



# Vision Newsletter

October 28, 2019

## Notes from the CEO – Jeff Krejdl

Soybean harvest is mostly complete, and I want to take this opportunity to say thank you for business. There was a market for soybeans this year, and at this point, we have loaded most of the soybeans and shipped them into the marketplace. The rest of the beans have been tucked away, and we are getting ready for an aggressive corn shipment schedule. While the weather and the ability to ship those soybeans this year was better than last, we still faced some challenges in terms of space at the elevator and the timing of rail freight. I appreciate you working with us and your patience as we waited for those trains to show up.

I know that things are busy with harvest, but now is the time to be thinking about your seed and crop input needs for next year. If you have not already been contacted by one of our agronomy team members, they will be around to visit with you about what your options are for locking in some of those needs for next year. If you happen to miss their visit, please do not hesitate to give any of our locations a call and they can put you in touch with our Agronomy department.

I would also encourage you to keep in touch with our energy department concerning your fuel needs for this fall and next spring and summer. The fuel market has been extremely volatile the past several weeks based on the uncertainty of the economy and demand for oil worldwide. That volatility may create an opportunity for you to lock in some of your fuel needs. Please give Leigh a call in Edison with any questions.

As we move into feed season, Rocky and his crew are ready to assist you as you wean calves and move your cattle to cornstalks. Rocky can be reached in the Maywood office and would love to visit with you about your feed needs.

In closing, I again want to say thank you for your business. We know that we would not exist without you and your business, and the rest of the employees of Ag Valley Coop and I are thankful that you allow us to assist you with your farming operations. We may not do everything perfectly, but our goal every day is to help make your operation run smoother. I would welcome the opportunity to visit with you, so please give me a call or stop in Edison and let me know what we can do to help make that happen.

## Answer Plot Harvest Wrap-Up



The Cambridge Answer Plot had a successful first year! With several classroom visits and grower meetings, Dale Cramer and the Ag Valley agronomists were able to share the research that is being conducted at the plot.

Like the planting process in the

spring, harvest is completed with a Wintersteiger combine. This machine is able to harvest two trials at once and collect the field data within the combine. This data then gets reviewed by Winfield United before getting released to help producers determine their plans for next spring.



The results from the Cambridge Answer Plot are in from the soybean trials and the corn results will follow soon. Contact your agronomist to see these local results!

Thank you to everyone who came to visit the Answer Plot and we hope to see you next year!

## Introducing Brian Huss – Agronomy Sales Manager



It is our pleasure to introduce Brian Huss, Agronomy Sales Manager! Below are some of his thoughts that he shared with Katherine:

*I am originally from Iowa and have spent most of my career working in chemical retail, agronomy sales, seed management as a DSM and precision agriculture. Agronomy has become more technical and every product application has a reason behind it. I'm looking forward to working with the sales staff and meeting our growers to show them that Ag Valley is a valued supplier that can help take their operations to the next level.*

We are excited to have you join us Brian, and good luck in your new position! Everyone, when you have the chance, be sure to welcome him to the area and introduce yourself.



October is National Co-op Month.

**Types of Co-ops:**

Agriculture  
Energy  
Healthcare  
Housing

Credit Unions  
Grocery/Food  
**And more!**

Did you know that October is National Co-op Month? This year's theme is "By the Community. For the Community." There are more than 64,000 co-ops in the United States! For more information, visit [www.coopmonth.coop](http://www.coopmonth.coop)

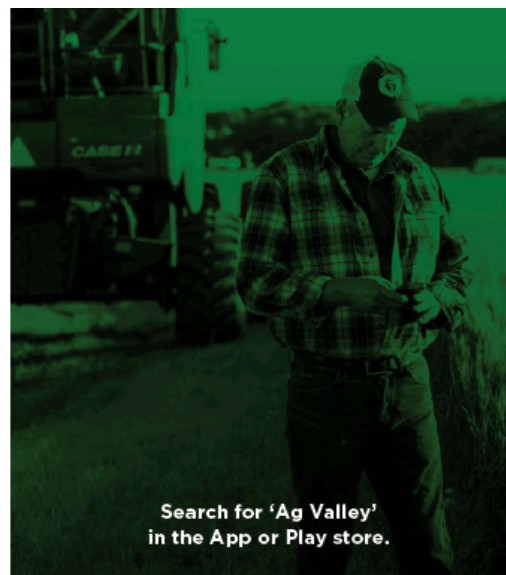
## YOUR BEST HARVEST STARTS HERE

Ag Valley Co-op app provides real-time harvest information from us to better serve you.

**Cash bids, Contracts, Tickets, & More  
All in the palm of your hand**

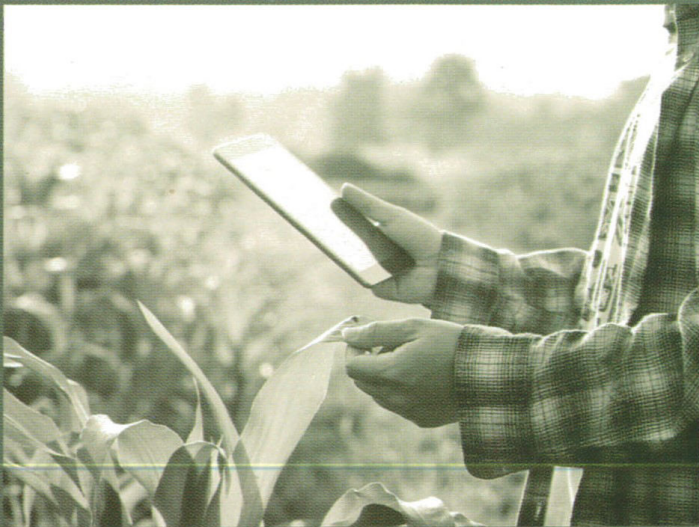


POWERED BY **BUSHEL**



Search for 'Ag Valley'  
in the App or Play store.





## PRODUCTION AG LOANS

CFA offers the following Production Ag Loans in partnership with your local cooperative:

- **Simpli-Fi by CFA:** Production Ag Loan up to \$350,000 to finance all of your agronomy purchases from your cooperative. A simple, one-page application is all you need to start the loan process with CFA.
- **Input Advantage Loan:** Complete Financing Option for all of your farming operations up to \$4,000,000. The loan process starts with a short, two-page application and submission of requested financial information to CFA.
- **Grain Inventory Loan:** Additional Source of Operating Capital from CFA while you wait to market your grain post-harvest. Loan application and loan documentation is required.

## LOAN BENEFITS

- One loan for all Production Ag products purchased from your cooperative
- Easy application process and fast approval
- Loan maturity option to match your commodity marketing plans
- Online access to your loan account information with electronic payments available
- Competitive interest rates
- One-stop financing option sponsored by your local cooperative

**Visit with your local cooperative and learn how you can create a successful Input Finance Program with CFA.**

**We look forward to servicing you!**



**www.cfafs.com**  
**816-241-4200**

**Contact Penny Lingg— CFA**  
**Certified Lender for Ag Valley**  
**plingg@agvalley.com or 800-228-1352**