

# NEW VISION

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## Directory

### Agronomy & Seed

Brewster:	Court Baumgard Mark Einfeld Tina Luther Kelly Siverhus Cullen Walsler Denny Weber
Heron Lake:	Jared Knips Gerald (Berr) Hubbling
Hills:	Craig Vreeman Andy Krueger Dave Leenderts
Jeffers:	Clay Walsler
Lismore:	Kyle Wiese Blake Rogers
Wilmont:	Mark Ruesch

### Feed

Brewster:	Brenda Appel Randi Colby Neil Cuperus Bob Prins Grant Prins Micah Rupp Paul Smit Jeff Schutz Bernice Vander Wal Lindsay Watterson
Magnolia:	
Windom:	Scott Scholtz
Worthington:	Shad Jacobs

### Grain

Adrian:	John Palaschak
Alpha:	
Beaver Creek:	Bert Verhey
Brewster:	Jim Den Hartog Marlis Einkopf Deb Gerdes Kevin Hietbrink Nathaniel Klassen Sue Nau Keith Newman Sue Paulzine John Varley Kevin McBreen
Dundee:	Alex Maldonado
Ellsworth:	Jim Westerman
Heron Lake:	Nelva Behr
Hills Terminal:	Roger Hemiller
Jeffers:	Jeff Portz
Marna:	Wayne Hartwig
Miloma:	Jordan Serbus Phil Bahr
Mt. Lake:	Brian Spies
Reading:	Becky Remakel
Wilmont:	
Windom:	



## Manager's Report

By Frank McDowell, CEO

Welcome new, New Vision customers!

Regardless if you're a new customer or long-time New Vision member, I thought you might be interested in a behind the curtain look at the transaction process on the Miloma, Alpha and Marna elevators. The straight forward items like asset evaluation, environmental review, lease equipment disposition, grain purchase contract transfer, inventory measure-up, pro rating property taxes and allocating closing costs were discussed and concluded efficiently.

The complicated items such as storage and future access of printed records (safety training, housekeeping, maintenance, etc.), internet and telephone connectivity, telephone number transfer and scrubbing and re-installing software created some challenges. The technology transfer depended on having internet access throughout the transition so hardware could be "scrubbed" and software re-installed. Telephone connectivity was also important as employees and customers communicated throughout the conversion. These technology items were handled by each company's IT department with assistance from some outside support personnel. Business software is a fantastic tool for its accuracy and efficiency but it does not

just happen. It took a lot of communication, scheduling and a clear understanding of priorities to complete all of these tasks. It was a great accomplishment to have the transition complete and the system working well two days after the transaction closed. Thank you to all involved in the relatively seamless transition and to the customers for their understanding during the inevitable bugs during initial start-up.

The most critical component of this transaction was the treatment and retention of existing employees. New Vision was very fortunate to have ten of the twelve employees agree to employment with New Vision after closing. The employees' decision to continue their careers with New Vision is a welcome show of support and we expect them to be a great addition to New Vision's grain department.

As the transition moves forward, new customers will be required to complete new account documents in order to access account information and receive patronage and equity. This is usually a one time job unless your farming operation changes. There is more new customer and account access information in this newsletter.

On behalf of New Vision's employees, we are happy to have the opportunity to serve all of you and eager to move forward together!

# New Vision Coop Customer Engagement Survey

**New Vision Customer Engagement Survey.** The New Vision Board of Directors has hired Minnesota State University - Mankato to conduct a Customer Engagement Survey. Survey completion is expected to take between 5 – 10 minutes. Agricultural producers that reside within the New Vision trade territory are encouraged to participate in the survey. You do not have to be a current New Vision member or do business with New Vision to participate. The survey will be open for participants on Friday, June 30 and close on Wednesday, July 12th.

Minnesota State University - Mankato will collect survey results and tabulate responses by category in order to insure complete confidentiality.



**How to Respond.** You can access the New Vision survey from the following options. Pick the one most convenient for you:

- Scan the survey QR on your smart phone from this newsletter
- Access the survey link at [newvision.coop](http://newvision.coop)
- Provide your email address to New Vision’s IT Department via email or phone ([dknips@newvision.coop](mailto:dknips@newvision.coop) - 507-842-2026) and the survey link will be forwarded to you.

**Why it’s important to respond.** It is important for current customers, new customers and non- customers to respond in order for their opinions to be expressed in this efficient and confidential manner. Answers will be consolidated by Minnesota State University - Mankato and the aggregate data shared with the New Vision Directors and management for evaluation and consideration of future investments, policy and business improvement.

Survey participants will be placed in a random drawing to win one of ten \$100.00 dollar gift cards.



## Feed Department News

*By Micah Rupp*

When thinking about gaining the optimal finish on your cattle, one often focuses on the feed ration, additives or the implant program. Although all these things are very important, often times one of the most influential factors is overlooked and that is water. Water is second in importance next to oxygen to sustain life and create optimal nutrition and performance. For the past couple weeks, we have been taking water samples for cattle feeders and dairies and analyzing the water. Gathering the information has provided our customers a better understanding of water quality. Results show high numbers of total dissolved solids which reveal very hard water. Softeners will remove these solids but the salinity in the softening process can create a different problem. Milk replacer mixed with “softened” water can run into issues with having too much sodium and lead to toxicity. Calves can typically only handle 50 ppm of sodium and soft water tends to exceed that amount. Filters are another option to consider depending on the size of cattle. Cattle can also be sensitive to high

amounts of iron, manganese, magnesium and sulfur. If you feel that your water could be an issue, please talk with your New Vision Coop Representative.

With the heat of the summer upon us, one of the most frustrating things is losing livestock due to heat stress. Heat stress is often found to be more common in dark-hided cattle, heavier cattle (>1000lbs), and cattle in confinement. Three actions can be taken to lower the risk of a heat stress. First, allow water to be available at all times. Cattle in temperatures over 90°F will consume twice the normal amount, so insuring that enough water is accessible and available is critical. Next, if one begins to notice significant amounts of open mouth breathing, slobbering and high respiratory rates, you should take action by watering the ground the cattle are standing on. This provides the quickest way to cool the cattle down. Finally, restrict cattle movement to the absolute minimum. Early morning is the best time to handle or move cattle in hot conditions. Transporting cattle during heat stress can be a possible contributor to dark cutters.



## New Customer Information

*By Alan Bush*

We are excited to welcome our new customers from the Alpha, Marna and Miloma locations! Every effort is being made to make this process as seamless as possible.

Like the old adage says, “No job is finished until the paperwork is done.” For those of you who are new to New Vision Coop, we have a few required documents to establish a New Vision Coop account.

These documents were mailed to all new Alpha, Marna and Miloma customers. Many of you have already completed, signed and returned this information and we thank you. For others who have yet to complete this process, we ask you do so in the near future. The required new account documents can also be found on the New Vision website ([newvision.coop](http://newvision.coop)) by selecting the “click here for new customer forms and documents” link on the home page. If you are unable to locate the information we sent to you and/or have any questions, please give me a call 507-742-2020.

Welcome! New Vision Coop looks forward to contributing to your future success!

### How to Access Your New Vision Account

You can access much of your New Vision customer information online such as statements, grain contracts, scale tickets, patronage information, etc. in real time! To set up your account, you need to know your New Vision Co-op customer number, and we need to have your tax id number on file. All you need to do is go to the New Vision Co-op website, <http://www.newvision.coop> and click on the “My Account” link on the left side of the page. Enter your customer number in “account id”. Create a password, enter in the last 4 digits of your tax id number, and enter your email address. Click “Submit” and you are done. This information is secure and can only be accessed by you – however, the more complicated the password is, the more secure your information will be (do not use the word “Password” for your password, for example.)

Your customer number can be found on any statement or scale ticket. If you have trouble getting your account set up, we may not have your tax id or email address on file – please contact us at (507) 842-2001 and we will be able to help you.

If you wish to receive market text messages and email newsletters, click on the “DTN Login” link, or scroll to the very bottom of our website and in the lower right corner click on the link to request a user name/password. After registering you will be able to pick what information you would like sent by text or email. Be sure to put in your 10-digit cell phone number in the box that says “text message address”, and pick your cell-phone provider from the drop-down box.

If you have any questions about these convenient features, contact us here at New Vision Co-op (507) 842-2001.



## Board Room News

*By Kelly Dunkelberger*

I would like to welcome all the new employees and customers from Miloma, Alpha and Marna! We are excited to be a part of your future success. I would also like to recognize all the New Vision employees that were responsible for managing the transition. We expect this acquisition to enhance our grain operations and provide new market access for New Vision’s customers. Welcome aboard!

During the June 9 Board Meeting, action was taken to

add an at large seat to serve on the Board of Directors. If you are interested in running for this new board seat, contact Brian Penning (370-3942) or any board member.

New Vision is also moving our newsletter from mail delivery to e-mailing it to you. If you want the newsletter to be sent to you, contact [dknips@newvision.coop](mailto:dknips@newvision.coop) and provide your email address. Your other option will be to access the newsletter online at [newvision.coop](http://newvision.coop).



## Safety Insights

By Brad Berkhof

The employees of New Vision Coop play an important part in the success of our business. To perform at the level it takes to make us successful, day to day activities must be performed efficiently, but most importantly, they must be performed safely. All new employees receive 2-4 hours of initial training depending on their job function. Safety training continues throughout their first 90 days with hands-on training demonstrated by their supervisors for the various tasks the employee will perform. Does safety end there? Of course not! OSHA requires employees to be trained on a number of topics related to our business on an annual basis, sometimes referred to as OSHA's core competencies. New employees as well as those that have worked at New Vision for years, receive training throughout the year on topics that relate to their job, including Ladder Safety, Confined Space Entry, Electric Safety and are provided information on resource material for permits, chemicals, fire-fighting and a host of other topics.

From office personnel to operations employees, training on certain topics must be reviewed annually. To help us complete this training, New Vision has implemented online safety training through a website called "Good Days Work". This training is an online format designed to let employees take these OSHA required classes while on the job. As safety director, I assign the required classes by job description to all employees either monthly or quarterly and can monitor the employee's progress throughout the year.

The folks at "A Good Days Work", have offered their program to New Vision members on a trial basis at no cost. There are a number of classes available directly related to farmers and their workers including ROPS, Harvester Safety, Grain Bin Safety and others related to Livestock. If this type of training is of interest to you or your employees, New Vision can provide you with website access information to demo the website on a trial basis. Contact me at [bberkhof@newvision.coop](mailto:bberkhof@newvision.coop) or 507-962-3243 for more information. Training for your employees might help prevent a serious injury to themselves or others.



## Agronomy Department

By Dennis Weber

The Hills Fertilizer plant blending tower was finished the third week of June. Stueve Construction is scheduled to complete the building structure the first half of July. Electrical work should be done in August. The plant will be in operation for the 2017 fall season. We are planning an open house and tour in September so you can see the new agronomy plant and appreciate how your dollars were spent.

Are you concerned about your soil's nitrogen? The best way to determine nitrogen levels is using a deep nitrogen test. This test will tell you where and how much nitrogen is available in the soil profile. Sampling corn tissue will also reveal the nitrogen level. Nitrogen deficiencies can be mitigated by using New Vision's top dress machines to apply urea, AMS or other micro nutrients. Last year this equipment applied top dress dry fertilizer right up to corn tassel time.

When you travel through New Vision's trade territory, the corn and soybean crops look good to excellent at this time. There are a few areas that received a little too much rain causing a few replant acres but they were very limited. The spraying season was very busy this year. The pre-plant herbicides worked very well again this year. While the rain in early June was welcome, it also caused our first flush of weeds to emerge. Corn was approaching twelve inch height so we had to switch a few herbicide programs. Coincidentally, the bean fields experienced the same initial weed pressure. This was a double whammy causing our team to manage resources to spray both crops in a timely fashion.

On behalf of the agronomy department, I want to thank you for planning ahead as it really helps our planning. Anything that can be done to minimize road time increases our efficiency and maximizes acres applied per day. Everybody wins in this scenario. Thanks again. It makes a big difference!

## 2017 Crop Scouting Report

**Brewster/Western Jackson County (Cullen Walser)** – Area crops look good to excellent with a few drownd out spots here and there. Corn is in the V-6 to V-8 growth stage, has a well-developed root system and is actively absorbing a great amount of nutrients. You should be able to see plant deficiencies that can be corrected with the right macro or micro nutrient application.

Soybeans are in the V-3 to V-4 stage and are starting to actively fix nitrogen at this time. It is very important to scout for weed escapes and clean them up at this time. One weed that goes to seed will become thousands of weeds over time.

**Central Nobles County (Kelly Siverhus)** - A lot of corn in my area is in good to excellent condition. A few fields have suffered from this spring's cold and wet planting conditions. The early season stress, such as high winds, some hail and cold soils, may be setting the corn crop up for another good response to fungicides like we saw last year, especially if our weather stays favorable for disease development.

Beans are looking good as well. Pre-emerge herbicides like Sonic held our weed pressure well this year.



## Grain News

By Keith Newman

The acquisition of the three Cargill facilities at Miloma, Alpha and Marna are completed and the transition has gone very smooth. With the acquisition, New Vision has also gained some great employees. I am very pleased that most of the Cargill employees working at these three facilities have decided to stay on with New Vision. All of these employees bring many years of experience and will be great assets to our New Vision team.

I would also like to welcome all the new customers that New Vision has gained with the acquisition of the three Cargill facilities. New Vision Coop looks forward to serving all of these new customer's needs. New Vision Coop has many great grain marketing programs to offer to all of our customers. Attached with this Newsletter is a summary of New Vision's Grain Department and the marketing programs that we offer.

I would like to introduce and welcome two new employees to our New Vision Grain Origination Staff. Nathaniel Klassen comes to New Vision Coop fresh out of college, graduating in May from SMSU in Marshall, MN with a B.S. Degree in Ag Business Management. Nathaniel grew up on a farm in the Bingham Lake area

where his parents continue to farm. Nathaniel worked part-time at New Vision's Brewster Elevator from August 2014 to September 2015 learning the grain operations. Nathaniel then did a grain internship with New Vision Coop during the summer of 2016 learning the grain marketing and grain settlement. Nathaniel will be a great asset to New Vision's Grain Team.

Jordan Serbus comes to New Vision from the Cargill acquisition. Jordan resides in Spirit Lake, IA. Jordan has two years of experience in grain origination. Jordan has a wealth of grain marketing knowledge and expertise. Jordan will be helping New Vision cover the Alpha and Marna territories as well as continuing to connect with customers in the Miloma area. Jordan will also be a great asset to New Vision's Grain Team.

Mark these dates on your calendar:

- New Vision will be hosting a series of grain marketing meetings in the middle of July after the June 30th acreage and grain stocks report and the July 12th production and Supply/Demand report.
- August 15, 2017 is the deadline to price Grain Storage Certificates.

## 2017 Summer Interns

New Vision Coop has a few new faces around for the 2017 summer months. We have added four summer interns to assist in the agronomy and feed department. New Vision's 2017 summer intern group will all be attending SDSU in Brookings this fall. We appreciate their contribution during the summer and wish them well as they pursue their future plans.



Pictured above left to right are; Timothy Krueger (Agronomy), Brady Haberman (Agronomy), Mackenzie Wagner (Feed), and Isaac Fest (Agronomy).



## Service & Value Everyday

### New Vision Coop Innovative Grain Division

#### New Vision Grain Objective

The New Vision Grain Department's objective is to provide grain producers programs and solutions, grain transportation, and grain handling facilities that will enable them to market their grain at price and basis levels which will maximize the profitability of their farming operation.

#### Innovative Marketing Contracts

Our goal is to assist producers in marketing their grain in the upper one third of the annual cash price range. This includes providing marketing contracts that enable producers to capture price premiums in the CBOT futures market. Also included, is spread and basis information to maximize the final marketing results.

- \* New Vision Cash Value Contracts.
- \* New Vision Offer Contracts.
- \* New Vision Basis Contracts with 70% cash advance.
- \* New Vision Hedge to Arrive Contracts.
- \* New Vision Conditional Offer Contracts.
- \* New Vision Producer Accumulator Contracts.
- \* New Vision Producer Accumulator with Euro Double Up Contracts.
- \* New Vision Producer w/Euro DU KO And Guaranteed Quantity Accumulator Contracts.
- \* New Vision Producer Laddered Accumulator Contracts.
- \* New Vision Minimum Price Contracts.
- \* New Vision Minimum Hedge Contracts.
- \* New Vision Min/Max Price Contracts.
- \* New Vision Managed Marketing Program.
- \* New Vision JSA Managed Marketing Program.

**New Vision Customized Contracts to Meet Producer's Needs.**

**\*\*Subject to change without notice\*\***



## Grain Facilities and Services

- \* Individualized grain marketing plans and producer calls.
- \* Weekly newsletter.
- \* Quarterly producer marketing meetings.
- \* Monthly statements on status of specialty contracts.
- \* Internet access to producer grain transactions.
- \* Cell phone text market updates.
- \* Internet access to place Cash, Basis, HTA offers.
- \* ACH deposits on settlements of grain.
- \* Open Grain Storage Program and Grain Storage Certificate program.
- \* Delay Price Program (Fall Delivery) with or without Cash Advance Program.
- \* Free Delay Price Program when available (Winter, Spring, Summer Delivery)
- \* Direct Farm pick-up program.
- \* Storage capacity of 28.6 million bushels.
- \* Nineteen grain elevators located in sixteen communities
- \* Four shuttle train loading stations on the UP Railroad, one 75 car station on the UP, and one shuttle train loading station on the BNSF.
- \* Three feed manufacturing facilities located in Magnolia, Windom, and Worthington.

## Individual Marketing Planning and Solutions

**New Vision has professional and experienced personnel on staff to provide marketing information, common sense solutions, and assist in developing customized marketing plans.**

- \* Jim Den Hartog - Brewster Office (Grain Origination) (507)-842-2018
- \* John Varley - Brewster Office (Grain Origination) (507)-842-2017
- \* Jordan Serbus - Miloma, Alpha, Marna (Grain Origination) (507)-829-0558
- \* Keith Newman - Brewster Office (Grain Dept. Mgr.) (507)-842-2019
- \* Nathaniel Klassen - Brewster Office (Grain Origination) (507)-842-2011
- \* Frank McDowell - Brewster Office (CEO) (507)-842-2025

### Grain Contract Accounting & Settlement

Sue Nau	(507)-842-2014	Deb Gerdes	(507)-842-2013
Sue Paulzine	(507)-842-2015	Marlis Einkopf	(507)-842-2016

### For More Information Contact Us At:

Adrian	(507)-483-2110	Hills	(507)-962-3221	Mountain Lake	(507)-427-2419
Alpha	(507)-847-4162	Hills Terminal	(507)-962-3243	Reading	(507)-926-5185
Beaver Creek	(507)-673-2389	Jeffers	(507)-628-5566	Wilmont	(507)-926-5141
Brewster	(507)-842-2001	Lismore	(507)-472-8233	Windom	(507)-831-0016
Dundee	(507)-468-2416	Magnolia	(507)-283-0067	Worthington	(507)-376-4018
Ellsworth	(507)-967-2434	Marna	(507)-943-3345	Outside the Area Hills Term.	(800)-688-4379
Heron Lake	(507)-225-2080	Miloma	(507)-793-2328	Outside the Area Brewster	(800)-657-3200

Adrian (507) 483-2110 Alpha 507-847-4162 Beaver Creek (507) 673-2388 Brewster (507) 842-5944 Dundee (507) 468-2416 Ellsworth (507) 967-2565 Heron Lake (888) 792-2301 Hills (507) 962-3221 Hills Terminal (507) 962-3243 Jeffers (800) 882-9772 Lismore (507) 472-8233 Marna 507-943-3345 Miloma 507-793-2328 Mt. Lake (888) 427-2423 Reading (507) 926-5185 Wilmont (507) 926-5141 Windom (888) 294-6366 Worthington (800) 657-3200

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# NEW VISION

CO-OP

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## Newsletter Online

*The New Vision newsletter has been available online at [newvision.coop](http://newvision.coop) for several years. For those of you that are computer or smart phone capable, we are requesting that you either access the newsletter online at [newvision.coop](http://newvision.coop) or provide your e mail address and it will be sent to you. Please forward your name and e mail contact information to [dknips@newvision.coop](mailto:dknips@newvision.coop) and you will be removed from the snail mail newsletter address list. Your support will save paper and mailing expense.*

**Miloma Elevator will be down  
for repairs during the  
first week of July.**

## New Customer Information Meetings

*New customers are invited to learn more about New Vision Coop by attending one of the Information Meetings scheduled below. New Vision management employees and board members will attend both meetings to talk to you about New Vision Coop and answer your questions.*

### **Meeting Detail:**

*Tuesday, July 18 @ 9 AM, Round Lake Community Center (former school building)  
Wednesday, July 19 @ 9 AM, Lakefield VFW*

### **Agenda**

- 1. Introduction to New Vision Coop.*
- 2. Grain Department Overview.*
- 3. Agronomy Department & Precision Ag Overview.*
- 4. Questions.*