



December 2024

ATTN: W&H MEMBERS

Our annual meeting will be held on 12/11/24 at River Valley Orchards, 1645 220th Street, Humboldt, Iowa 50548
Arrive at 11:30am, dinner served at 12:00pm, meeting to follow dinner

AS I SEE IT —JOE MERNKA, GENERAL MANAGER

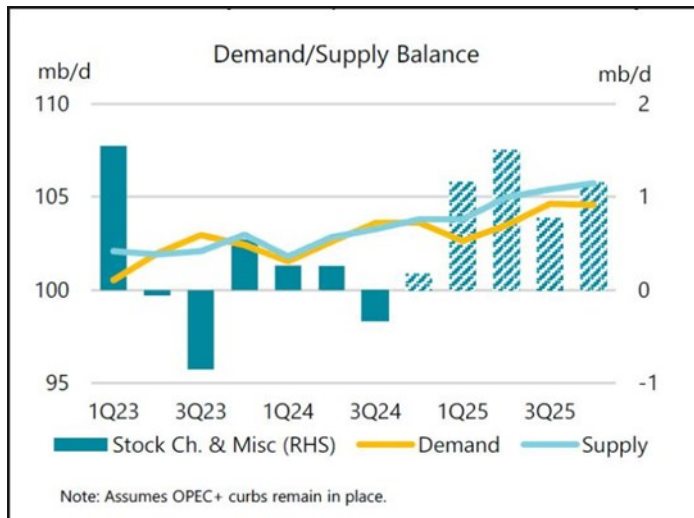
Happy December W&H Patrons! If I do not have a chance to talk with you before then, have a Merry Christmas and a Happy New Year!

Market Update:

I think many of us in the industry were awaiting the election results on November 5th to see what kind of impact that would have on the energy markets. The very next morning, crude dropped and took fuel pricing with it. Since then, crude has held pretty steady in the upper 60's and fuel in turn has been relatively flat. Here is an interested clip from a supplier:

The International Energy Agency forecasted global oil supply will exceed demand in 2025 even if cuts remain in place from OPEC+. The dollar surged to a one-year high and headed for a fifth-straight daily gain fueled by higher yields and President-elect Donald Trump's election victory in the United States.

Below is a chart that another supplier shared with me showing a similar prediction. This could mean that a Jan – March time frame is looking again to be the best time to contract fuel as well as take a fill.



Propane remains flat as I believe it is waiting on the demand to increase with colder weather for a spike. It would be a good time to top off your tank if you do not have a contract in place, unless you can make it thru to the spring/early summer timeframe.

PROPANE

Warm thoughts and a very merry Christmas from the propane department. Our drivers have been busy out getting everyone topped off before the super cold weather arrives. If you haven't had a fill yet, and would like one, please give us a call today. While we can't predict what kind of winter we will have, we can always help you prepare for it. As a friendly reminder, it would be helpful to your driver to clear a path to your propane tanks, please and thank you!

Also, as always, we are looking to expand our business here at W&H Coop. If you know someone looking for the same great service we provide you with, please give our sales team a call. 515-302-1797. We have several tanks available to lease. We also want to remind you that the days start getting longer after December 21st. Hang in there, brighter days are ahead!



C-STORE

Happy Holidays from W&H convenience stores! We wanted to take this time to give thanks to all of our loyal customers for their patronage this year. From all of us to you and yours have a safe and Happy Holiday season!



LUBRICANTS



If you haven't seen our bulk oil totes available, please check them out. These can stack for multiple items, cleaning up any shop. While the clear container allows you to easily see your lube levels to prevent you from running out in the middle of a project!