

NEW VISION

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Directory

Agronomy & Seed

Brewster: Court Baumgard
Mark Eisfeld
Josh Hilbrands
Melanie Krumbach
Kayla O'Connor
Cullen Walsler
Denny Weber
Heron Lake: Jared Knips
Gerald (Berr)
Hubbling
Hills: Michael Christensen
Jon Harris
Dave Leenderts
Jeffers: Brandon Davis
Lismore: Nick Overgaard

Feed

Brewster: Brenda Appel
Randi Colby
Neil Cuperus
Tommy Lindstrom
Bob Prins
Grant Prins
Micah Rupp
Gary Schmidt
Paul Smit
Sarah Trousil
Dan Uttech
Erika Vizarraga
Steve Winters
Magnolia: Darren Ponto
Windom: Scott Scholtz
Worthington: Shad Jacobs

Grain

Adrian: John Palaschak
Alpha: Dennis Lawton
Beaver Creek: Jon Harris
Hillary Bartell
Brewster: Gina Bunting
Denice Dirks
Joel Hartzler
Corey Steffl
Keith Newman
Jessica Reitmeier
John Varley
Dundee: Kevin McBreen
Ellsworth: Jared Hinsch
Heron Lake: Darla Hart
Hills Terminal: Matt Simpson
Jeffers: Roger Hemiller
Magnolia: Darren Ponto
Marna: Corrie Rademaker
Miloma: Corey Steffl
Mt. Lake: Phil Bahr
Nathaniel Klassen
Reading: Glenn Crowley
Wilmington: Becky Remakel



Manager's News

By Matt Ashton, CEO

It has been a fast winter, and everyone is anxious for spring to begin. The team at New Vision has been very busy getting ready for spring Agronomy season, loading trains, and delivering feed. I am continuously amazed at the accomplishments that are made everyday by each of our employees at New Vision. The team has done a great job and is here to serve our customers regardless of COVID or any other challenges that we may face. New Vision had a very good fall Agronomy season, our Feed business continues to provide superior quality feed and timely service to our livestock customers, and we look to load a record amount of shuttle trains this year. The demand for our grain has been tremendous and looks to continue to be strong.

The Leadership team has been focused on improving technology, efficiencies in our operations, earning and building relationships with our customers, and work life balance for our employees. Every day, we look for ways to improve the service to our customers and our employees and provide long term solutions for the benefit of our customers, employees, and New Vision.

Change is happening throughout the industry, and the world. Our marketplace is changing, our customer base is changing, our suppliers are changing. Consolidation throughout the Agriculture supply chain is happening. These changes impact New Vision and our customers in many ways. New Vision is navigating change and your coop will continue to change and evolve to continue to be your partner and continue to provide service and value every day. Change is not always easy and is never without challenges, but the only thing constant is change. New Vision is committed to providing a great place to work with great employees to serve our customers, we are committed to our employee and customer safety, we are committed to returning equity and patronage to our members. We are committed to technology, innovation, automation to improve our efficiencies and we are committed to earning more business from our existing customers as well as customers we are not doing business with today. New Vision will continue to change and evolve, but we are not going to change what we are committed to be- a great place to work, long term partners and solution providers to our member owners.

If you have not already, you will be receiving a customer survey in the mail. Additionally, the link to the survey is on our website. We want to hear from you. Your input is very important as we navigate change and look to the future. Please

Continued on page 2

Continued from page 1

take the time to fill out the survey. The Board and Leadership team will be reviewing the results of the survey later this summer and create action plans based on the results of the survey.

I want to take this opportunity to thank Dennis Weber and Jim Den Hartog, between the two, they have 80 years of experience at New Vision. That is something that is truly remarkable and says a lot about these two men. I have had the privilege to work with both of them and they both have taught me a lot. I will miss both of them and their willingness to share knowledge and I will miss having them in the Brewster office. Congratulations to Dennis and Jim and their families on a well-deserved retirement, you will be missed. We will have a retirement party to celebrate their accomplishments once COVID restrictions ease in the state. Please keep an eye on the website for updates.

Thank you for your business and your continued support of New Vision Coop.



Agronomy Department News

By Dennis Weber

So far this year we have been on a roller coaster ride with fertilizer pricing. With grain prices continuing to increase the fertilizer suppliers have jumped on the bandwagon. It also does not help that inventory supplies throughout the country are on the low side. I expect we will see pricing continue to increase through the spring season. I would recommend that if you still need to lock in your spring inputs to do so sooner rather than later.

Now with that said it's time to talk about my upcoming retirement which is only a few weeks away. Over my career I have been fortunate to have worked for a FANTASTIC company that I truly cared about. What makes a company great? It's the employees and customers that make this happen. I have truly enjoyed working with all of the board members over the years,

they have been great and I can't thank them enough for all they did for me. I would like to thank Marv Wolff, the General Manager of Consolidated Coops for giving me the opportunity to become the Agronomy Manager back in the spring of '78. I never dreamed that it would last 43 years. The employees that I have worked with are a great group of people, dedicated to do the best job they can for the customers. They are very dedicated to getting the job done as efficiently and as fast as possible. Just remember last spring, in twelve days this outstanding group was able to get the fertilizer and pre-chemical on 95% of the corn and 80% of the soybeans that were planted. I also want to thank all of the customers, without you nothing matters. Remember **YOU ARE THE COMPANY**. I will truly miss all of the employees and customers, but it is time to kick back and enjoy family and friends.



Agronomy Department

By Josh Hilbrands

Thank you for all the warm welcome's thus far as I enter the second month on the job. A little bit about myself, My wife (Aimee) and children (Peyton 13, Hailee 11, Harper 7) and I recently relocated to just north of Windom. I grew up just north of Clara City on the farm where my family was active in row crop farming, auctioneering, and real estate. After attending College at Ridgewater for Ag Business I went back home to work in the family business. Having 18 years in the Agriculture industry, 3 in equipment sales and the rest in the coop system I have learned that working

directly for the grower has been the most rewarding. My previous role before being hired by New Vision was as a Regional Manager for Agtegra in the central region. Throughout my transitions and career moves one thing remains the same, my passion to serve the farmer owners and help them retain the highest ROI possible. This has been my primary goal every year. I am thankful to be a part of a great team here at New Vision and look forward to meeting all the great people in the area.



Feed News

By Gary Schmidt

The biggest question on everyone's mind currently is how much 2021 will look like 2020. In some ways, we think that 2021 is going to be a lot better than 2020, but at the same time, we think there's definitely going to be our fair share of challenges. 2021 has upcoming challenges on the demand side, Covid-19, Stimulus Package, vaccination of Covid-19, US Employment #'s, Pork and Beef exports. Exports in China/Hong Kong, Central America, Vietnam, and Chile, and continued strong growth in Japan and Mexico.

The supply side sow herd decreasing; less cattle on feed and global effect of African Swine Fever [ASF] remains an issue for the world global protein picture; "Comparing 2018 to 2020, protein supplies overall, the world is still below where they were prior to ASF, and then rising feed cost after last year bought a "historic shift." In corn and SBM cost since 2013.

I'm Gary Schmidt New Vision's new employee in the Feed Department; with great excitement, to be part of New Vision Feed Department. With their vision of supplying feed and services to all aspects of livestock production. I'm a graduate from Iowa State University with a degree in Agriculture Education and Animal Science. I have worked in the livestock industry for many years.

New Vision has many programs to help producers stay profitable in the livestock industry producing Meat, Milk and Eggs. Let's review some of the programs available to our patrons:

Feed cost changing daily; Feed cost has increased 10% to +20% to raise livestock today:

We will give one Forward Contract options to lock in your feed needs.

- ▶ We have three mills to service your needs Magnolia, Worthington, and Windom.
- ▶ New Vision has a large trade area to cover your livestock feed needs.
- ▶ Rations used are on a "least cost Formulation" for your livestock.
- ▶ B/E is a big part of a producer's tools; we can complete B/E on hogs and cattle one can use for marketing decisions.
- ▶ Marketing livestock is a major concern; we can visit about marketing tools.
- ▶ New Vision assists placing hogs in good facilities.
- ▶ We can also do close outs for your livestock operation.
- ▶ A complete line of Sunglo and Linder show feed products

Please, contact our sales team about our programs that are available to our customers: Feed Sales Team for New Vision Coop: Neil Cuperus, Micah Rupp, Bob Prins, Steve Winters, Paul Smit, Tommy Lindstrom, Grant Prins, and Gary Schmidt.

I write a daily marketing information on Beef and Pork; My goal is to supply information from the previous day on the markets. It is designed one can look up information with your phone and review the previous day's markets. We offer this service to our customers; please forward your E-mail to gchmidt@newvision.coop to be added to the list. Gary Schmidt 507-360-2502



Grain News

By Keith Newman

Around this time each year the New Vision Board and management evaluate capital expenditure needs for the coming year. This year has been no different. After several meetings and careful consideration several projects and assets have been approved by the New Vision Coop Board of directors for this coming year. Some of these projects will improve customer experience with New Vision Coop and some of these projects will improve operations and safety for our employees.

The first project approved was a rebuild of the grain facility in Reading. The existing main house, the annex, the office, and scale will all be demolished. After more over 75 years of service the existing facility and equipment have become unsafe for employees and customers to operate. The board and management felt that the Reading location and surrounding area continues to be a valuable market for New Vision Coop and want to continue to provide service to the membership in the Reading area but needed to address the facility safety issue. The existing facility will be replaced with an 80ft truck scale, new scale office, 10,000 bushel/hr receiving conveyor and grain leg. Two new 5000-bushel capacity loadout bins will also be added along with fill and empty conveyors for existing storage bins.

The second project approved is to add 2nd truck scales at our Heron Lake and Miloma locations. With 2nd scales at each of these locations our customers will experience less scale wait times which will speed up harvest. With 2 scales at each location there will be less confusion from loaded trucks and empty trucks waiting to get on the scale. This project will also solve a safety issue at Miloma, many times during harvest trucks are parked on Hwy 60 waiting to get across to the truck scale.

The third project is replacing some sprouting feeding grain screenings and rail loadout at our Miloma location. This project will help utilize existing screener capacity and increase rail load out capacity reducing train loading times and increase quality of grain loaded in rail cars.

The fourth project is replacing some spouting and adding a new distributor to the south outside grain leg at

our Heron Lake location. This project will also allow grain to bypass the screener from the outside leg when needed and will reduce wear and tear on that screener and other equipment.

The fifth project is pouring an 8-inch concrete base to the corn pile area at Brewster. The existing base of the corn pile is dirt and, in the past, has created many issues when it has come time to picking up the corn pile in Brewster. In the past almost ideal conditions have been needed to pick up the Brewster pile and many years we have had to wait for the ground to freeze or dry out before recovering the corn pile leaving the corn exposed to weather for longer periods of time creating corn quality issues.

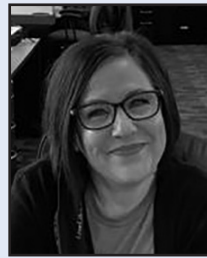
The sixth project is replacing old sweep augers with new zero entry sweep augers in a bin at Mt Lake and Beaver Creek. It continues to be one of New Vision's goals to make our operations safer for our employees. As old sweep augers wear out New Vision is replacing those sweep augers with zero entry sweep augers. Keeping employees out of bins while sweep augers are running eliminate the risk of employee entanglement in the sweep auger or the risk of grain engulfment.

The New Vision Coop board has also approved the purchase of a 2017 Hercules track mobile. This track mobile is much larger and newer than the existing track mobiles New Vision currently uses and will allow us to move rail cars easier and in much harsher conditions. Also, the existing track mobiles are as old as 1997 models and are beginning to wear out and cost New Vision much in repair costs. Adding an additional track mobile to our fleet will also help to eliminate some moving time of track mobiles as New Vision has 4 locations that use track mobiles when loading trains and today do not have enough track mobiles to cover each location when loading trains.

All of these projects will either improve customer service, make operations more efficient or improve employee and customer safety. I greatly appreciate the support and confidence that the New Vision Board has in it's Coop. All of these projects require a large amount of capital that the Board is willing to investing in its coop this year, but I believe this is an investment that will greatly improve our services to the New Vision Customers.

New Grain Origination and Accounting Team Members

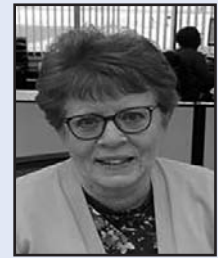
I would like to introduce and welcome three new employees to our New Vision Grain Origination and accounting team. First Hillary Birtell comes to New Vision after working for CoMark Equity Alliance in Cheney Kansas for several years. Hillary will reside with her Husband in the Sioux Falls, SD. Hillary has several years of experience in grain origination and has a wealth of grain marketing knowledge and expertise. Hillary will be helping us cover the Western part of New Vision's territory. Hillary will be a great asset to New Vision's Grain Team.



Gina Bunting started with New Vision Coop prior to this past fall in grain accounting.

Gina resides in Heron Lake, MN with her husband. Gina has been a great addition to our grain accounting team and has already spoken with several of New Vision grain customers and looks forward to speaking and working with all New Vision's grain customers.

Denice Dirks started with New Vision Coop in December in grain accounting



after working for Agri-Energy in Luverne for 22 years and before that working for the Ellsworth and Adrian Coops many more years. Denice resides in Luverne, MN with her husband. Denice has been a great addition to our grain team and with the many years of experience in grain she has hit the ground running.



Board Report

By Chad Wieneke, Chairman

Hello, my name is Chad Wieneke. The board of directors had the reorganizational meeting after the 2020 New Vision Coop annual meeting to elect new officers. I became the chairman, Matt Gohr was elected Vice-Chair and Robert Newman was elected Secretary.

New Vision will be doing a customer survey in March. The board will review the survey this summer at the board retreat. Please take the time to complete the survey, we want your feedback. This information helps us make future decisions to provide service and value to our customers.

The board has been working with the leadership teams on several projects in the Feed and Grain Departments that will be completed over the next six months. We feel it is important to reinvest in our assets to provide outstanding service and a safe work environment for our employees. One of these projects that the board has approved is the rebuilding of the Reading Elevator that Grain Department Manager Keith Newman will also discuss.

COVID continues to impact our personal lives and our business. New Vision is doing their best to continue to serve our members while keeping our employees safe. Thank you for understanding and being patient with us as we try to navigate through this time.

New Vision is off to a good start as we are six months in on the fiscal year already and are optimistic for the second half of the year. Please stay safe and we look forward to a great spring.

Denny Weber's Retirement



Forty-five years. Four and a half decades. Almost half a century. No matter how you say it, that much time working at one place is evidence alone of the pure dedication and commitment Denny Weber has given to New Vision Co-op and its customers over the years. Denny will be retiring on April 2, 2021 after a length of tenure that simply is not seen anymore. His agronomy expertise, admirable work ethic and infectious laugh will be missed by all who have had the opportunity to work with him.

Denny started his career in agriculture early while growing up on a farm in Clinton, MN where their operation included dairy, grain and hogs. He and his parents, four brothers and one sister worked together to get it all done at a time when milking was done by hand and the butchering was done at home.

With older brothers, taking over the family farm someday wasn't an option so following high school, Denny worked at a cannery for a few months on an assembly line. He helped box up Hi-C fruit drink 6 days a week and 12-hours a day. His desire to get back into agriculture happened in January of 1974 when he got a job at Midland fertilizer Plant in Clinton and spent the rest of the winter bagging 80 lb. fertilizer bags. That fall he attended Canby Vocational School where he met his wife, Sandra, and graduated with a degree in "Fert & Dirt". While at school, he worked at a private fertilizer plant out of Dawson as an unpaid intern. His work ethic was already something to be commended at that age as he was recommended by an instructor to a Farmland Sales Rep who had contacted his school looking for some help at Consolidated Co-op in Worthington.

Denny was able to finish school two months early to start his job as a seasonal employee at Consolidated Co-op in Worthington in the fall of 1975. This quickly turned into a full-time job. When asked what his job title was then, he said "None. I was a Consolidated Co-op Employee." He said he helped anywhere they needed him: agronomy, grain in the winter, loaded train, picked up piles, and worked at the feed mill. His starting wage was \$2.25/hr which he said he had no complaints about as minimum wage at that time was \$1.50/hr and a dollar when further then. Denny recalled all the manual labor that was required then and laughed as he said he learned quickly how to stack bags the right way so they wouldn't fall off the truck.

On March 1 of 1978, Denny became the Agronomy Department Manager and has remained in this position until retirement. During the 43 years Denny held this role, he's had the opportunity to build three fertilizer plants: Worthington (1991), Brewster (2009), and Hills (2017). Looking back, he said something he's most proud of is just seeing the progress in ag. We've become much more efficient, have increased yields, improved environmental practices, and have seen increased profitability for farmers. When Denny started, they sold 1,200 ton of dry fertilizer and it's 35,000 ton today. There was no custom application when he started – farmers did everything themselves. Technology has allowed planting to increase from 40 acres back then to 400 acres/day today. Corn yield was 100-125 bushel/acre where it's increased to 190-225 bushel/acre now, plus they used more fertilizer then! There is much better utilization and soil management today than in the past.

Denny remarked that his time with New Vision has been a fast 45 years. He said he remembers his interview in the “brand new” Worthington office like it was yesterday. His advice to those just starting their careers is that you can move up if you want to, you just have to be willing to work hard and learn every area that you can. Every job has its challenges and in Agronomy, that is keeping up with the changes. There are no two days and no two seasons the same. It was important to be flexible and be able to change quickly. He said those same challenges are what made it exciting too.

Following his retirement on April 2, Denny’s plans include taking up golfing “where high score wins”, helping a local farmer as a “gofer”, and planting a garden with his grandkids. He is also planning to continue his volunteer work on the Hospice Cottage Board in Worthington, mowing his yard, and hopefully getting to a few Twins games. Above all, he’s looking forward to enjoying more time with his family: wife, Sandy; son, Ryan & his wife Joni; daughter, Amy & her husband Wade; and grandchildren, Jordis, Madison, Brayden and Nevaeh.

Congratulations to Denny on his well-deserved retirement!

Jim Den Hartog Retires as Grain Originator after 35 years

Jim retired on December 31, 2020 following a long career working in local farmers co-ops, including the predecessor to New Vision.

Overall, Jim spent over 35 years with New Vision Co-op.

He started his career in 1972 at the Farmer Co-op in Luverne and moved to L&H Grain in Welcome before moving to Consolidated Co-op in 1977. He worked for the Co-op Elevator Association out of Ocheydan, Iowa before coming back to Consolidated Co-op in 1996. (Consolidated Coop became New Vision Co-op in 1998). Jim left for a few years to start his own business farrowing hogs but finished out his professional career at New Vision with the last 10 years as a Grain Originator.

Den Hartog says, “In summary it looks like I had many stops. I really did not, since 35 years were for the same company and customers. New Vision will always have a special place in my heart, especially since I was hired by the company three times! The other thing is that I was able to climb to the top of the system with

just a high school diploma. That is something to be proud of!”

He would like to thank all the customers for their loyalty to New Vision over the years and he misses each and every producer he ever talked with. Jim says, “retirement isn’t easy.” He misses seeing people in the office and spending hundreds of hours on the phone with producers and it is hard to slow down.

New Vision has lost a longtime advocate with Jim retiring, but we have three Grain Originators available and ready to continue your strong connection to the Co-op. Our current Grain Originators, John Varley, Joel Hartzler and Hillary Birtell are ready to help you every step of the way.

Those of us in the office who have known Jim, not only miss his booming voice, but also for his passion for buying grain and talking to the customers. We learned a lot from him, and he will be missed. We wish him well on his next chapter of his life and hope he can enjoy his retirement.



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