



Vision Newsletter

September 26, 2018

Notes from Kent Taylor – General Manager

Big Springs – Agronomy Changes...

The leadership team and board of directors of Ag Valley Cooperative have been in the process of evaluating our agronomy business in Big Springs. Efficiencies in the agronomy industry are a challenge, especially in today's ever-changing agriculture economy.

An opportunity presented itself for Ag Valley to work with another co-op, Hi-Line Cooperative, to provide agronomic services at Big Springs. Hi-Line is a neighboring co-op, with headquarters in Elsie, NE, that predominantly does agronomy services and has a location nearby at Brule, NE. The two co-ops have entered into an agreement where Hi-Line will lease & operate the agronomy physical assets at Big Springs starting October 1, 2018. This opportunity will offer the products, equipment and personnel that area patrons desire.

Nothing is being closed at Big Springs. The grain will continue to be operated by Ag Valley and the agronomy business by Hi-Line, both operating out of the same location. Patrons in the Big Springs area attended a meeting on September 19th where information was presented and the personnel from Hi-Line were introduced. We strive as a co-op to bring service and products to our patrons in a manner that benefits their individual farming operations.

Harvest is here....



Photo courtesy of Dale Cramer

As I type this, the first loads of soybeans have started to come across the scales. The warm weather is rapidly moving the crop toward maturity, so things will get busy in a hurry. I encourage everyone, whether on the roads, in the fields or dumping at the bin, to please take a moment to be aware of your surroundings and watch out for others. Some long hours are ahead for

all of us. Take a break – keep hydrated and Stay Safe! We want you to return home to your loved ones at the end of each day. Have a great harvest! God Bless, Kent

Katherine's Chatter – Public Relations

Welcome to Ag Valley Christie: Interview with Christie Anderson



I would like to welcome our new credit manager, Christie Anderson, to Ag Valley Co-op! "I'm excited for the challenge of the new job," said Christie. With a background in customer service and sales in radio and newspaper, she hopes these skills will help her in the new position.

Christie grew up in Bertrand and now lives in Holbrook with her husband, the local NAPA route salesman. "We like to fish and hunt, it's our way of life," explained Christie, "and I enjoy cooking what we catch." Christie and her husband also enjoy spending time with and spoiling their nieces, nephews and friends' children.

Welcome aboard Christie and good luck in your new position! Everyone, when you see Christie, be sure to congratulate her on her new position and introduce yourself.

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!

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