

Greetings Valley Coop Patrons! Here at the Coop, activity has been at a high pace as we prepare for seasons to change and the next harvest to get here. It's hard to believe that the summer is almost over, the kids are back in school and the days are getting shorter. This summer has been for the most part fairly mild with timely rains coming in time to be beneficial to the fall crops. With the milder temperature and rains keeping us out of drought conditions, I am optimistic about not having any aflatoxin issues in the upcoming corn crop. The pesky sugar cane aphid has yet to make an impact this year as well, so the milo crop should be made smoother as well.

Current trade conditions, especially with China, has been a hot topic this summer since the last newsletter. I had the opportunity to attend a "town hall" meeting with the United States Secretary of Agriculture, Sonny Purdue, earlier this summer. In his visit, he spoke of the trade imbalance with China and the President's plan to make the playing field fair. Unfortunately, the ag industry usually takes the brunt of the pain in trade wars like this as commodities are a quick and easy target to go after initially. We may be in for a lengthy fight before this trade conflict is resolved, but hopefully this will ultimately lead to better marketing relationships and fairer prices and trade conditions.

With fall harvest approaching, I did want to make note of some things to be mindful of. First, make sure that you are staying in contact with your Valley Coop branch locations as to your harvesting plans so that we can be there to serve you. This is especially important in the evenings, so we know when to expect your loads coming to the elevator. We have a very committed staff that understands the farmer's desire for the coop to stay open at night until the farmers are done cutting, the coop employees just need to know if you are coming in.

During wheat harvest, Valley Coop initialized locational basis for the first time, and the fall crop prices will follow suit this fall. Locational basis means that the cash grain prices may be different at the coop locations based on grain market demand. This locational basis strategy has enabled the coop to be more competitive with area grain companies and to increase cash grain prices to the farmer. Many things effect the basis at locations, including proximity to end users, terminals and rail loading availability. Lastly, with space and storage, we will be taking all crops at all locations with the exception of no milo being taken at Winfield and New Salem. The coop has done this in order to shift wheat bushels for storage to Winfield and New Salem and free up more space at the other locations.

I wish all of our patrons a prosperous and safe fall harvest. Please let me or the location managers know of any issues that arise during harvest, feed season or during planting. I look forward to working with all of you during a busy fall season!

Cooperatively Yours,

James L. Jirak
General Manager



**Valley Coop, Inc. will be closed
Saturday September 1st and
Monday September 3rd other
than for harvest activity.**

“Change is hard at first, messy in the middle and gorgeous in the end.”

-Robin Sharma



Greetings Valley Coop Patrons! My name is Trent Amen and I am thrilled to introduce myself as the new Agronomy Department Manager for all locations of Valley Coop. I joined the Valley team in May of 2018 and for the past few months I have been operating a sprayer, primarily at the Hackney location.

With past experience, I have applied over 300,000 acres in my career. I am originally from a small town in Western Nebraska where my father climbed the agronomy ranks just like I am; beginning as an applicator, and eventually moving to management and full time agronomist roles. It is safe to say that agronomy is in my blood. I have a strong passion for quality service and have spent my life preparing for the opportunity to lead our Valley Agronomy team.

My top priority will always be quality of service and affordability. I am putting together a team of qualified applicators, agronomists and tender drivers that have that same goal in mind. I will be developing our team in the coming months. I want to work on our timeliness to accomplish spray orders faster and make sure that our team has the best training and application equipment available.

With quality of service, comes the need to manage our operation more effectively. This is why I am exploring the option to combine all agronomy operations between our Hackney and Kellogg branches, while Atlanta will remain the same. Hackney will most likely be the primary location for our operations, although dry fertilizer application will remain in Kellogg. I feel that this change will help us in multiple ways.

First, the Kellogg team does an amazing job with feed. I want to free them up to focus on feed as their primary objective. We will still utilize Kellogg as a satellite location to store chemical, anhydrous and fertilizer. We will also be able to fill water and load our sprayers when we are servicing our customers in the Kellogg/Udall area.

Hackney will become the primary location, and all spraying will be dispatched by me directly. With the addition of larger scales in Hackney and the leadership of Lee Wingert, basing agronomy operations out of Hackney seems like the best option. Nothing has been finalized at this time.

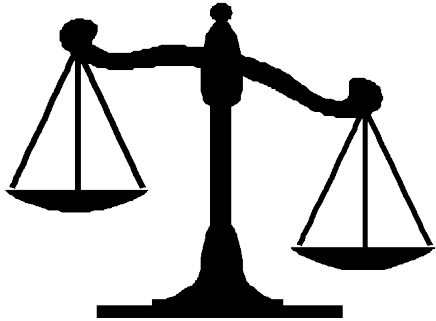
I know that in tough economic times, pesticide and application prices are always a major concern. I have been meeting with our local chemical representatives and am exploring cheaper options. Luckily, since the majority of chemicals are off patent, we can explore generic products. Generics don't always offer the same guarantee as a branded product, but the prices can be significantly lower. Like previously mentioned, I am in the beginning phases of exploring generics. No formal decisions have been determined at this time, but I anticipate being able to sell and apply multiple generic products.

Once again, it is my pleasure to have been granted the opportunity to lead our agronomy department. My intentions are to share my thoughts with all of you and help us to become more affordable and effective. I am always open to any and all suggestions that our loyal patrons have to offer. Please feel free to contact me at anytime, day or night, and I will be more than willing to openly discuss my thoughts in more detail. My number is 620-660-3814 and my office is in Hackney. If you would like the chance to meet me then please contact me and we can meet at your earliest convenience. I always appreciate the opportunity to meet face to face. I will travel out to your farm and spend some time getting to know you!

Thank you for your continued support! I look forward to working with you in the future.

Trent Amen
Agronomy Department Manager

New Scales Ready for Fall Harvest



Over the summer Valley Coop tackled scale projects at two locations. This past fall harvest, the New Salem scale sustained damage and had to be patched and recertified until work could be done in better weather conditions. The Valley Coop board decided to take the opportunity to upgrade two of the coop's locations scales to better serve the members. In July, work started at both the New Salem and Hackney locations in order to complete the scales between the time of wheat harvest and fall harvest. First, the New Salem scale was demolished and prepped to have the old Hackney scale transplanted to that location. Widening at the Hackney location was done while the new Hackney scale was being shipped to the location. When the new scale arrived, the old Hackney scale was taken out and the new scale replaced it. The old scale was then transported and placed at the New Salem site with completion being done on August 22nd. Now Hackney will boast a 80'x14' scale which will accommodate the coop's spray equipment better and New Salem will now have a 80'x12' above ground scale, doing away with issues of having a pit scale. Both scales now have external weight displays for inbound and outbound trucks. Hammel Scale of Wichita, KS handled the placement of the new scales. The employees and board of directors are excited for the patrons of Valley Coop to use the new scales for the upcoming fall harvest and for many years to come!

HAVE YOU HEARD THIS ONE?



A man owned a small ranch in Montana. The Montana Work Force Department claimed he was not paying proper wages to his help and sent an agent out to interview him. "I need a list of your employees and how much you pay them," demanded the agent.

"Well," replied the farmer, "there's my farm hand who's been with me for 3 years. I pay him \$200 a week plus free room and board. The cook has been here for 18 months, and I pay her \$150 per week plus free room and board. Then there's the half-wit. He works about 18 hours every day and does about 90% of all the work around here. He makes about \$10 per week, pays his own room and board, and I buy him a bottle of bourbon every Saturday night."

"That's the guy I want to talk to, the half-wit," says the agent.

"That would be me," replied the Rancher.

Hackney News

For those of you that haven't heard, my name is Lee Wingert and I am the new branch manager at the Hackney location. I come from a farming background and have spent my whole life in Cowley County. We have our elevator up and ready for fall harvest, and have already started taking in corn. So far, test weights and moisture have been good on the corn and we have even taken in some milo.

Our feed mill is up and ready for the feed season. If there is anything we can help you with on your feed needs, please let us know.

We hope everybody has a safe harvest.

Hackney: Lee, Jimmy, Jeff, David, Jacob and Judy

PLEASE have your truck drivers make sure the correct name and/or farm names are on the scale ticket **before leaving the scales**. If you have farm name changes- landlord splits – or new farm accounts, please call us ahead of time so these changes or additions can be made onto the system and be up and running when harvest begins. When the trucks are coming in fast and furious- and the bookkeepers are trying to keep caught up posting tickets, there is always a possibility of a posting error and the only way we can check it is to have the ticket verification done by each producer. It is much easier to correct a problem “sooner” than “later!” **PLEASE call or come in to verify your grain tickets when you are finished!**

Location Contact Information

Atlanta: 394-2290

Burden: 438-2314

New Salem: 221-4290

Kellogg: 221-0154

Hackney: 221-4370

Winfield: 221-2079

Main Office: 221-4343

General Manager (James's Cell): 218-1189

Kellogg Comments

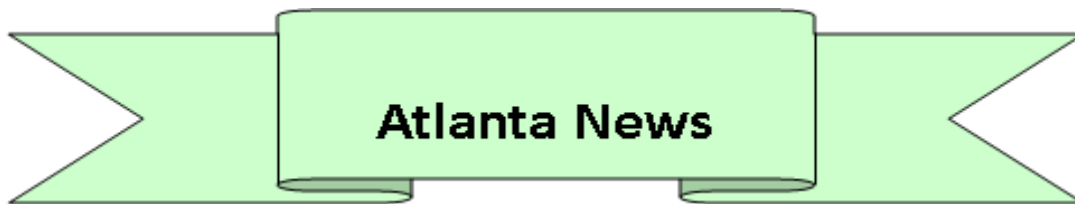
Kellogg had a busy summer with a steady flow of feed being made. A lot of spring crops were planted and very busy with a lot of crop spraying. The rains started late and the grass and field fertilizing starting late.

It turned out to be a better wheat harvest than expected due to the late rains with the bushel weights staying up. Now, here at Kellogg we are getting ready for a promising fall harvest with the crops looking very good right now. Let us know what we can do to help you with your fall harvest needs.

The nugget booking season has begun at the first of August. We have about half of the nuggets booked that were booked last year already. This will be a year to be definitely thinking about locking in your prices for the winter nugget feeding months. The markets, grain and DDG, are very unstable this year. It doesn't look like the prices will be as low as they started out last year. Give us a call to book your nuggets and lock your prices in.

We greatly appreciate your business.

Thanks from the Kellogg Crew



As the kiddos head back to school, we are heading for another fall harvest. The guys have been very busy getting the elevator ready. We have had Leaming Construction here several times making sure this elevator is in tip-top shape to store your commodities.

The crops are really looking good in this area. We have had ample moisture, at the right times. We are just now starting to spray for the pod worm in soybeans, so keep an eye out in your fields for damage. The same worm that bites the pods in beans, gets in the milo and eats the berries out of the heads. It would be a good idea to check both crops if you have them.

The tire shop is busy as always with lots of repairs and new tires going out every day. The other branches at Valley Coop are also taking advantage of our nice shop facilities, for maintenance work on their trucks. Better maintenance hopefully means less repairs in the future.

Thank you for your business. Come see us soon. Have a safe and bountiful harvest.

The Atlanta Crew: Darren, Jimmy, Andy, Paul, Todd and Terri



Chef Adrian's Granola

Recipe Shared by Ingrid Elam

2 cups oats
1/2 cup brown sugar (packed)
Dash allspice/nutmeg
1 tsp. cinnamon

Dash salt
1/2 cup chopped pecans
1/2 cup salted butter
2 Tbsp. honey

Preheat convection oven at 300 degrees F. Mix dry ingredients. Melt butter and mix into dry ingredients. Add honey and mix well. Spread single layer on cooking sheet. Cook approximately 20 minutes or until done.

If desired, add your favorite nut, dates or dried fruit. Be sure to add dry fruit after cooking. Makes a great topping for yogurt.