

**Brooke Gillard**  
Lifestyle Feeds Sales Specialist  
Marshall & Tama Counties | 641-888-0818

**Just Edge**  
Purina Sales Specialist  
319-331-3667



has the most drive for farming and cows.

“I’m very interested in helping the next generation understand what it takes to raise animals safely and humanely,” said Matt. Beyond his own kids, Matt loves to share what he calls “the true ag story” with young people through his work as a board member of the Jasper County Farm Bureau and involvement with the Diamond Trail FFA.

In addition to the four generations of family history, another chapter of the Dop cattle story that Matt likes to share is his time as an Agronomist at Key Cooperative. His understanding of soil health and how it impacts his animals is a unique advantage that not all producers have. “Our Simmental Angus cows and calves are often out on pastureland, which helps maximize the use of our acres,” said Matt. “We also utilize cover crops by rotating rye and alfalfa.”

The Dops have doubled their cattle operation over the past 10 years, which has required Matt to have better tracking records than ever before. Correct ear tag numbers, rations and weight are just a few items that are critical to track. Matt does not shy away from trying new practices or

incorporating new technologies. There are some “wish list” items that he has his eye on leveraging in the future: “I have a goal of installing cameras for calving season. A drone would also allow me to check pasture cattle that are hard to get to.”

May is National Beef Month, and with the mild weather, it’s the perfect time to visit with local cattle producers like the Dops to thank them for the work they do in our state! To participate in all the excitement of Beef Month, visit [www.iabeef.org](http://www.iabeef.org). ●

## YOUTH FEED FINANCING PROGRAM

Scan to join Brooke Gifford, Lifestyle Feeds Sales Specialist, to learn more about this program!







Key Cooperative is pleased to offer 4-H & FFA members special financing on feed for their animal projects! This financing option allows youth to charge feed to their individual account with Key and not accrue any interest until after the project is complete.

Financing is available now and balances are due in September. Each 4-H or FFA member participating in the financing program will need to fill out a brief project summary form and submit a credit application for approval. Contact our feed specialists to get started today!

\*Key Cooperative credit approval required

**Ceara Smothers**  
Jasper, Mahaska & Poweshiek counties  
Cell: 641-260-6179

**Justin Crocheck**  
Boone, Polk & story counties  
Cell: 515-291-0763



**Dustin Drexler**  
Jasper, Mahaska & Poweshiek counties  
Cell: 319-560-4442

**Kelcie Carpenter**  
Boone, Polk & story counties  
Phone: 515-232-6515

**Brooke Gifford**  
Marshall & Tama counties  
Cell: 641-888-0818

Welcome, Interns!

Each spring, we welcome a fantastic group of interns to the Key Cooperative family. We always appreciate the opportunity to walk with them as they develop their skills and play a role in their future success!

Meet our 2024 interns:

**SAGE HULSHIZER**, Nevada/Le Grand  
**SPENCER SALASEK**, Kelley  
**TRICE CLAPPER**, Newton  
**ALYSSA SCHEIHING**, New Sharon  
**COLE SEVERSEIKE**, S14/Story City  
**MITCHELL HELM**, Sully

**KENTON NIEHOUSE**, Le Grand/Sully  
**LAUREN HUIZENGA**, Grinnell Agronomy Center  
**OLIVER LOUDEN**, Grinnell Agronomy Center  
**ALYSSA BASSETT**, Sully  
**JONAH SCHUMACHER**, Gilbert/Sully  
**PAIGE EVANS**, Gilbert

**TEDDY VANDE LUNE**, Sully  
**LEXI KROGMANN**, Nevada  
**MASON ROHE**, Nevada/S14  
**TRISTA OLSEN**, Newton  
**KOBE JULIUS**, Kelley



# Control Your Rate, Pressure and More With Precision Planting Products

By Jared Togle, CENTROL Precision Ag Manager, [Jared.Togle@centrolofiowa.com](mailto:Jared.Togle@centrolofiowa.com)



**WITH THE FOCUS** on getting the most out of your chemical dollars—while maintaining performance on tough-to-control weeds—it’s becoming ever more important to hit your target rate and droplet size. But independent control of the rate and pressure on your sprayer can be tedious, and it’s difficult to get the application just right.

Precision Planting’s SymphonyNozzle™ can help you gain independent control of your rate and pressure and achieve consistent droplet size on your sprayer. SymphonyNozzle is a pulse width modulation system (PWM) that hits your programmed target rate and pressure while reducing overlap, no matter the operating conditions. The custom-designed nozzle assembly does not require special tools for diagnostics or service. In conjunction with the point-to-point harnessing architecture, it’s easy to install and simple to service on your existing self-propelled or pull-type sprayer.

In partnership with SymphonyNozzle, you can also take charge of spraying accuracy with independent rate and pressure control with Precision Planting’s Gen 3 20|20® in-cab monitor. You’ll reduce over-application with swath control

and over- or under-application on turns. The Gen 3 20|20 monitor shows clear feedback from the SymphonyNozzle—with metrics like individual nozzle duty cycle—so you can see the performance of your sprayer front and center with every pass. Set your rate and pressure on the home screen and quickly adjust as needed in the field.

We’re excited about these Precision Planting products because they give you the ability to retrofit your existing sprayer with the technologies of today while also providing a foundation for future expansion. Much like we’ve done with our planter platform, we can now take your current self-propelled and pull-type sprayers and give them new life. You’ll be saving valuable dollars to be used elsewhere in your operation, while gaining high-performance technology on equipment you already own and use. The beauty of this system—much like our planting architect—is that it allows you to have an expandable system that will integrate into future offerings like crop scouting, spot spraying and steering with camera technology.

The goal of these products? Saving time and input costs, all while using your current equipment. ●



*Let us top off your bulk oil tank and we'll give you \$0.25 off per gallon!*

## Summer Farm Oil Fill Discount

*Order Now for Delivery*  
**June 13-18, 2024**

**Offer Valid On:**  
Cenex® TMS 15w-40 Diesel Engine Oil  
Cenex® HTB Tractor Hydraulic Fluid  
*No Minimum Required*

*To place your order, call Riley at*  
**641-594-8119**



\*Order must be placed by June 7, 2024, to receive special pricing.



## HELP US LOCATE THESE MEMBERS!

These members have unclaimed patronage dividends from Key Cooperative:

- Larry Thomas
- Donnell Deane Wilson
- Betty Lou Alfree

If you know one of these members, please contact Vicki Gruhn at 641-594-8147 or email [Vicki.Gruhn@keycoop.com](mailto:Vicki.Gruhn@keycoop.com).

*You're Invited!*

Key Cooperative Energy  
**Customer Appreciation Events**  
at the Fuel Stations



**THANKS**  
*With Franks*



**Sully Fuel Station**

May 16, 2024

12:00 - 1:00 p.m.



**Roland Fuel Station**

May 16, 2024

5:30 - 6:30 p.m.



**Story City Fuel Station**

May 23, 2024

5:30 - 6:30 p.m.



# CONGRATS, GRADS!



**Seth Bauman**  
Grinnell High School



**Brooke Conover**  
Lynnville-Sully High School



**Madalyn Gibson**  
Nevada High School



**Nels Hanson**  
Roland-Story High School



**Claire Jonas**  
Roland-Story High School



**Riley Larson**  
Roland-Story High School



**Sophia Loudon**  
Grinnell High School



**Piper Soma**  
Gilbert High School



**Hannah Tice**  
Roland-Story High School



**Lucas Tjernagel**  
Roland-Story High School



**Dylan Van Dyke**  
Pella High School



**Lauren Van Manen**  
Newton High School

## COMMUNITY SCHOLARSHIP RECIPIENTS



**Landrey Els**  
Pella High School



**Nickolas Larson**  
Nevada High School



**Karter Smead**  
Lynnville-Sully High School

## FAMILY SCHOLARSHIP RECIPIENTS



**Khryssa Anderson**  
Newton High School

Financing Program, which empowers the next generation of agricultural leaders. Designed specifically for 4-H and FFA members, this program provides a unique opportunity for young producers to enhance their animal projects while learning valuable skills. Our dedicated Feed Specialist team is here to support these students every step of the way. Whether it's selecting the right feed, managing nutrition or troubleshooting challenges, our experts are committed to ensuring healthy and thriving animals. See page 3 for more details on the program.

The crop growing season is unfolding. When there are lower grain prices, our focus necessarily shifts to maximizing yields and managing in-season input costs. Key's professional Agronomists are in the best position to help you determine if, when and where to invest in your crop. They see what's working and not working on thousands of acres across each of our locations, and they use that insight to fine-tune their recommendations for your farm.

To further address the low grain prices, keep in mind that the Key Origination team works for you. They are

living in the grain market every single day and know which buyers are offering the best bids at any given time. They're dedicated to helping you succeed by marketing your crops at the best possible prices and minimizing risk, interest and storage costs, while keeping upside opportunity in play. They can help you put a floor under your revenue and take advantage of shorter-term price moves over the course of the growing season.

The Key Energy team knows that dependable, prompt delivery while you're in the field is a must. Our Automated Fuel Delivery (AFD) system takes the guesswork out of checking tanks and placing orders, ensuring you never run out of fuel. The program allows you to pay for only the fuel you've used at the average monthly price. Additionally, you have the option to buy out the balance of your tank(s) or contract your seasonal needs, whether that's in your tank or through our 24-hour fuel stations across our six counties.

Let's work together to make this cropping season a success! ●

**KEY** COOPERATIVE **MEMBER**

# Golf Outing

2024

Friday, July 26, 2024

Terrace Hills Golf Course  
Altoona, IA

**Save the Date!**  
Sign-Up Coming Soon

The graphic features a stylized illustration of a golf course with a green fairway, a brown path, and three grey grain silos in the background. A yellow flag is on a pole to the left of the silos. The background has a light grey sunburst pattern.

# TOTAL PROTECTION PLAN PAYS BIG!

*Matt Nelson (left) was presented with a \$25,600 TPP check by Key Certified Energy Specialist Bob Rabey.*



**NO MATTER THE SEASON**, no one ever wants to utter the words, "We broke down." The Cenex Total Protection Plan® (TPP) can help you when breakdowns do happen. We're going to introduce you to this powerful program through stories from some of the most experienced professionals in the ag industry.

Don Kaisand and his son-in-law, Matt Nelson, of Grinnell have invested in the Total Protection Plan for more than a decade. This spring, their operation received a second TPP check from Cenex—this time for \$25,600—to cover repairs to their T8020 New Holland. "I took the tractor to Denny at Kruseman Implement in Sully, and he took care of everything," said Matt. "Kruseman's even submitted the invoice to Cenex, which made this process even more hassle-free."

Many Key customers mention they've invested in TPP when working with Kruseman Implement. If a machine is sold back or traded in at Kruseman's, the warranty is transferable to the new owner—the paperwork just has to be refiled with Cenex. "As much as new equipment and repairs cost, the warranty is worth it," said Denny Van Genderen of Kruseman's. "I see how much things can cost, and the Cenex warranty offers peace of mind for 10 years!"

The Cenex Total Protection Plan ensures that only high-quality energy products are used to give you power to keep your operation running. Whether you buy new or used equipment, this is a protection plan like no other because protection is extended well beyond the original equipment manufacturer's warranty.

"More customers are on TPP today than before," said Alex Huyser of Kruseman's. "About half of the new tractors and combines we sell are on TPP."

Your Key Cooperative Certified Energy Specialists can help you prepare for the unknown and review the following program features:

- **Equipment coverage:** The warranty covers new equipment for up to 10 years or 10,000 hours. Used equipment is covered for up to eight years or 8,000 hours.
- **Extended protection:** With the Cenex Total Protection Plan, you're going above and beyond original equipment manufacturer warranties.
- **Proactive reminders:** You'll receive periodic maintenance reminders to help keep your equipment in top condition.
- **Oil analysis tests:** Avoid downtime with LubeScan used oil analysis fluid sample reports, which provide insight into the inner workings of your machine.

To learn more about the Cenex Total Protection Plan, contact any of our Key Cooperative Certified Energy Specialists listed below. ●

**Rick Kucera**  
641-780-1624

**Chris Nady**  
515-290-0009

**Bob Rabey**  
641-521-6318



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## PHOTO CONTEST WINNER: STUNNING SUNSETS!

By Brent Larson, Key Cooperative



*We were treated to this gorgeous sunset at our Nevada location this spring.*

## OUR BOARD OF DIRECTORS

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Would you like to see one of your photos featured on this page? Enter the Connections photo contest, which is open to any member or customer who receives our newsletter. One winning photo will be selected and placed in the newsletter. **Winning photographers will receive a \$20 gas gift card!** Photos must feature agriculture or rural settings; Iowa-based scenes are preferred. Photos must be submitted by the 10th of each month in order to qualify for the following month's newsletter. Please include your name, address, phone number and email address with your submitted photo(s).

Submissions may be emailed to [Sara.Clausen@keycoop.com](mailto:Sara.Clausen@keycoop.com).

*Key Connections* is sent to you courtesy of Key Cooperative. Please send comments or suggestions to Sara Clausen at 515-388-8030 or at [Sara.Clausen@keycoop.com](mailto:Sara.Clausen@keycoop.com).