

SETTLING IN

By Glen Danielsen, General Manager



Information travels quickly in a small community, so the fact that Colton Farmers Elevator has a new manager is now old news. Keeping you informed about your cooperative is one of the reasons you're receiving the first issue of

our new newsletter. We want you to know the latest developments and what we have to offer.

I arrived right at the beginning of bean harvest, so I got off to a fast start. I had the chance to talk with some of you during harvest, but for those I have yet to meet, here's a little background on me. I've been in the elevator business for 25 years, 23 of them spent in Viborg, where I worked my way up to the general manager position. I enjoy small town life, and I'm eager to become more involved in the Colton area. I see Colton Farmers Elevator as a primary supporter of the local community, and want us to be a good example of small-town hospitality in the way we conduct business.

We will be making some improvements at the elevator, one of which is already underway. We are installing new accounting software from AgVision, which will make grain accounting more efficient and accurate. Our old system was new in 1985, and it was time for an upgrade. We hope to have the new system up and running March 1. Your monthly bills will look a little different, and we'll be here to answer any questions.

I'm optimistic about the future of Colton Farmers. Our best assets are our employees, and we have a good crew in place. Our goal is to increase the quality of service we provide and help our customers make more money, because we only succeed when you do.

Editor's note: Glen and his wife, Kathy, have eight grandchildren scattered from Montana to Harrisburg. The couple enjoy their activities, visiting the grandkids and Glen enjoys riding his Harley Davidson.

GREAT FEED FROM GOOD PEOPLE

By Matt Mette, Feed Manager



Quality feed with a personal touch—that's a pretty good description of what sets the feed department at Colton Farmers Elevator apart. With customers from Wessington Springs to Luverne, Minnesota, we've built some strong relationships based on customer service.

Whatever you're feeding—cattle, hogs or sheep—we offer bagged and bulk feed, grain mixes, minerals, supplement tubs and ration formulation. We handle a full line of Kent Feeds, and Ralco swine supplements, and deliver both bagged and bulk feed, and mineral. We can also help with pig and calf sourcing, and I have a good working relationship with several cattle buyers, too. From birth to sale, we can help.

As calving season begins, we have everything you need to help cows recover and get their calves off to a strong start. One product we're really excited about is Core Calving Mineral—our custom mineral blend made right here. It has proven exceptionally effective, and its popularity continues to grow as our customers recommend it to others.

I've been in the feed business for 14 years, and love everything about livestock. If you have a question or are dealing with a persistent production problem, I'd be happy to discuss it with you. Just call the office and ask for Matt, or stop in when you're in town.





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THINKING SPRING? WE ARE

By Sabrina Klein, Agronomy Manager



It may not look very springy, but these ugly months are a great time to finalize plans for the spring season, now just a few weeks away. It all starts with

the seed, and I always keep some of my best hybrids and varieties—the ones that will perform well just about anywhere—the floor for those later purchases and last-minute changes in plans. A heads-up is always nice, however, if you think you'll be needing some.

We still carry Mustang® and Wensman®, and this year we've added Legend®. If you just need a few units, we'll split bags for you. Of course, we have bulk beans and seed treatment available.

We're stressing the importance of getting a pre down again this spring, especially with the resistant weeds we're seeing. In beans, we've seen excellent results with Authority® Assist. This particular product doesn't need much rain to activate. A good pre, combined with getting your post-application on when the weeds are small, are the two keys to successful control.

One key to clean beans will be the application of a pre herbicide this spring.

I want to mention one thing to watch for this coming year if you plant Xtend® beans. They tend to be a bushier plant, which favors white mold development. Since white mold tends to attack the flowers, we like to get out there with a fungicide at the R1 stage. There are a number of fungicide options available, and I would be happy to discuss them with you.

If you need another set of eyes on your crops this growing season, that's my favorite part of the job. If you bought your seed here, I try to get out and keep track of

those fields free of charge.

Finally, don't forget our custom application services for fertilizer and crop protection products. We do have a VRT machine, which is a great way to go on rolling terrain with variable soil types. You'll be able to match fertilizer levels with soil productivity.

We also have a couple of pull-type applicators available for rent. And, if you're not quite ready to dive into variable rate but want to know where your fertility levels are, we do offer composite soil sampling.

