

NEW VISION

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Directory

Agronomy & Seed

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

Feed

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

Grain

Adrian:	John Palaschak
Beaver Creek:	Bert Verhey
Brewster:	Jim Den Hartog Marlis Einkopf Deb Gerdes Kevin Hietbrink Sue Nau Keith Newman Sue Paulzine John Varley Kevin McBreen
Dundee:	
Ellsworth:	
Heron Lake:	Jim Westerman
Hills Terminal:	Nelva Behr
Jeffers:	Roger Hemiller
Mt. Lake:	Phil Bahr
Reading:	Glenn Crowley
Wilmont:	Becky Remakel
Windom:	Scott Zamzow



Manager's Report

By Frank McDowell, CEO

Thanks to the effort of New Vision's grain and agronomy employees the grain piles are picked up and under roof. The Brewster pile was picked up on January 31st and the Hills pile February 10th. You probably heard a celebratory shout from both locations by the employees on each of those days. The Brewster pile came up in very good condition considering the unusual December rain events. The Hills pile was slower to retrieve due to delivery restrictions at some destinations. The Hills grain has been dried and is now in stable condition waiting for end users to take delivery.

Financials through the first five months of the fiscal year are a little behind budget. Feed is slightly ahead due to an increase in tonnage and agronomy and grain slightly behind. Agronomy and grain are expected to "catch up" this spring. It would really help to have a good planting season.

The Board of Directors approved a grain handling and storage enhancement project at Jeffers. The handling portion will include a new flow through design truck scale similar to Windom and Heron Lake's, 15,000 bushel per hour receiving leg and overhead filling conveyors. The storage will include a 105 foot

diameter bin that will hold approximately 600,000 bushels of grain. Due to the lack of soil strength the bin height was limited and corresponding capacity was reduced by approximately 230,000 bushels. This project will be ready to go for harvest.

We have also done some much needed elevator repair at Mountain Lake with additional work scheduled for Worthington and Heron Lake. Most of this work includes replacing worn out spouting or transition points between the receiving pit to the leg or from the leg to the distributor or conveyor. We also apply ceramic tile to wear points if the metal is strong enough to support it. We expect to have all of this work completed by May 1st. When these projects are complete, we will be ahead of elevator repair and the elevators will be in very good condition.

Like all of you, I am looking forward to the spring season. It's a good feeling to say goodbye to another winter and have spring announced by the arrival of longer days, the smell of plowed soil and mowed grass and the sight of fieldwork. Take your time this spring to play it safe.

Thank you for your support.



Board Room News

By Kelly Dunkelberger, Chairman

As I am sitting at my desk February 24th 2017, the snow storm that was predicted to shut us all down, passed by Jeffers area with little more than a dusting of snow. Just to be clear I am ok with that! What a mild winter this has been.

New Vision Cooperative is dedicated to serving its members in every aspect of their farming operation.

Whether it is marketing your grain, placing seed orders, planning your chemical needs & soil sampling for fertilizer recommendations, to application of fertilizer or providing feed for you livestock operation New Vision wants to do the best job they can for you. We appreciate your business.

We are in the process of putting together a survey that will be sent to you sometime in July or August. The survey's goal is for you to let us know how we are doing as a company, how we can improve to meet the changing demands of agriculture and help the Directors and employees stay connected with our current customers and gain insight into non customers. Our consultants are evaluating our ideas and the survey distribution method most convenient for you. I hope everyone takes the time to fill it out and return it to New Vision Coop. I know we all have busy schedules and a survey might be the last thing you want to fill out. Your response is a great way to have your voice heard and help the Directors continue to improve your cooperative.

Agronomy Department Policies Spring 2017

Seed Returns

All seed corn shall be returned by June 10, 2017 to receive full credit. Returns after June 10, 2017 are at risk for a full refund and may be rejected. Bagged soybean seed must be returned by June 25, 2017 to receive full credit.

No partial bags of seed corn or seed beans will be accepted for credit.

Seed treatments, inoculants or planter box treatments cannot be returned.

Alfalfa is sold in full bags. No returns on partial bags.

Chemical Returns

All pre-plant and pre-emerge products shall be returned by June 25, 2017 to receive full credit. Returns after June 25, 2017 are at risk for a full refund and may be rejected.

All post-emerge products shall be returned by July 31, 2017 to receive full credit. Returns after July 31, 2017 are at risk for a full refund and may be rejected.

No partial containers can be returned.

No product purchased from another dealer can be returned for credit at New Vision.

Subject to Change without Notice.

New Vision Cooperative Free Delayed Price Program Terms for Corn or Soybeans:

No Service Fee.

Deliver to any New Vision Cooperative elevator between March 1 and August 31, 2017 as elevator space allows.

The CCC loan must be paid off before grain can be applied to Delayed Price Contract.

Delayed Pricing Contracts must be priced at New Vision Cooperative's delivery location spot price.

Allowable moisture for corn on Free DPA will be 15% or less. Corn over 15% moisture will be shrunk to 15% moisture according to New Vision Coop's moisture discount schedule.

Allowable moisture for soybeans on Free DPA will be 13% or less. Soybeans over 13% moisture will be shrunk to 13% moisture according to New Vision's moisture discount schedule.

Free DPA bushels must be priced By October 6, 2017. Bushels not priced by October 6, 2017 will be priced automatically and without notice at noon on October 9, 2017 and settled the next day unless prior instructions are made.



Agronomy News

By Denny Weber

Spring season is just around the corner and fertilizer, chemical and seed supply at New Vision Coop should not be an issue. All the fertilizer has either been delivered or is in transit. The only thing we're waiting for is for the field conditions to improve. We have seen fertilizer prices increase over the past few months but at this time they are still lower than a year ago.

The Minnesota Department of Ag approved the use of dicamba on Monsanto's Extend soybeans in early February. This program requires the EPA to approve all spray tips and spray additives in the spray mix. Every day it seems that they are approving more spray tips and additives. If you plan to apply dicamba you can go to the following websites to get the latest information on dicamba soybeans:

Monsanto – www.xtendimaxapplicationrequirements.com Click on Application Requirements Tank Mix to get the latest update on products that have been approved to tank mix with Xtendimax. If you click on Nozzles you will be able to view a list of approved nozzles for Xtendimax application.

BASF – www.engeniatankmix.com Select nozzle to get a list of approved nozzles and View Them All located at the bottom of the page to get a complete list of approved tank mix partners.

Dupont- www.fexapan.dupont.com Scroll down on the home page and on the right side click on Approved Fexapan Tank Mix Partners to see what tank mix has been approved or click on Approved Nozzles to see a list of approved nozzles. This information should be almost the same as Xtendimax.

These websites also offer information on buffer zone requirements to make sure you are applying according to label directions. You will need to talk to your neighbors because you will need to know what has been planted on the neighboring fields to make sure they are not a sensitive crop. Make sure you read and follow label directions.

Most of our seed has arrived and the guys will be sorting seed and getting ready to start delivering seed when customers are ready to take delivery.

The Hills Fertilizer Plant is behind schedule. The framers are working on the fertilizer storage area and the millwrights are installing the fertilizer tower, bins and receiving equipment. The chemical warehouse stud wall pre build is complete so they are ready to erect. We will need approximately forty-five days to complete the electrical, fertilizer and chemical liquid systems and the control software. If we get an early spring it is very unlikely that the plant will be in operation for spring. Our contractors are committed to completion as quickly as weather allows.

Please review the spring agronomy policies included in this newsletter. I also want to emphasize that dicamba crops place responsibility on the applicator so share information with your neighbors and us for dicamba field custom application services.

As always, New Vision's agronomy department will be ready for you this spring. Thank you for your support.



Calf Care and Forage Preservation

By Micah Rupp

Hard to believe it, but we have reached that time of year again. I am of course talking about creep feed booking season! Have you thought about your creep feeding program for this summer? The 2017 New Vision Creep booking is upon us and that means it's a good time to consider what your needs will be during the coming season. Creep feeding has the benefit of providing larger calves while helping to maintain cow condition. Providing creep feed also takes some of the pressure off of your cows and helps lengthen the grazing season. New Vision is committed to using the best quality ingredients and formulating for the lowest cost of gain so you can be certain that you will get the best creep feed in the region. With our use of a mini pellet we can make a hard pellet that holds up well in your feeder with minimal fines. The small size makes the pellet easy to consume for younger calves.

This year New Vision will begin carrying forage inoculants through the McNess Company. McNess inoculants have a long history of successful performance with fermented feeds. With their full line of inoculant products we will carry the type of inoculant you need for your type of production at a concentration and cost that works best for your operation.

Contact your New Vision representative or the New Vision Office and our feed department staff would be glad to answer any of your questions.



Spring Safety Tips

By Brad Berkhof, Safety Manager

With temperatures 20-30 degrees warmer than normal the last 10 days, one may believe we're in for an early spring and the thought of an early planting season has probably crossed your mind a time or two. Then again, by the time you read this newsletter, planting may be a distant thought if the forecast holds true. Regardless, planting season will come, which is typically the busiest time of the season for farmers as well as the most dangerous. Here are some safety tips to keep in mind this spring season.

Be extremely careful as you move from field to field and share the public roadways. Today's equipment is very large. Make sure you're visible in the early morning and late evening while traveling rural roads and highways.

If you apply your own chemicals, take the time to read and follow the label directions, and wear the proper personal protective equipment when mixing and handling chemicals or pesticides.

Eat healthy during long working hours and make sure to get the proper amount of sleep. Skipping meals and lack of rest can lead to fatigue, which is the main cause of most farm-related accidents.

Finally, be extremely mindful of your children when working on equipment around the yard or in the field. Today's large equipment draws the attention of children, make sure your aware of their presence at all times. If they need to be with you in the field, make sure they are secured at all times in the cab of the tractor.

From all of us at New Vision, have a safe planting season.



Iowa State Dairy Science Club Visits New Vision

On Friday February 3rd we had the privilege of hosting 46 Iowa State Dairy Science Club members at the Worthington feed mill. Students were split up into 4 groups and had the opportunity to witness several different aspects of the feed manufacturing process. This included the office and walk in-customers, warehouse operations, pelleting, batching, ingredient receiving, bagging and the quality control lab. Students were also shown the variety of ingredients that go into making feed for the nine different species New Vision feeds. Different types and textures of feed product were also displayed and discussed. This was a great experience for the New Vision Feed Department employees and it was great to share New Vision's feed capabilities with these enthusiastic Iowa State Dairy Science students. It's safe to say the future of agriculture is very bright!

For Sale NH3 Storage Tanks

Beaver Creek	18,000 Gallon Tank
Brewster	1.) 8,000 Gallon Tank 2.) 26,000 Gallon Tank
Heron Lake	30,000 Gallon Tank
Hills	18,000 Gallon Tank
Jeffers	1.) 12,000 Gallon Tank 2.) 12,000 Gallon Tank
Lismore	1.) 18,000 Gallon Tank 2.) 18,000 Gallon Tank
Reading	26,000 Gallon Tank
Wilmont	1.) 18,000 Gallon Tank 2.) 30,000 Gallon Tank
Worthington	1.) 12,000 Gallon Tank 2.) 26,000 Gallon Tank

All tanks are offered "As is, where is" with no warranty and no performance or suitability guarantee of any nature whatsoever. All tanks will have to be moved at Buyer's expense and Buyer's risk. Tank removal timing shall be mutually agreed upon between the Buyer and New Vision Coop. All successful bidders will be invoiced in full at the time their bid is accepted. Invoices shall be due no later than ten (10) days of notification to the Buyer of bid acceptance. Minimum bid is \$ 1.75 per gallon. Buyer's that fail to pay within the terms specified shall forfeit tank ownership. Buyer's that do not remove tank(s) as agreed, shall forfeit 50% of the purchase price and ownership of the tank(s). If you are interested in purchasing any of the tanks, contact Dennis Weber at 507-842-2032 or 38438 210th Street, Brewster MN 56187.



Meet Bernice Vander Wal

Bernice grew up working on her family's dairy farm and took this experience with her to South Dakota State University where she graduated with a bachelor's degree in Animal Science and a minor in Ag Business. While attending SDSU, Bernice was very involved in the Dairy Club and spent her summers working as a Dairy Genetic Specialist Intern for Zoetis Animal Health and as an Undergrad Researcher and Office Nutritionist for Hubbard Feeds.

Bernice Vander Wal started as a Ruminant Feed Technician on 12/19/2016. Bernice will work out of

New Vision's Brewster Office but will call on dairies throughout New Vision's territory. As a Ruminant Feed Technician with a dairy emphasis, Bernice will provide customers with information and technical expertise necessary to enhance their operation.

When asked what really excites her about her new job, Bernice said that she's really enjoyed getting to know the customers and coworkers at New Vision. She's looking forward to continue learning all the products we have to offer and enjoys being able to work with a variety of nutritional companies.

If you have any questions about dairy or calf nutrition, please don't hesitate to contact Bernice at 507-215-2424.



New Vision Coop 2017 4-H Sponsorship Program

by Lindsay Watterson & Micah Rupp, Feed Sales

New Vision's 2016 4-H Sponsorship Program went very well with many exhibitors taking part in 4-H as well as our sponsorship program, for the first time. Because it was supported so well last year, the New Vision Coop Board of Directors has approved the 2017 4-H Sponsorship Program under the same terms and in the same format as last year.

In order for an exhibitor to qualify for New Vision's 2017 4-H Sponsorship Program, the eligibility standards listed on the form must be met and the form completed and returned to New Vision Coop by Monday, June 5, 2017. You may use the form in this newsletter or visit the New Vision website.

Many of the board members and employees at New Vision were 4-H participants growing up and understand the benefits of their 4-H experience. New Vision believes that 4-H helps develop strong leaders for the future of agriculture and teaches important life skills. New Vision is proud to support the exhibitors and hopefully encourage more kids to get involved.

If you have any questions regarding this program contact Lindsay Watterson (lwatterson@newvision.coop or 712-363-2884) or Micah Rupp (mrupp@newvision.coop or 507-360-5094).



New Vision Coop 2017 4-H Sponsorship Program

ALL FORMS MUST BE SUBMITTED AND POSTMARKED BY JUNE 1, 2017
TO Micah Rupp (mrupp@newvision.coop) OR Lindsay Watterson (lwatterson@newvision.coop).

LATE APPLICATIONS WILL NOT BE ELIGIBLE

ELIGIBILITY

Exhibitor's parent must be a New Vision Coop member (\$ 10,000.00 business during the 2015-16 fiscal year and agricultural producer).

Exhibitor's entry must meet all 4-H fair eligibility requirements and deadlines.

Cloverbuds are not eligible for this sponsorship program. Coop calves or pigs do not qualify.

Exhibitor Information (Exhibitor to complete the section below and return to NVC by June 1, 2017)

1. 4-H Exhibitor's Name _____

2. Parent's Name _____

3. Phone Number _____ 4. Email _____

5. 4-H County & Club _____

6. Circle all that apply. The highest qualifying category will be paid.

A. Beef, dairy, cow/calf \$ 200.00

B. Swine, calf, sheep, horse \$ 100.00

C. Goats \$ 75.00

D. All other exhibitors (poultry, rabbits and general exhibits) would receive a \$15.00 exhibitor donation.

Return your completed form to Lindsay or Micah at New Vision Coop, 38438 210th Street, Brewster MN 56119.

PAYMENT

Upon receipt of this completed form, New Vision will confirm accuracy with your local 4-H Program Coordinator. Payments will be distributed through your local 4-H office after the county fair concludes. New Vision Coop recognition ribbons will be delivered to 4-H Coordinators to distribute to each exhibitor.

OFFICE USE ONLY

4-H Coordinator's signature below is required to verify member's qualification after fair is complete.

4-H Coordinators' Signature _____ Date _____

Adrian (507) 483-2110 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
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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Hills Bagged Feed Relocation

Effective April 1st we will no longer warehouse or sell bagged feed products from our Hills location. All products that are available in Hills will be available at our Beaver Creek location. A great alternative you may want to consider is our bag delivery service that runs on Tuesdays, Wednesdays and Thursdays. If you place your feed order 24 hours in advance it will be delivered to your yard. If you have any questions please feel free to give me a call at 507-842-2046. Thanks in advance for your cooperation during this transition.

Current open positions at New Vision:

- Grain Elevator Operator – Ellsworth & Hills, MN
- Custom Applicator – Hills, MN
- Diesel Mechanic – Magnolia, MN
- Feed Truck Drivers – Magnolia, Windom & Worthington, MN
- Night Shift Feed Production Technician – Worthington, MN

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.

**The Hills Terminal will be closed the week of
March 18th for elevator software upgrades.**