



July 2025

### AS I SEE IT —JOE MERNKA, GENERAL MANAGER

Thank you for your business W&H Coop Patrons!

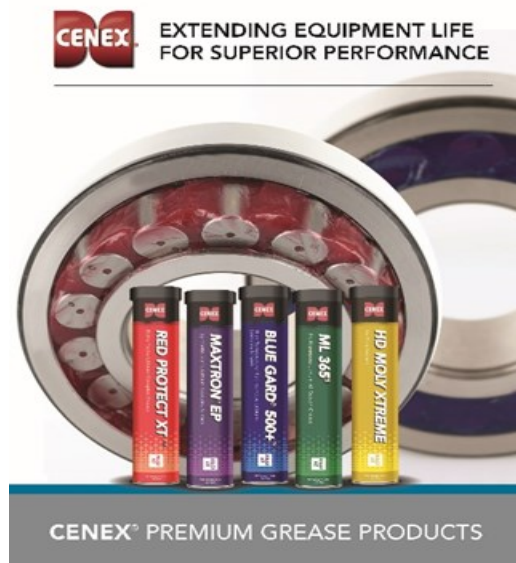
#### Market Update:

What a couple of weeks that we experienced to finish of June. With Isreal and Iran going back and forth with each other, it provided some pretty stiff risk premiums on crude and propane pricing. However, after this 12 day conflict was resolved (at least for the time being) this allowed for that risk premium to leave the market and crude returned to pretty close to the level it was prior to the conflict. I am still bearish on crude and fuel pricing going into the fall, but if a person can contract fuel now and save money compared to last year, I would go ahead and pull the trigger and take the win.

We have sent out our propane home heat customers and have been busy reaching out to our larger consumers of propane to get contracts locked up. The risk premium has disappeared in propane for the time being, however exports remain strong keeping inventory levels in check. We are slightly higher now for inventory than the 5 year average and because of this, I believe now is a good time to lock in propane if you haven't done so already.

As always, these are my opinions and are not always correct.

### LUBRICANTS



Did you know that W&H Coop carries a full line of Cenex Grease? Contact us today to figure out which grease would work the best for your application.

Two items that CHS does not carry is antifreeze and windshield washer fluid. We were able to secure a relationship with another vendor and have upgraded the quality of these two products from what we previously offered. With an upgrade to the product at a competitive price, we once again are searching to provide the best value for you, our patron!

## PROPANE

It is not too late to take advantage of a summerfill! If you haven't taken a fill this summer, please give us a call so we can get you ready for winter. Also now would be a fantastic time to get contracted for winter if you haven't already. We offer prepaid, ten cent down, no money down, and budget contracts.

We are always looking to grow our propane business here at W & H Coop. If you have any family or friends that you think may be interested in the same great service we provide you with, please reach out to our sales team. 515-302-1797.



## C-STORE

W&H Cooperative had DEF at the pumps at both Fort Dodge Ampride and Humboldt Ampride.. W&H Cooperative wanted to provide an easier way for our customers to fill your DEF tank and no longer have to mess with those plastic jugs. This upgrade not only provides ease of use to our customers but also provides a GREAT price - only \$2.99 per gallon! That is a whole \$2.00 cheaper than the nearest competitor. Stop in to the Fort Dodge and Humboldt Ampride and buy a great product at an even better price!

