Through ten months ending June 30, 2018, agronomy, feed and grain are ahead of last year’s results and ahead of budget. As all of you are aware, agronomy operations have been challenged by extended wet weather and company expenses are up due to facility improvements and the Cargill acquisition. We will see how the last two months of the fiscal year finish.

The extended wet spring was problematic for you and your agronomy department. Fields were partially spread with follow up intentions. In some cases, follow up efforts were abandoned due to field conditions or crop growth. In addition, custom fertilizer and crop protection plans were changed routinely as equipment and labor had to be diverted from unfit fields and custom application equipment became stuck in fields that were “fit” but proved not to be. The cost due to time lost to rescheduling, equipment downtime and repair and customer stress would be considerable. Better days have to be ahead.

The feed and grain departments are having a good year. Feed business slowed due to warm temperatures in June but has recovered. Grain volume has been helped by last year’s yields and the Cargill acquisition.

A derailment on August 7 affected 9 loaded corn cars at the Miloma elevator. The derailment occurred while the train crew was assembling a loaded corn train. Four cars flopped over on their sides spilling corn, three others were derailed partially or completely but upright and two cars were left hooked up to stabilize the derailed cars. We’re fortunate that one of the companies equipped to re-rail cars had crews and equipment in Pipestone and Worthington. All cars were re-railed by Friday and the spilled corn was cleaned up Saturday. We were also fortunate, that no one was injured. The railroad and New Vision’s insurance company are in the process of conducting site investigations to determine the cause of the accident. Repairs are expected to take six weeks and will begin as soon as the site investigations conclude.

The Board has approved three minor projects. The Magnolia feed mill will update some equipment, Brewster will replace the original bulk, grain loadout scale and grain sampler with new equipment that will double loadout capacity and Marna will increase loadout capacity and obtain corn borer certification in order to ship corn west of the Rockies. These projects are expected to be in-service before the end of the calendar year.

Coming challenges include the quality and yield of the 2018 crop, 2019 crop production economics and hiring good employees. I would appreciate it if you
would review the list of job opportunities contained in this newsletter and encourage qualified individuals to respond. I would also encourage any of you that want to supplement your farm income with part-time work to respond also.

You can count on your employees to have your facilities and equipment ready for harvest, fall fertilizer and the winter feed season. On behalf of New Vision’s employees, thank you for your support through this challenging year.

April snows surprised everyone and set the stage for very challenging spring planting conditions. Most producers waited for conditions to improve but Mother Nature threw us a curve ball. Field conditions didn’t improve much so everyone battled wet fields to get crops planted. The short term cost on some fields was skipping pre-plant weed and fertilizer application. The long term cost caused by extended wet field conditions was drown out spots, corn with shallow roots that could not access crop nutrients, disease issues and soil compaction. Unfortunately, limited nutrient uptake by corn plants will result in plant cannibalism, fragile stalks and wide yield variations. Disease problems are beginning to show up in bean and corn fields. All of these issues will take a toll on yield. Looking ahead, I would pay very close attention to your corn fields as they will be susceptible to stalk rot due to disease and lack of nutrients. You may want to consider corn harvest before beans if your fields are susceptible to loss from wind or snow.

I would like to be able to say that the 2019 season looks better but it will be a challenge regardless of weather. Crop production economics are extremely tight. Chemicals and fertilizer prices will be higher due to limited supplies. China produces most of the base chemistry for our herbicides and insecticides and world demand for chemicals and fertilizer continues to increase. In order to limit your supply and price risk, I would suggest you consider fall application with chemical impregnation and purchasing crop inputs sooner rather than waiting. These steps will secure your crop input supply and fix your price. Based on what I am told, chemical supplies will be tight and prices firm. The international demand for fertilizer has driven prices higher.

Another cost saving suggestion is a soil sampling program so you can avoid applying fertilizer where it’s not needed. Did you ever think you would hear an agronomy department manager suggest you don’t apply fertilizer? Your best investment is to apply fertilizer where you need it and avoid over application in the areas with limited yield potential. I understand this is a complicated decision when you consider land you own, land on short term lease and land with manure application versus commercial fertilizer but it is important to do your best analysis in these difficult, no margin times.

New Vision’s agronomists can help with these challenges. Give them a call now to plan your fall and spring programs and secure crop inputs and prices.

On a brighter note, we had three great students that worked for us this summer. Isaac Fest was an Agronomy Intern that worked out of Heron Lake and helped Berr in the liquid plant and Jared Knips scouting fields. Cole Newman and Colin Nasers helped in operations. Cole and Colin did everything from product delivery to loading trains and cleaning bins. They saw a lot of New Vision and were great to have around! They really helped us out. Thank you!

Take the time to plan for fall today. I think it will pay. On behalf of New Vision’s agronomy department, thank you for your patience during this challenging year.

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**New Vision Coop Calendar**

**Fiscal Year End and Labor Day Schedule:** New Vision locations and offices will be closed Friday, August 31, 2018 in order to close the fiscal year end and take inventory. Feed orders will be processed and feed manufactured after noon on Friday, August 31.

**Labor Day:** New Vision offices will be closed on Monday, September 3, 2018 in observance of Labor Day.

**Candidate Nomination Submission:** Must be completed and returned to the Brewster by Friday, September 14, 2018.

**New Vision Annual Meeting:** Monday, December 10, 2018.
The 2018 Harvest is just a little over a month away. New Vision Coop has made two investments in Miloma that will improve your unloading speed. A 4,700 bushel per hour dryer project was started in early spring. The handling equipment and dryer will be test fired the first week of September. We also added a dump pit for direct unloading into the circular piling system. The new system will increase dumping capacity by 15000 bushel/hour. Both of these projects will add to the efficiency of handling wet and dry corn in Miloma.

This newsletter includes New Vision’s 2018 Fall Harvest Policies. Notice that the Delayed Pricing deadline will be August 23, 2019. The earlier Delayed Pricing deadline allows New Vision more time to move priced bushels prior to harvest. The service fee of 3.5 cents per bushel per month and the maximum service fee of 21 cents per bushel were left unchanged from 2017. Also left unchanged from 2017 was storage cost of 4 cents per bushel per month and corn drying cost of 3 cents per point of moisture removed per bushel.

Another change that you will see with the 2018 fall policies is the addition of an Extended Price Contract. An Extended Price Contract allows a producer to price bushels at New Vision’s cash bid and re-own a like amount of bushels on a CBOT futures contract within the same crop year. Growers will receive an advance on the priced bushels. Advantages of the Extended Price Contract are:
1. No storage cost.
2. Will receive an advance
3. Can continue to participate in a high CBOT Futures market

For more information on the Extended Price Contract or other New Vision grain marketing programs please give myself or any of our grain origination team a call.

I would like to introduce a new member to our Grain Origination Team. Rebecca Steen started with New Vision Coop in May and is helping New Vision Alpha and Marna area customers with grain marketing. Rebecca has been a great addition to New Visions Grain Team!

Thank you for your continued business and have a safe harvest.

New Vision Coop Director Nomination Application
Due by September 14, 2018

Any New Vision Coop member is eligible to nominate any member, including a self-nomination, to be a candidate for the New Vision Coop Board of Directors. Nominees must complete this Nomination Application and forward it to the address below for consideration by September 14, 2018. The New Vision Coop Board of Directors will review the nomination applications and interview nominees. The New Vision Coop Board of Directors shall select no more than two candidates for each open board seat and approve the final ballot to be submitted to the membership.

The election is conducted by mail-in ballot sent to the membership a minimum of two weeks prior to the annual meeting. Properly executed ballots are counted and results will be reported during the annual meeting on Monday, December 10, 2018.

New Vision member making this nomination (candidates may self-nominate):
_______________________________________________
ph. no.

Full name of person nominated to serve as a New Vision Coop director (the Nominee):

Has the nominee agreed to place his/her name for consideration?
_____ Yes _____ No _____ NA if self-nominated

Nominee’s contact information:
Mailing Address: ____________________________________
_______________________________________________
Telephone: ________________________________________
Cell Ph.___________________________________________
Email address: ______________________________________
District #: ________________________________________(Residence)
County, Township & Section of residence:
_______________________________________________

Return completed form to: 2018 Election Committee Chairman
New Vision Coop
38438 210th Street
Brewster, MN 56119
Welcome Our New Employees!

Hello! My name is Rebecca Steen and I am from Sherburn, Minnesota. After high school, I attended the University of Minnesota where I majored in Agricultural and Food Business Management. During college, I worked for DuPont Pioneer as a Sales and Marketing Intern and as a Trade Desk Intern for INTL FCStone. After graduation, I moved to Sioux Falls and worked for Farmers Business Network as a Direct Chemical Specialist. After a year in Sioux Falls, I got the opportunity to move home and be a Grain Originator just 5 miles south of my family farm. I am looking forward to meeting New Vision customers, reconnecting with area farmers and helping with grain marketing plans. I can be contacted at 507-329-2504 or rsteen@newvision.coop

Hello! My name is Rhonda Baumgartner and I am the newest addition to the Brewster feed accounting team. Prior to joining New Vision, I worked in agronomy for twenty seven years doing everything from managing customer orders, organizing field maps, billing and dispatching. My husband, Joe, and I live in Fulda. We like spending time with our two sons’ families and our three grandsons. I am looking forward to working with New Vision’s customers and my co-workers.

Doug Garry started with the New Vision feed department in March. Doug grew up on a crop based farming operation near Granada, MN and helped the neighbors with custom raising hogs during his summers in high school. He graduated from North Dakota State University in May 2015 with a bachelor’s in Animal Science. After College Doug moved home to Granada and began working for a large pork production company managing wean to finish research projects and later managing a farrow to finish, antibiotic free operation in central Wisconsin. Doug enjoys working with all phases of swine production and always thinking of new ideas to help improve production and profitability for people. Doug looks forward to bringing his past experiences to the feed/consulting side of production to help others achieve their goals. If you have any questions you can contact Doug at 507-399-3009 or dgarry@newvision.coop

Feed Department News

By Grant Prins

The arrival of August 31st means summer is winding down and school has started. It also means its inventory time for New Vision’s fiscal year end. The three feed mills and outside bag locations will be closed for business at noon on Thursday, August 30 and resume normal business operations at noon on Friday, August 31. Please check your bins and place your feed orders accordingly.

Worthington installed a new dock exclusively for pick-up trucks on the southeast corner of the new warehouse. This was done in order to make customer bag pick up more customer friendly and safer for employees.

Please join me in welcoming Doug Garry and Rhonda Baumgartner to the feed team. Doug has been working on swine sales and Rhonda will be handling feed orders and feed accounting duties in the Brewster office. Welcome aboard!
It would be hard to argue that mother-nature hasn’t provided us with enough moisture this growing season, and while it’s hard not to appreciate the moisture, enough is enough! Harvest is a challenging time for farmers; let’s hope mud doesn’t add to the challenge.

In anticipation of the upcoming harvest season, it’s important for producers in our communities to be well-prepared and safe. Long hours and large, powerful machinery make the risk of farm-related injuries, which can often be fatal, quite high. However, here are a few dependable safety practices that can help you avoid a serious accident.

Stay rested. Long hours, day after day wears on a person over time. Don’t sacrifice your well-being for the sake of finishing up a field. It will still be there in the morning.

Take breaks when possible. It’s important to climb out of the seat of the combine and walk around for a short time. It can give your body and mind a chance to recuperate from staring through the windshield, for hours at a time.

Try to work during daylight hours. This can be tough as the days get shorter, but the majority of harvest related accidents happen after sunset. If possible, schedule high-risk tasks during the day, such as topping off a bin or working on equipment. Newer equipment has good lighting, but is no substitute for the sun.

Plan your routes from field to field. Try to avoid highways and busy routes during morning and evening commutes when traffic is heavy and school buses are sharing the roads. If you need to move during evening hours or after sunset, be seen or use a spotter. Make sure flashing lights are working and SMV signs are visible.

Harvest season is a memorable time filled with hard work and long hours and can be a dangerous time if you don’t take the proper precautionary measures. On behalf of all of us at New Vision Coop, we wish you a rewarding, bountiful and most importantly, safe harvest season.
No early delivery of grain contracts for November or later will be accepted. Early deliveries of contracted grain will be priced out on the day of delivery and the original contract will remain in place.

Grain Application at the scale: Our new grain software requires that the disposition of the grain is entered correctly, at the Scale, when the grain is delivered. All drivers delivering grain will need to know the following information: Grain owner(s), Grain Share Splits, Grain disposition (Cash, Warehouse Storage, Feed Bank, Delayed Price Agreement).

Deferred Payment Contracts will be available for both corn and soybeans. Grain committed to deferred payment cannot be changed. Verbal deferred payment instructions are also irrevocable.

Grain will be priced based on its actual delivery point on the date of sale.

Feed Bank Program
Corn deliveries for Feed Bank are limited to Worthington, Windom, Magnolia and New Vision shuttle loading locations at Brewster, Hills, Heron Lake, Mountain Lake and Miloma. The first 60 days of feed bank stored grain will be free. If feed bank grain is stored beyond 60 days, storage charges will be invoiced at $.04 per bushel per month based on the month end balance. Off grade corn containing high Damage and high Foreign Material cannot be deposited into Feed Bank account. Feed bank grain not processed for feed will be subject to regular storage charges and a $.25 per bushel penalty.

On Farm pick-up will be available on corn and soybeans on a first come-first served basis with priority given to New Vision satellite locations. Contact any New Vision office for additional information.

STORAGE
No minimum charge! The storage rate will be $.04 per bushel per month with charges calculated on a daily basis. Limited storage space will be available for corn and soybeans on a first come-first served basis. Storage space will depend on pre-harvest inventory, car supply, crop size, and soybean purchases during harvest. All grain that is sold out of Storage, DPA, or Warehouse Receipts will be sold on the spot cash market ONLY. Stored grain cannot be applied to Forward Contracts.

DELAYED PRICE Programs

*SOYBEANS*
The service fee will be $.035 per bushel per month with charges calculated on a daily basis, with a “Maximum service fee of $.21 per bushel.” DPA soybeans must be priced by Friday, August 23rd, 2019. Grain not priced by Friday, August 23rd, 2019 will be priced automatically and without notice at noon on Monday, August 26th, 2019. A reminder to producers, DPA contracts are not eligible for CCC loans or LDP programs.

DELAYED PRICE Programs

*CORN*
The service fee will be $.035 per bushel per month with charges calculated on a daily basis, with a “Maximum service fee of $.21 per bushel.” DPA corn must be priced by Friday, August 23rd, 2019. Grain not priced by Friday August 23rd, 2019 will be priced automatically and without notice at noon on Monday August 26th, 2019. A reminder to producers, DPA contracts are not eligible for CCC loans or LDP programs.

2018 Crop DPA Cash Advance Program
New Vision Coop will offer a DPA contract with a cash advance for 2018 crop corn and soybeans for a limited number of bushels. These terms are applicable to both corn and soybeans committed to this contract:

1. Title Transfer & Loan Eligibility. Title transfers to New Vision Coop upon delivery. DPA contracted grain is not eligible for CCC loans or LDP programs.

2. Delivery Conversion Options. Corn or beans that originally delivered to New Vision elevators on Open Store or DPA may be converted to the DPA Cash Advance Program. Accrued service fees and drying charges are due prior to issuing an advance if bushels are converted to the DPA Cash Advance Program.

3. Cash Advance. Cash advance can be taken at any time prior February 1, 2019.

4. Market Risk. If Cash Price declines to within .10/bushel of the advance price the DP contract will be automatically priced and settlement made to the producer. In the event the final cash settlement price declines below the advance price plus accrued fees, the producer will be responsible for payment for the price difference on the contracted bushels. The invoice shall be due upon receipt.

5. Pricing. Price by August 23rd, 2019 or will be priced automatically and without notice on August 26th, 2019.

6. No minimum service fee applies.

7. All terms are subject to change at any time. Quantities for this program are limited.

Additional terms and conditions:

Corn.
Corn will be shrunk to 14.0% moisture. Drying charges will be paid prior to receiving an advance. Advance rate will be $ 2.25 per bushel. Service charges will be 4 cents per bushel per month charged on a daily basis.
Beans
Beans will be shrunk to 13.0% moisture.
Advance rate will be $5.25 per bushel.
Service charges will be 5 cents per bushel per month charged on a daily basis.

2018 Extended Price Grain Contract
New Vision Coop will offer an Extended Price Grain Contract for 2018 crop corn and soybeans for a limited number of bushels. These terms are applicable to both corn and soybeans committed to this contract:

1. **Title Transfer & Loan Eligibility.** Title transfers to New Vision Coop upon delivery. Extended Price contracted grain is not eligible for CCC loans or LDP programs.
2. **Delivery Conversion Options.** Corn or beans that originally delivered to New Vision elevators on Open Store or DPA may be converted to an Extended Price Grain Contract. Accrued service fees and drying charges are due prior to issuing an advance if bushels are converted to an Extended Price Grain Contract. Original shrink and drying charges and accrued service fees will not be adjusted.
3. **Cash Advance.** Cash advance can be taken at any time prior to the Final pricing of Extended Price Grain Contract.
4. **Market Risk.** If CBOT declines to within .10/bushel of the open equity the Extended Price contract will be automatically priced and settlement made to the producer. In the event the final cash settlement amount is less than the advance amount plus accrued fees, the producer will be responsible for payment of the difference. The invoice shall be due upon receipt.
5. **Pricing.** Extended Price Grain Contracts must be priced prior to the Friday before first notice day of the CBOT futures month assigned to the Extended Price Grain Contract. Extended Price Grain Contracts will not be allowed to roll forward. All Extended Price Grain Contracts must be priced by August 29th, 2019.
6. All terms are subject to change at any time. Quantities for this program are limited.

Additional terms and conditions:

**Corn**
Corn will be shrunk to 15.0% moisture.
Drying charges will be paid prior to receiving an advance.
Advance rate will be 2.25/bushel.

**Beans**
Beans will be shrunk to 13.0% moisture.
Advance rate will be 5.25/bushel.

**Grain Grade and Moisture Standards**

**CORN.** 2018 crop, Test Weight, Damage, and Foreign Material will be averaged by delivery period. New Vision corn bids are based on #2 yellow corn grade factors and settled at market discounts on the date of sale. Loads above 4.0% Foreign Material and 10.0% Damage will be settled individually and not be included in grade averages.

Harvest Moisture Discounts: 1.4% shrink and a drying charge of .03 per bushel for each point of moisture removed. Loads up to 16.0% moisture will be averaged for Cash and Contracts only, provided the overall average is 15% moisture or less.

Cash and Contract corn will be shrunk to 15.0%
Storage, Feed Bank and Delayed Price Agreement Contracts will be shrunk to 14.0%

**SOYBEANS.** 2018 crop, Test Weight and Damage will be averaged by delivery period. New Vision soybean bids are based on #1 Yellow Soybean grade factors and settled at market discounts on the date of sale.

Bushels will be deducted from any load with Foreign Material over 1.0%

Harvest Moisture Discounts: 1.0% shrink for each 0.5% of moisture over 13.0% to 15.0%, 1.5% shrink for each .5% over 15.0%. Soybeans over 17.0% moisture may be rejected. Loads with moisture 14.0% and below will be averaged by delivery period. Soybeans will be shrunk to 13.0%, Cash, Storage, and DPA.

**Worthington, Windom, and Magnolia Feed Corn Deliveries**
Since this corn must be of top quality to satisfy the requirements for the rations of our feed customers, corn not suitable for feed processing will be discounted $.04 per bushel to offset the transfer expense to one of our rail loading locations.

**Summary of 2018 Harvest Policies**

NO CHANGE FROM 2017: DPA maximum fee was left unchanged at 21 cents on Corn and soybeans. The final pricing date for Delayed Pricing Bushels was changed to August 23rd, 2019.

NO CHANGE FROM 2017: New Vision is offering a Cash Advance Delayed Price Program.

NO CHANGE FROM 2017: Growers will have the flexibility to roll from the conventional, no advance DPA to the Cash Advance DPA contract and assume the terms of the cash advance DPA.

NO CHANGE FROM 2017: New Vision’s drying charge left unchanged at .03 per bushel for each point of moisture removed.

CHANGE FROM 2017: New Vision will be offering an Extended Price Grain Contract in place of a Basis Fix Contract with an advance. In addition, growers will have the flexibility to roll from open store or DPA to an Extended Price Grain Contract.
New Vision Co-op Job Opportunities

Current open positions at New Vision:
- Agronomy Sales – Jeffers
- Custom Applicators – Brewster, Hills, Jeffers & Lismore
- Feed Accounting & Customer Service Specialist – Brewster
- Feed Production Technicians – Magnolia (day shift) & Worthington (night shift)
- Feed Truck Drivers – Magnolia & Worthington
- Grain Elevator Operators – Ellsworth, Hills & Magnolia
- Grain Scale Operator – Brewster
- Shuttle Site Supervisor – Heron Lake
- Seasonal Grain Elevator Operators – Multiple Locations

For an application, go to: www.newvision.coop. You can also contact Katie Meyer in Human Resources at 507-842-2021 or kmeyer@newvision.coop.

FOR SALE


Website Update!

New Vision Co-op is excited to announce that we will be launching a new website in the coming months! Our new website will be compatible with your smart-phone or tablet and will have some new features like online job applications and online feed ordering. All of the information that you are used to seeing on our old site will be on the new website, but not necessarily in the same places. Keep watching our website, www.newvision.coop, for more details.