

CULTIVATOR



WRAPPING UP A LONG FALL

By Glen Danielsen, General Manager

It's mighty nice to watch traffic moving smoothly past our Colton office on the newly resurfaced highway. Unfortunately, that was not the case during harvest. Road construction made it tough to come and go from our location without a tour of the town, and we appreciate everyone who made the effort to haul in to us.

This was, as you all know, a slow harvest. Late-season moisture meant a lot of the beans came in wetter than you hoped for. And, of course, the dryer fire in Hartford added another wrinkle. Though no one would have been looking for this kind of benefit, the newly completed merger meant that the wet corn could be hauled to the dryer in Colton. As a result, Hartford was only down for half a day and we were able to keep taking grain through harvest.

Like many other elevators throughout the Midwest, we didn't receive as much grain as we were anticipating, despite what appeared to be good crops. The trade situation is keeping a lot of grain on the farm, we expect, and that's understandable. We're here to help with marketing when that on-farm grain is ready to move.

INITIAL MERGER IMPRESSIONS

While the ability to deal with a dryer fire was an immediate plus, many of the benefits of merging our cooperative won't be seen right away, but will become increasingly evident over time.

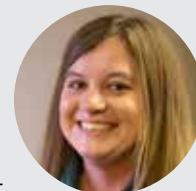
One advantage we've already realized is the ability to share equipment and personnel. Field conditions can vary considerably across our territory, and we can now more effectively use our resources in both the fall and spring application seasons.

We expect that the transition will be pretty smooth for our customers. The staff members in both locations are great assets, so you'll be dealing with the same people you've done business with for years. We'll also be handling the same feed lines, by location, that we have been—effectively expanding the choices for both Hartford and Colton customers.

(continued inside)

ACCOUNTING SHIFT WAS SMOOTH SAILING

By Jayme Koch, Hartford Office Manager



Historically, one of the most dreaded aspects of a merger is the task of bringing together the accounting systems from all the parties involved. Thankfully, that was not the case with the union of the Hartford and Colton Farmers Elevators.

We've moved the organization over to the AgVance® accounting system, which is the system we've had in Hartford for some time. While there are always a few small issues that crop up, the integration of the two systems went well. Our first combined statement went out on October 21.

The only change you may have noticed was a new layout for the statement. If you do business at both locations, all of your invoices from both will be listed on the single statement you receive. You can also pay your bill at either location.

If you do have any questions regarding your statement or any other part of the accounting or billing process, please feel free to contact me at 605.528.3262.



IT'S SUPPLEMENT SEASON



By Matt Mette, Feed Manager

With cattle running on stalks now, keeping that roughage supplemented with protein and mineral is important. We now carry both the Kent® and Purina® lines, so consider supplement tubs with both the protein and critical minerals that cattle need.

Heading toward calving, I know a lot of you are starting your calving mineral program. In my opinion, we have one of the best calving minerals around—our Core Calvin' Mineral RM-100. It contains chelated minerals for better uptake, Bio-Mos® yeast specifically designed to feed the gastrointestinal tract and boost overall animal health and performance, and Sel-Plex®, a selenium-enriched yeast that supports reproduction and helps cattle clean with minimal blood loss during calving.

Keeping your weaned calves healthy and on feed during our up-and-down weather has been a focus for many of you this fall, and we have a variety of feed and supplement solutions to help with that. But keeping your cows healthy as they enter that last trimester is also a big consideration as temperatures drop and conditions deteriorate.

We can help formulate a diet for your cows as they come off stalks and get ready to calve. We're happy to sample feeds and put together a ration for each group of your cattle, whether you group by age or location or both.

I may be stating the obvious, but it's shocking to see how much more feed cattle need to maintain their body

Temperature Range	Intake relative to published values (NRC, 1974)
78 to 60° F	Published values in Nutrient Requirements of Beef Cattle
60 to 40° F	Intake stimulated 2 to 5%
40 to 22° F	Intake stimulated 3 to 8%
22 to 5° F	Intake stimulated 5 to 10%
< 5° F	Intake stimulated 8 to 25%. Intake during extreme cold or blizzards may vary greatly. Intake of high-roughage feeds may be limited by bulk.

Young, 2016 (Adapted from NRC, 1981)

condition as temperatures drop. Take a look at the chart above from South Dakota State University Extension.

Purdue Extension Beef Specialist Ron Lemenager notes that for each 10-degree temperature drop in wind chill below 30 degrees Fahrenheit, the energy requirement of a cow goes up by 13 percent in animals with moderate body conditions and dry winter hair coats. If a cow is wet or thin, the energy requirement goes up by 30 percent for each 10-degree drop. He adds that at lower temps and higher wind chills, cattle may need additional energy and protein supplied by either corn or distillers grains.

We're here to help you get your cattle through the winter in good shape. Don't hesitate to call me at 605.691.6211 or Garry Holland at 605.480.0993 for advice or assistance with your feeding program.

WRAPPING UP A LONG FALL

(continued from page 1)

Two other changes I'll mention. As you likely noticed during harvest, we've put in ticket printers at both scales so you no longer have to come into the office. That's a time-saver when you're in a hurry to get back to the field. Finally, I'd like to officially introduce Derik Evans, our newest sales agronomist. You can read more about him on the opposite page.

Change is a certainty in our business, but one thing that we plan to keep the same through everything is our focus on our customers. I've heard it said that it takes months to earn a customer, but only a minute to lose them. We appreciate you and your business and will work hard to maintain our relationship. Please let us know how we can continue to improve.

AT HOME IN THE FIELD

Valley Central's newest sales agronomist, Derik Evans, is glad to be back where he belongs. "I grew up on a farm, so I'm very happy to be doing work everyday that's connected with agriculture."

Derik hails from Jasper, Minn, where his family raised corn and soybeans. He attended South Dakota State University and earned a bachelor's degree in agronomy. "After graduation, I worked for the USDA's Agricultural Research Service in Brookings as a biological sciences technician," he notes. "That gave me plenty of experience pulling soil samples and spraying plots."

He joined the Valley Central team in August. As a sales agronomist, his role is helping farmers select the fertilizers, crop protection chemicals and seed that best match their production

practices, fields and yield goals.

"I love this job because it's always changing," Derik states. "Each day is a new experience, and that never gets old. I look forward to going to work every day."

With the harvest rush over, Derik is focusing on getting out in the country and meeting more current and potential Valley Central customers from his home base in the Hartford location.

"I've gotten around to quite a few places, but there are still a lot of folks to meet," he says. "My background and education have given me a good base of knowledge to work from, but I'm always striving to learn more in order to help our farmers increase their efficiency and improve their bottom line."



Derik Evans, sales agronomist

You can get in touch with Derik at the Hartford location at 605-528-3262, or on his cell, 507-215-0832.

Editor's note: In his spare time, Derik enjoys fishing—especially ice fishing—often with his fiancée, Brenna.

EVALUATE 2019 SEED, CROP PROTECTION NOW

Though fall application season was slow to get started due to our later harvest, once the crops came out we covered quite a bit of ground. Any P and K you can get on in the fall will save time in the spring. You never know how spring weather will treat us.

The later fall also meant that some fields froze up before we could get soil samples pulled. Keep in mind that while it can be more difficult to sample in the spring, it can be done. That will still allow us to apply enough fertilizer to bring out the yield potential of each field.

Now is a good time to review your crop protection program with us to see what worked and what didn't. Those decisions are now closely linked with seed selection. We carry the Legend® and LG® seed lines, and we have a number of seed options available that can help you handle problem fields while still delivering excellent yields.

For example, we still have a limited supply of Liberty Link® GT27™ soybeans, which can be sprayed with either Liberty® or Roundup®. Xtend® soybeans are also still an option. Legend has a good supply of conventional and high-protein soybeans, as well.

For those of you who planted Wensman in the past, all of their hybrids are still available in the LG line. Ask us to translate the former Wensman numbers into their LG equivalent.

There are still good prepay deals available on seed, so check with us soon to get the best price and the best chance of getting the seed you really want.

We appreciated your patience and cooperation during our less-than-ideal application conditions this spring. We are already anticipating a much better application season in 2019, thanks to the merger and the availability of more equipment and personnel to cover the acres.



The new ticket printer in Colton.





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200 E 5th St
Colton, SD 57018

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**THANK YOU FOR YOUR
BUSINESS IN 2018**

*Merry Christmas and
Happy New Year!*

Valley Central Coop

MERGER BRINGS NEW OPPORTUNITIES



By Garry Holland, Hartford Location Manager

For those customers in the Colton area that I haven't met yet, let me briefly introduce myself.

I came to Hartford Farmers Elevator in October 2009 as feed department manager. Prior to that, I was a location manager for Central Farmers.

Here in Hartford, we have about 1.4 million bushels of grain storage and a 2,500-ton fertilizer plant built in 2008. It's a two-blender setup which enables us to blend and load quickly. We also handle liquid fertilizer. We have two dry applicators, one of which is a John Deere with a spinner box for topdress application. For crop protection, we have two sprayers—one of which is brand new for spring.

Feed is still a big part of my job description, and I believe the merger is going to bring some solid benefits to feed customers from both the

Colton and Hartford areas. We're keeping both the Kent and Purina feed lines, which will give all of our customers more options. We'll also be producing custom feed in both mills, and you'll be able to bank corn and pull feed from either mill location.

I'm excited about the opportunities to share equipment, personnel and bulk ingredients—like DDGs—on the feed side. We'll be able to offer the same quality feed and even more efficient service.

On the agronomy side, although we're only separated by about 10 miles, that can make a big difference in application timing. Farmers in the Colton area began applying 2-3 weeks before we were able to go this spring. Being able to move equipment between our two locations



Corn comes across the Hartford scale as harvest winds down.

as conditions allow is really going to improve our efficiency next spring.

One other area to mention. We carry a full line of steel and wood posts, panels, continuous fence, gates, feeders and water tanks from Sioux Steel and K & O. We also sell creep feeders.

If you're in the Hartford area, stop in. We'd love to meet you.

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

