



Vision Newsletter

October 26, 2018

Notes from Kent Taylor – General Manager

Derek Billeter harvesting soybeans. Photo courtesy of Kyle Sander

Harvest is here (Part 2)

Oops...Last month I started this newsletter talking about harvest beginning and then shortly afterward, the weather man had other ideas! Snow in the first half of October? Hopefully by the time this comes to you the second half of the month will have been an improvement. I am continually reminded that we live a humbling life in agriculture.

The international effects of trade and tariffs continue to impact all of us across the Ag Valley region. Lately, the grain department has shipped a limited quantity of beans as compared to “normal” years. We have shipped some corn and the slow start to harvest made for a scramble to get bushels in place. Regardless of politics, we hope for a return of strong export markets. The volatility in the commodity markets provide challenges to all of us in rural America. We have certainly been through challenging times before and we will make it through these as well.



Long Hours

Every month I always close by reminding all of us to stay safe. This hit home for me lately as one of our area farmers was severely injured in a 4-wheeler accident. He has a long road of recovery ahead of him; his life was changed in an instant. We are all praying for his recovery. With the long hours that come with harvest please take the time to protect yourself and others. Have a great day & **Stay Safe!**

God Bless, Kent

Katherine’s Chatter – Public Relations

Be Successful with Ag Valley Co-op Seed – Kyle Sander, Agronomist

Ag Valley would like to make our owner members aware of our seed brands that we have to help you achieve profitability on your farm. The Ag Valley Co-op agronomy department has Croplan, Dekalb, Asgrow, Mycogen and NK Seed brand options for our producers. We would like you to instill your trust in our agronomists with your seed selection the way you trust us with scouting, fertilizer recommendations, chemical and other agronomic decisions. Our agronomists would like to make you aware that the highest cash discount ends in November and for those interested, we have financing options ranging from John Deere, Rabo and CFA. We would appreciate the time to show you how we place our elite seed genetics with your fertilizer plan, fungicide options and other agronomic practices to best fit your acres. Thank you in advance and have a great harvest!

Harvest Update – Kevin Farner, Director of Grain Division

Harvest is underway and the scales have been busy! Soybeans are almost done and we are seeing very good yields. If anyone is storing soybeans on their farm, please call in for a bid from the grain department. Corn is about 15% complete, mostly dryland so far, with yields comparable to last year. Milo is starting to come into Edison, Wilsonville, Maywood, Bartley and Norton. Ag Valley thanks all of the producers for their bushels and patience while in line for the scale. We hope you have a safe and bountiful harvest!



Orleans Bin Construction Update

The first bin in Orleans is complete and full of corn! It is storing 543,500 bushels and the other two bins will have the same storage capacity. The second bin is currently being filled with corn while the third bin is in the final stages of the jacking process. Corn should be moving into the third bin within the next month.

Know what you are feeding! – Jennifer Gigax, M.S., Livestock Production Specialist

Cattlemen and Cattlewomen:

The abundant rains we have received this year have been wonderful! However, it's also proving to be a double edge sword in keeping you out of the fields, specifically the hay field. Much of the cane in the area was not able to be laid down before it matured and put on a seed head. Due to the maturity of most of the cane being baled up, quality of the hay becomes a concern. **I have only sampled a few cane fields this fall (Norton, KS), but so far, I am seeing below average protein and TDN values. I strongly encourage you to test ALL your feedstuffs for this fall and winter.** Knowing the quality of your feedstuffs is crucial to planning your feeding programs! It is very important to meet protein and energy requirements not only for weaning calves but for the cows next spring when most folks are calving. Feeding low protein, low energy diets to the cows right before calving and through breeding could easily result in loss of body condition and poor breed back.

You have several options when it comes to testing. Some Ag Valley locations have a bale probe that can be borrowed for you to test your feedstuffs. Some university extension offices also have a bale probe that can be borrowed. You can send samples to a lab of your choosing or bring them in and we can send them to the lab that we work with. Our sales folks would be happy to help you interpret your results and can develop least cost rations to meet the needs of your animals and your operation.



NOTE: We will not accept “handful” samples for testing. Samples grabbed from windrows or whole plants that have been cut are more difficult for the lab to process and do not create an accurate picture of

the entire field. Samples must be from a bale probe! A quart size Ziploc type bag about $\frac{3}{4}$ full is adequate.

Photo Courtesy of Jennifer Gigax

Does your starter program stack up?

Weaning time has come yet again and it's time to get the feed wagons and creep feeders cleaned up and ready for the season. With the plentiful rains, calf weaning weights could be the best we've seen for a few years. Now is the time to give your calves a solid start for their next phase of life. Feed technology has seen a lot of changes over the years and we should no longer accept the old thought, "if they just don't lose weight in the first 30 days, that's all we can ask for". Whether you use a feed wagon, creep feeder, or hand feed in a bunk, your local Ag Valley feed sales team is here to help you develop rations and whole feeding programs to give your calves a head start from day one. Give your local sales person a call today!

The Deer are Here!



As harvest gets underway, the deer are getting more active. Take care of these animals with a selection of Purina deer feed! Richard Bollman, one of our feed salesmen, can help you choose the right feed and show you the benefits of having a feeder from All Season Feeders. Contact Richard with any questions you may have!

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