

CULTIVATOR

Putting Our Unification to the Test



*By Glen Danielsen,
General Manager*

Like all of you, I'm more than ready to get the 2019 planting season started. Spring has taken its time arriving, and so far has come in like fall went out—on the soggy side. This looks to be the kind of spring we went through the unification to handle. I'm excited to see how our ability to move equipment and operators between the Colton and Hartford trade areas enables us to handle the demands of what will likely be a tight application window.

Our goal in 2019 is to deliver on our mission statement—*Quality you can see. Service you will appreciate. Integrity above all.* In livestock terms, we've built a new herd here. We've added some strong new members to the team and I believe we are in an excellent position to meet the challenges this year will certainly bring.

I tend to appreciate and collect statements that I find to be both true and encouraging. Here's my latest: *You can never fail if you never give up.* The past few years have been tough, and what this year will bring has yet to be seen. Whatever comes, we'll stand with you and help you build the strongest possible operation.

Whether your need is agronomy products and services, grain handling and marketing, feed, livestock feeding and handling products or just some expert advice, don't hesitate to call on us. We are here for, and because of, you. That's the cooperative way.

Nitrogen Management Could Be Critical



*By Matt Semmler,
Agronomy Manager*

Despite Mother Nature's best efforts, it looks like we will be farming again this spring. With all the work that needs to be done before planting can occur, we expect to be very busy for the next several weeks.

The wet start to spring and threat of additional rains puts more attention on what is becoming a more common practice—split application of nitrogen. Split application can help minimize the threat of both nitrogen and yield loss by putting more of the nitrogen on when the crop can best use it. It's smart nutrient management that pays off both economically and environmentally. We have both a topdress spinner and a sidedress unit to handle split application.

As margins shrink and input costs rise, it becomes more evident each year that a field-by-field approach is the way to go. Not only is every field different, but each field has variation within it, as well. That's the reason we're working to strengthen our precision ag program. We want to help you put your most important and expensive inputs of seed and fertilizer where they will contribute the most to your bottom line. We'll keep you posted as our program develops.

We're hoping for a productive spring. Please let us know how we can help your crops start strong and stay strong through this growing season.





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Chomping at the Bit



*By Derik Evans,
Sales Agronomist*

At the end of a long winter, all of us in the agronomy department felt a little like horses waiting for the starting gun. We're geared up for spring and ready to run once conditions let us into the fields. Our pull spreaders and seed tenders are ready to go, and we expect our new floater will get a good workout, too.

As you are likely aware, Enlist E3™ soybeans were approved for export to China in January and will be available for planting this spring. Supplies will be limited, but we can get E3 beans for you if you want to see how they perform. We will have them in our plot this year to gather data on their performance under our growing conditions. The plot will once again be 2 miles south and 3.5 miles east of Colton. We will also have extra seed on hand to fill unexpected needs.

I know there have been a lot of unanswered questions going into this planting season. If you're still finalizing your plans, or those plans have changed, stop in or give us a call and we'll come out to your place. We're here to help.



Help for Hard-Working Cows



By Lyle Anderson, Beef Specialist

For many of you, it has not been an easy calving season. That's true for your cows, too.

Having come through a long winter, created and given birth to a calf, they are now called upon to feed that hungry kid. Your cows' nutritional needs are currently sky high, as cows achieve their peak milk flow in the first 100 days post-calving.

That's why the right lactation ration is extremely important right now. They require at least 2.5 pounds of crude protein a day to support that level of milk production, as well as adequate energy to minimize their weight loss. Providing the right balance of macro and micro minerals is also critical in order to ensure timely breed back.

As you know, the economic impact of getting at least 80% of your cows settled on that first breeding cycle is immense. As you've likely heard it said, "If your cows are not bred, your business is dead." Clearly, just winging it when it comes to a lactation ration won't do. We

have all the feed, supplements and minerals you need to formulate a complete ration using your feed stocks and your nutritionist's recommendations.

You'll be moving cattle to grass pasture soon, and high-producing cows feeding in lush, rapidly growing grass are subject to grass tetany. We have a high-mag mineral on hand to get you through that stage.

Fly season is the next item on the agenda. When daytime highs start to average 60, the horn flies start to hatch. Come see us for fly-control mineral, both in loose form and in Purina® tubs.



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