



Edge

March 2016



**“Working
for you,
your family
and your
future”**



Managers' Report

Tony Hemann • General Manager, CEO
tonyh@silveredgecoop.com



Dear Members,

In This Issue

Croplan Alfalfa.....	3
Meet Jared.....	3
Employee Spotlight.....	4
Roundup Ready 2 Xtend.....	5
Sioux Steel Company.....	6
Mineral Meeting.....	7
Happy Easter.....	8

Main Office

39999 Hilton Rd
Edgewood IA, 52042
563-928-6419

www.silveredgecoop.com

Locations

• Strawberry Point • Delhi

Mission Statement

"Our mission is to provide superior customer service and knowledge of the many agricultural fields while working with our customers to see them strive for success. We are dedicated to our work and the always changing fields of Agriculture."



With spring quickly approaching, it seems as if there are still a lot of decisions to be made and issues to work through. Plant corn or soybeans? Bulk spread crop nutrients or in-furrow? One or two pass program for crop protection products? Pre-plant or post emergence application for both nutrients and crop protection products? The list goes on and on. We may not have all the answers for you, but our well trained staff of Agronomy and Seed Specialists are ready and willing to help you work through these concerns and develop a program to help you attain the best possible return on each and every acre of your operation. Stop in or give us a call today!

Grain markets are also an issue of great concern. With cost of production greater than return per acre, a marketing plan is more important than ever. As stated before, we don't have all the answers and we can't work magic, but we can help. With the extreme volatility in the markets, having a plan in place with target prices will help you through this difficult time.

Fuel prices are another hot topic. With the extreme glut of crude oil around the world, it would seem that prices should stay in the current range for quite some time, but that can change rather quickly. Any talk or clatter of productivity cuts, supply disruption, refinery maintenance or shut down is enough to make the market jump up. On the other hand, the lack of any of the previous mentioned issues is all it takes to see the markers move lower. The best recommendations we can make at this point in time, is to go into the spring with your barrels full.

Thank you for your business and continued support.

Sincerely,

Tony



Croplan Alfalfa

Bruce Hemann • Seed & Agronomy Sales • bruce@silveredgecoop.com

In my opinion, there is one segment of our seed business that we too often undersell: Croplan brand alfalfa. You will not find a larger portfolio of high yielding, high quality products than the lineup offered by Croplan.

There are currently only three major alfalfa breeders in the U.S.; Forage Genetics, Dairyland, and S&W Seed. Dairyland is owned by Dow AgroScience and S&W just recently purchased the breeding program and genetics of Pioneer alfalfa. So who is Forage Genetics?

Forage Genetics International (FGI) is a subsidiary of Land O' Lakes Inc. If your alfalfa seed doesn't come in a Pioneer or Dairyland bag, there is a good chance it was developed and bred by FGI. FGI has breeding stations in Nampa, ID and West Salem, WI. The scope of research happening in the alfalfa breeding programs at FGI is mind-boggling. They led in the development of the Roundup Ready trait in alfalfa, the new HarvXtra low lignin alfalfa, and have many other projects ongoing, utilizing both conventional breeding and genetic modification.

As a member of the Land O' Lakes family, Croplan gets the first choice from the newest generations of FGI products. There isn't a more diverse lineup of high quality products on the market than the Croplan lineup. Choose from products that feature glyphosate tolerance, potato leafhopper tolerance, and resistance to Aphanomyces and other diseases. Combined with the best seed treatment in the industry and unmatched yield and quality, Croplan alfalfa is in a league of its own.

Contact your local SilverEdge salesperson today to find out how to produce more alfalfa with Croplan.

Meet SilverEdge Coop's NEW Winfield Associate



Jared Reiman, was born and raised near Lawrence, Nebraska on a small family farm and ranch. His father takes care of the farm and livestock full-time, while his mother works as a secretary in Hastings, Nebraska. Jared attended Fort Hays State University where he received his Bachelor's degree in Agronomy. He has worked various summer internships throughout college, including crop scouting the first two summers. The next summer, Jared worked for Winfield Solutions, helping with research trials in the Answer Plot system. This latest summer he transitioned over to a sales internship with Winfield before being hired as a Sales Associate last fall. Jared will work with SilverEdge this year to gain better knowledge of Ag Sales and help support Winfield products, such as Ascend, Max-in micronutrients, tissue sampling, and the R7 Tool.

Employee Spotlight

In every issue of Ag Edge you will find an Employee Spotlight, which will provide you a chance to get to know your Cooperatives employees.



Bruce Hemann as of February 2016, has marked his 14th year with SilverEdge Cooperative. He primarily is involved with sales of seed and crop protection products. Also, he is responsible for overseeing the seed ordering, inventory, and seed treatment. Bruce has been married to his wife Kely (Preuss) for 11 years and they have 3 beautiful daughters: Lydia (9), Claire (6), and Eden (3). Kely is employed by Farmers Savings Bank in Strawberry Point. Bruce explains what he likes best about working at SilverEdge; “#1. Is the

people. Both the co-workers and customers. I get to work with great people every day. #2. Every day and every season are different and bring new sets of challenges and opportunities. This job is rarely boring. #3. I get the opportunity to network with people across the country. I have had the good fortune to meet people from Coops and retailers from all over the U.S. We may have different crops and practices, but we share a lot of the common problems and goals.” Bruce describes what has changed the most in his years of being with SilverEdge; “The life of an average corn hybrid and bean variety is probably 3 years or less, so we have to be on top of our game when selecting seed for our customers, because they don’t have the opportunity to plant a hybrid for 4 or 5 years and learn how it works on their own farms. We have to do our homework and hit the ground running with the latest genetics to stay ahead of the game.”



Darby Jellings, has been with SilverEdge Coop for 12 years as an Agronomy Salesman and Applicator. Darby and his wife, Linda, have been married for 25 years and have 4 kids: Amanda (24) is a special Ed teacher in Dunkerton, Jackie (23) an office manager at Allamakee County Conservation Club in Harpers Ferry, Rachel (21) is a junior at Mt. Mercy studying nursing and David (19) is studying Ag Business at NICC in Mason City. Darby says, “What I like best about working at SilverEdge is the different responsibilities. I enjoy talking to farmers, learning their operations and helping them with their agronomy needs and problems.” He explains that what has changed

the most in his years at SilverEdge is, “Ag technology has really taken off, we are now using prescription fertilizer recs and planting recs more often than not. The size of farm equipment, the price of corn from \$2.00 to \$7.00 and land prices from \$3,000 to over \$10,000 an acre. Also, the average farm size continues to grow and seed traits have really evolved.” Darby also states, “It will be exciting to experience the changes in agriculture the next 12 years.”

Roundup Ready 2 Xtend Soybeans

Bruce Hemann • Seed & Agronomy Sales • bruce@silveredgecoop.com

If you haven't yet, you are about to start hearing a lot about the new RR2Xtend trait in soybeans. After several years of waiting, the new trait, which offers tolerance to the herbicide dicamba, has been approved by China. Chinese approval was the last major hurdle in the export market.

So, what does this all mean to you the producer? Let me run down some things that you need to know.

- Soybean seed containing the RR2Xtend trait is approved for planting in the 2016 growing season. We currently have both Asgrow and Croplan varieties available for sale.
- As of writing this, the EPA has still not approved any of the new herbicide labels for over the top, in-crop application of dicamba on soybeans. At this time, the industry is not expecting it in time for the 2016 growing season. However, if it does get approved, the herbicides are sitting in warehouses across the country, ready to ship.
- In-crop applications of current dicamba products such as Clarity are **illegal**. The label is the law and misuse of these new technologies will make the EPA even harder to work with in the future.
- Soybean herbicide application is going to get a lot more complicated. Dumping glyphosate and ammonium sulfate in the tank was simple. Those days are over. The new dicamba products will be formulated to reduce drift and the volatility associated with the old products like Banvel. The use of any ammonium sulfate products will negate the benefits of this new low volatility technology. We will have a new product called Ridion that will provide the water conditioning properties of AMS without the ammonium. Everything else that goes in that tank: fungicide, herbicide, micronutrient, surfactant is going to have to be labeled for an in-crop application of dicamba.
- The herbicide label is going to require increased vigilance regarding the proper spray tips and drift reduction technology. There will be a requirement for buffer areas. We don't know exactly what these buffers will look like, but they may vary depending on wind direction, spray volume, and nearest sensitive crop, to just name a few things. We have to adhere to these buffers.
- The seed industry is going to rapidly adapt to this new technology. By the 2018 crop year, it is expected that over 80% of the Asgrow lineup will be RR2Xtend. I would assume everyone else will be right behind. The industry has been working on the trait for many years and supplies of parent stock are good, so we will move that direction quickly.
- The plant breeders have been working at getting this trait into new varieties for several years. This will not be repeat of the RR2 trait rollout. Supplies will be good in all maturities and there will be zero yield drag.

These new technologies don't happen often, we have to respect the label to prevent a new series of weed resistance. Both growers and agronomists need to be vigilant about using the correct rates, spraying weeds at the right height, and layering residuals. SilverEdge is committed to ensuring that these products are used correctly. We anticipate some challenges, but we want to be on the forefront of this exciting new technology. If anyone has additional questions regarding RR2Xtend, please give us a call.

Edgewood (563) 928-6419

Strawberry Point (563) 933-2293



SilverEdge Cooperative is a certified SIOUX dealer.

SIOUX Steel Company Livestock Division offers a wide variety of livestock equipment including cattle handling equipment, lifetime guaranteed gates, hay feeders, mineral feeders and much more.

Check out Sioux's bestselling products, all stocked at our Edgewood Location.



Victory Gates

- Our heaviest, most durable gate.
- Prairie gold powder coated.
- Heavy-duty Z-bar vertical brace.
- Round top.



Upright Mineral Feeder

- Beveled hood opening is 28" x 24".
- Full 360° rotation protects expensive supplements from the elements.



Ground Mineral Feeder

- The heaviest ground feeder available.
- 15" high and 38" wide.
- 3 compartments allow for 200 LBS.

The low profile virtually eliminates tipping or spilling. Feeder can be anchored in 3 different locations for added stability. Plus single flap top promotes longer usage.



Closed Bottom Feeder

Steel shield is welded to the frame allowing it to hold loose hay and silage. Bolt-on leg kit optional.

- 15 feed openings.
- 1 5/8" x 16 gauge. 8' diameter.
- Prairie gold powder coated.



Open Bottom Feeder

Rounded 9" x 20" mud legs. Optional polyethylene kick shield available to limit feed waste.

- 15 feed openings.
- 1 5/8" x 16 gauge. 8' diameter.
- Prairie gold powder coated.

If you are interested in a product that we do not have on hand, no worries, let us know and we can get that product in for you.

For a look at the SIOUX catalog please stop in at the SilverEdge Coop in Edgewood or go to www.siuuxsteel.com.



Cattle Need Mineral

Jennifer Winch Bolsinger • Coop Sales & Technology • jennifer@silveredgecoop.com

On February 5th, SilverEdge and Purina held a Mineral Meeting at the Edgewood Locker Event Center. Not only was a great meal served, but some very informative information regarding mineral. Also, one of the local veterinarians, Dr. Schmidt spoke to the group about VFD's and what it means for the cattle producer. If you were able to attend the Mineral Meeting we thank you for your attendance, if you were not able to attend, here we will cover a few of the topic points.

Why feed minerals? Minerals are the basic building blocks for nutrition, they're needed for energy metabolism, reproduction and overall health and immune function. Therefore, cattle need minerals and because forages are deficient and inconsistent, mineral supplementation is necessary.



"Seth Bockenstedt, the winner of the Purina Wind & Rain Yeti Cooler"

Now that we know why we need to supplement mineral, let's discuss how to manage it. First of all, a sound mineral program is a key management strategy to maintaining the weight and reproductive performance of your cow herd. Therefore, we need to be supplementing mineral year-round, not just during certain seasons.

The Purina Wind and Rain Cattle Mineral line offers a variety of minerals to support your year-round mineral needs. The Wind and Rain line provides 3 distinct benefits for the best mineral products: consistent intake, balanced mineral nutrition and weather resistant technology. Also, Purina Wind and Rain offers mineral with Horn Fly Control using Altosid IGR Solution.

Veterinary Feed Directive (VFD) Question's and Answer's

What is a "VFD Drug"? A "VFD Drug" is a drug intended for use in or on animal feed that is limited to user under the professional supervision of a licensed veterinarian.

What is a VFD? A VFD is a written (nonverbal) statement issued by a licensed veterinarian in the course of the veterinarian's professional practice that authorizes the use of a VFD drug in or on animal feed. The written statement authorizes the client to obtain and use animal feed bearing or containing a VFD drug to treat the client's animals only in accordance with the conditions for use approved, conditionally approved, or indexed by the FDA.

How does a producer obtain a VFD feed? Use of a VFD feed requires the professional supervision of a licensed veterinarian. Producers must obtain a VFD order from their veterinarian, then send or take the VFD order to a feed manufacturer or supplier to get the VFD feed. Producers who manufacture their own feed must has a VFD in order to get the medicated VFD feed to manufacture from.

For more questions and answers on VFD's please go to:

<http://www.fda.gov/AnimalVeterinary/DevelopmentApprovalProcess/ucm455413.htm>

Once again we would like thank those who were able to attend our Mineral Meeting on February 5th. For more information on mineral and mineral management for your cattle operations please give Steve Schilling a call at 563-599-3917 or SilverEdge Coop at 563-928-6419.

Happy Easter

We would like to thank you, our valued customer for your continued support and partnership. We wish you a Happy Easter and a prosperous spring.

EASTER EGG COOKIES



Easter cookies perfect to display in an Easter basket or small bowl on your Easter buffet.

45 MIN

PREP TIME

2:30

TOTAL TIME

24

COOKIES

INGREDIENTS

1/2 cup	Land O Lakes® Butter, softened
1/3 cup	sugar
2 teaspoons	milk
1 cup	all-purpose flour
1/2 cup	sweetened flaked coconut
Edible glitter <i>or</i> decorator sugars, if desired	

DIRECTIONS

Combine butter and sugar in large bowl. Beat at medium speed, scraping bowl often, until creamy. Add milk; beat until well mixed. Add flour; beat at low speed until well mixed. Stir in coconut.

Wrap dough in plastic food wrap. Refrigerate 1-2 hours or until firm.

Heat oven to 325°F. Shape tablespoonful of dough to resemble 1x3/4-inch egg. Roll each cookie in edible glitter or decorator sugar, if desired. Place 1 inch apart onto ungreased cookie sheets. Bake 10-12 minutes or until bottoms are lightly browned. Cool completely.

Find more Land O Lakes® Easter Recipes at <http://www.landolakes.com/recipe-collection/435/easter>