



Vision Newsletter

June 26, 2018

From Kent's Desk

Welcome Katherine Mundorf

It is my pleasure to introduce you to Katherine. She began her role as Public Relations Director for Ag Valley Co-op on May 21st. I asked Katherine to give us some information about herself and what led her to Ag Valley.



I am incredibly excited to begin my post-college career with Ag Valley Co-op after graduating in May with a degree in Agricultural and Environmental Sciences Communications. (Go Huskers!) Moving to Holdrege after living in Omaha and Lincoln my whole life has been quite the change, but the people here have been so welcoming and helpful. During college I was a communications intern for the Nebraska Agribusiness Association and the Nebraska Pork Producers Association

and I look forward to applying the skills I learned to my new position representing the Co-op.

Katherine, it is great to have you on board at Ag Valley Cooperative. We welcome you to our "little corner" of the world and wish you the best in this new stage in life.

Holbrook Station Closing

I wanted to reach out to you with the news of a recent decision affecting one of our locations. After reviewing the sales trends and personnel needs required for the Holbrook station, we have decided to close it on June 15th. This was a choice made with input from both management and the board of directors. Glenn and Mike will be reassigned to Cambridge. They did a fine job there and we appreciate their hard work. All the services previously provided at the Holbrook station (tires, automotive service, feed, etc.) will be offered at our Cambridge location. The fuel pumps will remain available for gas/diesel purchases 24 hours/day by using Ag Valley Local Cards or Credit Cards.

This was not an easy decision, but we are committed to conducting business across the cooperative in a profitable manner. This does not affect the Holbrook grain facility, as all services currently offered there will remain the same.

Katherine's Chatter

Welcome Kent Headley

I had the privilege of interviewing Kent this week about his new role as Big Springs' location manager. I asked Kent to tell us a little more about himself and his journey to this position.



I grew up in Big Springs and I have been with Ag Valley for about six years now. I started as a scale boy, weighing the trucks coming in and out, joined the safety team and worked hard to make my way to location manager, and there is still a lot to learn! I'm excited for the opportunity to learn from Kevin before he moves to Edison in July. My wife of 17 years, Stacey, is a teacher in Ogallala and we have two children McKenna (16) and Mason (13). Since we are so close, we love to spend time on jet skis out on Lake McConaughy and being outside together. I am excited for this new opportunity and I hope to be with Ag Valley for a long time.

It was great to meet you Kent and good luck in your new position! Everyone, when you see Kent, be sure to congratulate him on this new change in his career. We are excited for all the ideas he will bring to Big Springs.

Swheat Scoop



sWheat Scoop is a brand of kitty litter that utilizes low protein wheat as the basis of all-natural litter. This innovative litter claims to clumps easier, is flushable and helps negate odors. Big Springs location manager Kent Headley noticed a truck headed towards Minnesota with the low protein wheat and happened to ask what the wheat was going to be used for. He then learned about sWheat Scoop that is manufactured in Detroit Lakes, Minnesota by Pet Care Systems. "You never know where our products are going when you ship them out," said Headley, "it never hurts to ask because you might be surprised." Headley now tries to make a habit of asking where the trucks are headed to learn more about impact on other industries.

To learn more about sWheat Scoop, visit <https://www.swheatscoop.com/>

Orleans Construction Update from Gordy Lange



The project at Orleans is moving forward at a pace which is a little slow due to excess rain. The pilings are complete for all three bins with the pile cap being complete on bin #1. The outer walls on the above ground tunnel on bin 1 should be complete by Friday (6-29-18) with backfilling to start the following Monday. The expectation would be to have the first one backfilled by the end of the week to be ready for the cap and soon after that to start on bin #2 to repeat the process.

Tips from the Grain Department

Our grain division employees would like our customers to be reminded to make sure that their grain trailer hopper traps are operating smoothly prior to wheat harvest. Having their equipment in good working condition prevents employee shoulder and back injuries and thereby insuring that we have a full staff at each elevator to unload trucks. Secondly, it keeps the truck unload lines running smoothly by decreasing unload times.

AG VALLEY COOP

WHEAT HARVEST 2018

TEST WEIGHT DISCOUNTS:

.02/LB 59.9-59

.03/LB 58.9-58

.05/LB 57.9-56

.06/LB 55.9-54

.07/LB 53.9-52

.08/LB 51.9-50

.09/LB 49.9-48

.12/LB 47.9-46

.15/LB 45.9-45

MOISTURE:

13.6-15.5 – 2.5% per point shrink

15.6 and above 3.5% per point shrink

DOCKAGE:

All dockage deducted from gross weight

****Additional Discounts (Taken at settlement****

1.1% - 2.0% 3 cents each ½ pt

2.1% - 3.0% 4 cents each ½ pt

3.1% - 4.0% 5 cents each ½ pt

4.1% and above – 6 cents each ½ pt

FOREIGN MATERIAL:

0.6% – 1.0% 5 cents per bu

5 cents per bu each ½ point above 1.0%

Cumulative Test Weight Discounts

59.9-59 = .02

58.9-58 = .05

57.9-57 = .10

56.9-56 = .15

55.9-55 = .21

54.9-54 = .27

53.9-53 = .34

52.9-52 = .41

51.9-51 = .49

50.9-50 = .57

49.9-49 = .66

48.9-48 = .75

47.9-47 = .87

46.9-46 = .99

45.9-45 = 1.14

STORAGE RATE: .0013/BU/DAY

15 DAY GRACE PERIOD

DELAYED PRICE PROGRAM:

STORAGE RATE .00117/BU/DAY

30 DAY GRACE PERIOD

Bushels in open store are not allowed to be applied to a Future Delivery Contract.

****ALL DISCOUNTS SUBJECT TO CHANGE WITHOUT NOTICE****

****SETTLEMENTS MADE ON A LOAD BY LOAD BASIS****

****Please check name and commodity on ALL tickets****

****Please take the time to update any account changes prior to delivery of grain to keep the lines moving efficiently****

AG VALLEY LOCATIONS NUMBERS

NEBRASKA LOCATIONS

Edison 927-3681

Or 800-228-1352

Bartley 692-3444

Holbrook 493-5690

Maywood 362-4228

or 800-233-4551

Big Springs 889-3323

Orleans 473-4075

North Platte 534-7636

or 800-303-7636

Eustis 486-3221

Wilsonville 349-9001

KANSAS LOCATIONS

Norton 785-877-5131