

CULTIVATOR

New Addition— An Agronomy Asset



One community's loss is Valley Central's gain. Parkston native Matt Semmler is our new agronomy manager. "My wife is a nurse practitioner, and she will be starting a new job in Hawarden, Iowa," Matt relates. "That got me looking for opportunities in this area, and Glen enticed me to solidify the agronomy presence here at Valley Central."

Matt grew up on a row crop, cattle and hog farm outside of Parkston. He earned his associate degree in

ag business from Mitchell Technical Institute, then went into ag sales. "I was in sales for two years at Agland Cooperative, then managed their agronomy department for three more before coming to Valley Central," Matt says.

Hartford will be Matt's home base, but he will be overseeing both locations and working with growers throughout the cooperative's territory. "One of my goals is to ensure that everyone — customer, sales, applicator, accounting — are all on the same page," he states. "Good communication is vital if we're going to provide excellent service and deliver value to our farmers.

"With the long harvest we had, it's tough to think about spring already, but it's time," he adds. "This is a good time to sit down with us and put together a 2019 production plan with options A, B and C. That allows us to hit the ground running whenever spring arrives. When times are tough, having and a plan helps you achieve the greatest level of success possible."

Matt and wife Alexis have three children, two boys and a girl, ages 7, 4 and 6 months. "We have a couple in sports, so kids and their activities fill a lot of my spare time," Matt says. "Athletics has always been a big part of my life. We also like going to the river."

Need to Move Some Grain?



*By Glen Danielsen,
General Manager*

Well, it took a while to get here, but winter finally got serious in January. This is the time to plan for next spring and take care of what you harvested last fall. With the later harvest and wetter conditions in some areas, binned grain could go out of condition. Check your bins and, if necessary, bring some grain in to us. We have some attractive storage policies, so call for the details.

We're happy to welcome Matthew Semmler to Valley Central as our new agronomy manager. As you may have already read, he brings some good experience and has a great feel for South Dakota growing conditions.

As is always the case with mergers, we're still working on the details, but things are going well overall. If you're reading this newsletter for the first time, Valley Central is a full-service cooperative with locations in Colton and Harford. We offer feed, a full range of agronomy products and services, grain handling and marketing, and livestock handling products. We're ready to help, so give us a call or stop by.





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Don't Let Spring Sneak Up



*By Derik Evans,
Sales Agronomist*

Our late harvest made for a busy fall and early winter, as we worked together to make fertilizer and seed decisions

for 2019. For those who haven't nailed down all the details yet, this is the time to think about your pre-emerge herbicide program. We do carry a full range of effective pre-chemicals, so talk to us if you have questions.

Fertilizer prices have been on the rise. We still have a good supply of fertilizer booked, and our quoted price will remain the same until those supplies run out. I know many of you are waiting to make at least some of your fertilizer purchase, but the sooner you can nail down your needs, the better.

Finally, for those who are waiting for the trade issues to settle down before making final planting decisions, we still have a full lineup of Legend® and LG Seeds® available to cover those last-minute decisions and in-season needs.

When the thermometer is spending a lot of time below zero, it's tough to turn our thoughts to spring. But it will be here before you know it, and we're here to make sure you're ready.

Help for Calving, Cold Weather



By Matt Mette, Feed Manager

As we move ever closer to calving season, if you're feeling a little

behind on your cow care, it's never too late to start feeding calving mineral. We also highly recommend using Rumensin® with the cows during calving and certainly through the ups and downs of spring weather. Rumensin improves feed efficiency and controls coccidiosis, which helps the cow maintain body condition and avoid illness.

We also have a tub we recommend for calves — the ENERGILASS® tub from Kent®. It's a blend of molasses solids, fat, protein, minerals and vitamins that calves really like. Valley

Central also makes a couple of our own creep feeds for baby calves. A lot of customers have been putting them in their shelters or wherever the calves can get to them while they're out of the weather.

Remember that we do have panels, headgates, feeders and more from Vern's in Colton, and Sioux Steel and K&O in Hartford.

Something you may not know is that we do a lot of business with sheep producers, too. We have a lamb milk replacer available, keep sheep tubs on hand and have a loose sheep mineral. We can help you keep their nutrition levels up during the dead of winter and lambing season.



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