

## Heartland Cooperative

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Agricultural Business Major  
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Scouting Intern 2015



My name is Whitney Goslar and I am currently finishing up my final semester at Iowa State University. I have had 3 internships with Heartland Cooperative in 2 different locations. In the summer of 2013 the first location I worked at was between Rippey and Redfield, Iowa. Then the next 2 summers in 2014 and 2015 I worked in Randall, Iowa.

During both of these internships I learned a lot of different agronomic tasks. Majority of the time I would scout fields, which involved; checking for diseases, insects, and making sure there was ideal growth patterns throughout the field. Scouting fields was something that I learned so quickly because I was doing it by myself hands-on. We had a plot in Randall that I was very involved with every day also. I would keep it clean from weeds, the grass mowed every week, and along with making sure all of the variety numbers were performing. Putting up field road signs for multiple different seed companies was also something that kept me very busy every summer. It was also important for me to take tissue tests, soil samples, and yield checks.

I was very involved with the customers/growers. Throughout the summer, checking their fields, I would write everything down and give them a report on what I saw and I would also bring back samples to the office to show the Agronomist. Making cold calls to customers is something that can be used for every job that every student should learn to do in an internship. Making a recommendation to the grower was also something I did in assistance to the agronomist.

I also worked in the office during two harvest seasons in Randall. I ran the scale and the probe when wagons and/or semi trucks came with grain. I would be accountable for making each customer delivery numbers, sending them to the correct pit, along with doing everyday office duties. I enjoyed working with the grain department in the fall, because it gave me a sense of how the farmers crops did throughout the summer, which made me feel like I accomplished a lot scouting their fields.

Overall, my experience as an intern with Heartland Cooperative was a knowledgeable experience that helped me learn a lot. I learned a lot not only about agriculture, but also about myself. It made me more aware of what I want to do when I graduate in May.