



VISION



What's Happening at Ag Valley

Jeff Krejdl



I hope that everyone had a Happy Thanksgiving! The holiday season seems like it comes around faster and faster every year and is gone before you know it. It has been a hectic fall season, and I hope that you were able to take some time to reflect on everything that you have to be thankful for. I know Ag Valley Coop is thankful that you allow us to continue to serve you and help you be successful on your family farms. That is why we exist and we are extremely grateful for the opportunity to continue to work with you.

By all accounts, the harvest season has been a successful one for Ag Valley Coop. The late start to harvest, coupled with the shipment schedule Tim has been able to keep, has allowed us to continue to handle the crop as you have brought it to us. It appears that we will handle fewer bushels than we did last year, but I know that many of you still have corn to harvest. We will still have plenty of grain on the ground this year. We have been working diligently to get those open ground piles and bunkers tarped and tucked away before the winter weather sets in. Through last week, we had tarped about 8.5 million bushels and we are working this week to tarp some more. We have had good weather this fall that has allowed us to get that corn covered before it was exposed to any moisture. Everyone at Ag Valley understands the importance of protecting those assets and we all pitch in to make sure we get those piles covered in a timely manner.

The new bunkers in Edison are complete and are just about full. The construction on the new bin continues as well. They have been working on the roof structure and should be finished with that this week. They will then be able to start going up with the bin. Barring any weather complications, it should be completely done and ready for use by January 1st. It will be a blessing to have that bin back and in operation as we begin picking up ground piles.

Edison was extremely busy this harvest. Between all of the construction going on and you delivering grain, we had a lot of truck traffic going everywhere. We appreciate your patience and your willingness to work around the construction as you delivered your grain to Edison. It was not an ideal situation, but with your help we were able to keep things flowing pretty smoothly. Thank you again for your business!!

Our agronomy team has been extremely busy trying to position Ag Valley Coop in the marketplace as you begin the process of locking in your inputs for the next growing season. The fertilizer market continues to be extremely volatile and we are constantly looking for the right opportunity to bring in fertilizer at a value that is beneficial for you and for Ag Valley Coop. The crop protection market seems to be following suit and Tim continues to watch that very closely as well. If you have not touched base with your Ag Valley agronomist about your inputs for next year, please consider doing so. We want to make sure that your needs are covered.

You are all aware that Kent Taylor will be taking over as the next General Manager of Ag Valley Coop on January 1st. I hope that you will get a chance to meet Kent and welcome him to Ag Valley Coop.

The time between Thanksgiving and Christmas always seems like it goes by so fast. It is my wish that you have a safe and happy holiday season and that you take some time to spend with family and loved ones and to remember what this joyous holiday season is all about. Again, I want to thank you for your business and continued support of Ag Valley Coop. We know that you have options when it comes to your agricultural needs and we will work hard every day to continue to earn your business.

Thanks and Happy Holidays!



Ag Valley will have grain marketing meetings February 20th-22nd. Will have more info next month as to locations and time. Please feel free to let us know how we can improve the meetings. This year grain marketing will be very important. The CHS Pro Advantage contract allows the grower to diversify their marketing while taking the emotion out of selling. It's a way to take advantage of professional price for a portion of their crops using trading experts with a track record of success especially during times of volatile or low-price commodity markets. Enrollment period for corn, soybeans, and wheat bushels is through December 13th, 2017. Contact Fran at Ag Valley Coop 1-800-228-1352 to get signed up. We have offer contracts available. Offer contracts are free, no obligation contract

Ag Valley Coop

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where we at AVC watch and make grain sales for a customer. The type, amount and price desired to sell grain are agreed to by both parties when this contract is initiated. The delivery period and location are also key elements of this contact established up front. We then monitor the offer and make the sale for the producer when the make reach the need leave to execute the order. Continue to see re-owning the crop via calls (Min Price Contract). Call options are very inexpensive right now due to lack of market volatility. If concerned about the South American crop or to get through the March USDA report, a May call works well. Another option is to lock in the basis (this will stop storage) and wait for the board to bounce higher. The other wild card is with the funds being record short when or will they offset the position? Open interest did decrease last week so that indicates they have already started.

Informa was out last week with acreage estimates for new crop 2018. Interesting to see corn acres increasing to 91.42 mln and soybeans falling to 89.63 mln. Note, if we have trend-line yields next year in both crops, we'll still have ample supply. Winter wheat acres are down to 31.92 mln. The next USDA Grain Reports will be Tuesday, December 12th. This will be the monthly report and no big changes are expected until the January report.

Happy Thanksgiving from the Grain team.

Phone Numbers

Edison	Oxford Ampride	Arapahoe	Bartley	Big Springs	Cambridge
800-228-1352	308-824-3850	877-250-2049	308-692-3444	308-889-3323	866-339-4057
Curtis C-Store	North Platte	Holbrook	Indianola	Maywood Fert.	Maywood
800-416-5795	800-303-7636	308-493-5690	800-762-1589	888-418-4443	800-233-4551
Logan	Norton Fertilizer	Orleans	Oxford	Eustis	Wilsonville
308-636-2929	785-877-5900	308-473-4075	308-824-3431	308-486-3221	308-349-9001
	Norton Elevator	Norton Station	Clayton, KS		
	785-877-5131	785-877-5188	785-693-4522		