



Vision Newsletter

January 28, 2019

PRODUCERS - PLEASE HELP US UPDATE YOUR FARM AND FIELD INFORMATION

Ag Valley is currently in the process of simplifying our Patron Account structure to provide more streamlined reports such as Proof of Yield Statements. This process involves gathering information about the various fields that you use for Proof of Yield Statements as well as the splits that you use on inbound tickets.

We ask that in the upcoming months you stop into your local Ag Valley elevator and review this information with us. You could also bring in the reports you get from your FSA office that show this farm and field information to help us update our system.

Please contact Charla Werkmeister at 308-362-4228 or Janelle Schoen at 308-927-3681 with any questions. Thank you for your cooperation!

Notes from Kent Taylor – General Manager

Introducing Kirk Nielsen – Agronomy Division Manager



To all of our patrons, it is my pleasure to introduce the Agronomy Division Manager for Ag Valley Cooperative, Kirk Nielsen. Kirk is not new to our co-op, as he has been within the Agronomy Department for over eight years. Kirk has been a seed specialist, a Master Agronomy Advisor (partnered with Winfield United) and most recently, the sales manager overseeing all the agronomists within the company. What is new, is his role leading this important area of the business. During this transition, I have appreciated interacting with Kirk. Our dialogue has been constructive concerning our co-op and his outlook for the future of the agronomy division.

Kirk's thoughts:

I want to be able to service our customers, and the customers of the future, as the role of the co-op within their operation changes. We should be able to provide what the producers need to make their businesses profitable. Our goal is to be committed to service and serving the producers in the way that they desire.

I welcome Kirk to his role as Ag Valley looks forward to working with customers today and finding innovative solutions for the future.

Thanks to the Board of Directors

I want to take a moment and personally thank the fifteen individuals who serve you as directors for Ag Valley Cooperative. These board members take time away from family and work to attend board meetings, training sessions, visiting locations and other duties that come up. The Ag Valley board has members representing you from a large geographical area. From Big Springs in the west, North Platte to Norton and Orleans in the east. The co-op has twelve elected board members, who serve three-year terms, and three associates who are appointed. The co-op's directors are listed on our website. Go to www.agvalley.com, then look under the "About Us" tab, which will lead you to the page with their pictures. Gentlemen thanks for your time, your desire for continued success for Ag Valley and belief in the cooperative system.



It's been a year already?

Wow, 2018 was a fast year! One that I will remember for a new job, meeting new coworkers and serving new ag producers. And now it's 2019! Ag Valley is a great co-op and it is my continuing pleasure to work for you. I may not move siphon tubes anymore, as I did when I was young, but I am still a farmer at heart.

-Have a great day -Stay Safe! God Bless,

Kent

Calving Season Readiness – Jennifer Gigax, M.S., Livestock Production Specialist



Calving is right around the corner for many producers- are your cows ready? A good mineral program, along with a correctly balanced diet, is essential to a smooth calving season and good breed back. We carry several options when it comes to mineral and any of our sales people would be happy to help you select the right one for your operation. One note, if you are calving on corn stalks, I highly recommend feeding a high mag mineral to prevent winter tetany.

I am seeing a lot of low-average to poor quality hay this year and I HIGHLY encourage all producers to test their feed stuffs! Knowing what you have goes a long way to making a good feeding plan. Our feed sales people are always here to help you and will work with you to formulate the correct diet for your cows to ensure your best calving season yet! Give us a call today!

Jennifer Gigax- 785-259-6496 Norton, KS, Cambridge and Oxford, NE
Richard Bollman- 308-289-1111 North Platte and Big Springs, NE
Danny Hetjmanek- 308-920-0629 Maywood, NE

Energy Updates – Leigh Zodrow, Energy Division Manager

We are half way through January and there is still time to get in on the Gift Cards for Gallons promotion from Cenex on your bulk oil needs. For every 125 gallons of qualifying product purchased you will be eligible for a \$50.00 Visa gift card. Also coming down the line is a price reduction on the Superlube TMS 15w40 and Quicklift HTB products Effective January 21, 2019. That still leaves just over a month to get your oil needs taken care of and get a great savings on your lubricant needs for the year while earning a bonus gift card. On the fuel side of the markets we are seeing great values currently to lock some or all of your needs for the upcoming farming season. Levels have come up just a bit from their lows set just before the end of the year in 2018. They are still well under what most all producers paid in the 2018-time frame. If you still need to lock in fuel for the year, contact one of our fuel salesmen or feel free to call the Edison office and David or myself will be glad to help you out.



Ag Valley Cooperative
Grain Marketing Meetings 2019
Featuring Guest Speaker: Jim Warren
Grain Analyst with CHS Hedging, Inc

<p>Wednesday, February 27th:</p> <ul style="list-style-type: none">• North Platte, NE (lunch provided) Noon – 2:30 pm Holiday Inn Express Julie– North Platte contacts (308) 534-7636 • Cambridge, NE (dinner provided) 5:00 pm – 8:00 pm Cambridge Community Building Michelle Proud –Bartley contact (308) 692-3444	<p>Thursday, February 28th:</p> <ul style="list-style-type: none">• Edison, NE (lunch provided) Noon – 2:30 pm Edison Community Building-927-2220 Jane Ridpath– Edison Main Office contact (308) 927-3681 • Norton, KS (dinner provided) 5:00 pm – 8 pm Eagles Club Todd/Susan – Norton contact (785) 877-5131
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Please RSVP to the contact person associated with each location by February 16th, 2018

Planning Ahead for February and March – Nick Brandyberry, Agronomy Sales

With the wet winter weather our area has experienced so far, Ag Valley Co-op would like to extend our delayed billing and reduced application rates on dry fertilizer through the month of February. With the possibility of another short application window in the spring, please take advantage of the frozen ground or dry periods to save some money on this process. We want to work with you, our customers, to get things done in a timely manner.

With February and March right around the corner, it's also time to start preparing for the top-dressing season for wheat acres. Contact your local Ag Valley agronomist to discuss fertilizer, chemical and fungicide options that would benefit your acres.

Follow us on social media!



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