

CULTIVATOR



Season of Optimism

*By Glen Danielsen,
General Manager*

In the last year, the world has shown us many new ways to go about everyday life. It's no secret that almost everyone has had to overcome some challenges since the pandemic. If there's one thing I know for sure, it's that we can and will get through anything if we work together. At Valley Central, we move forward by focusing on goals and not obstacles. Although 2020 was full of challenges, we worked through it and came out stronger than last year.

Harvest season went as smooth as we could hope for. The grain market has seen its fair share of fluctuation, however, I want to let our members know they can be happy with the sales they've made. Although you might not hit the target high or low you were expecting, continue to make these sales wherever you can. Remember that "later" can often turn into "never," so do it now.

Reach out to us at either location for more information on current prices, and we will fight to get you the price you want.

We feel we're in a great position for the spring season and we are anxious to begin. As always, we appreciate every single one of our customers and we thank you for your loyalty and business. We look forward to continuing to serve you better as we head into 2021.



Starting Off the Right Way

By Matt Mette, Feed Department

As we head into the springtime, I want to wish everyone a great calving season.

It's important to make sure you have the right equipment for the job such as gloves, chains and OB lube. Additionally, make sure you're fully prepared with everything you'll need from milk replacers to colostrum and electrolytes. If you find you're missing anything, don't hesitate to give us a call so we can get them to you in time.

After calving, it's time to start looking into your breeding minerals. We have Purina® and Kent® at both locations to give your cows exactly what they need during turnout. Also be sure to start your calves on a steady creep feed to ensure they get the weight they need during the summer months. We have a wide selection of starter creeps available to help keep your calves safe from illness during their first few weeks of life.

I look forward to serving all of you the best I can in 2021 and beyond.

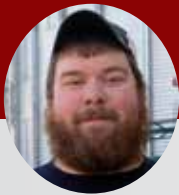




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Starting Early in A Tough Market

By Cody Mielke, Agronomy Manager

Beginning a new year always comes with a good amount of optimism but also uncertainty. That seems to have been a recurring theme since the beginning of 2020. However, I'm happy to say we had a great fall season in terms of getting fertilizer down at both a local and co-op level. It's always a great feeling to finish the season on a high note.

As we head into the spring season, it's important to know the current trends of the market. Recently, it's been volatile when it comes to the price of nutrients. For example, the price of urea has increased by almost \$100 per ton. This comes from a shortage of natural gas overseas, causing shortages of product and putting an upward pressure on the price. Additionally, new import tariffs were placed on all phosphate products including P, K and potash effectively raising the price by nearly \$200 per ton.

Luckily, our domestic producers were able to fill the gap. Although we found success in the fall, relying heavily on our domestic products ate through a lot of the stored product. Increases in nutrient prices have also led to an increase in crop prices. It's hard to say whether or not the market will calm down any time soon.

Looking ahead, remember that putting in your application requests as early as possible will give you the best chance to fulfill your needs. With a lack of snow this winter, I'm anticipating a head start on fertilizer application sometime mid-March. Getting P and K down as early as possible will allow for a smoother planting season.

Thank you for your business, and I wish everyone a healthy, happy 2021.



Quality you can see. Service you will appreciate. Integrity above all.

