

# NEW VISION

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## Directory

### Agronomy & Seed

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

### Feed

Brewster:	Brenda Appel Neil Cuperus Bob Prins Grant Prins Micah Rupp Paul Smit Randi Strandberg Jeff Schutz Lindsay Watterson Glenda Zeman
Magnolia:	Al Prins
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
Dundee:	Kevin McBreen
Ellsworth:	LaDean Fletcher
Heron Lake:	Jim Westerman
Hills Terminal:	Nelva Behr
Jeffers:	Roger Hemiller
Mt. Lake:	Brent Piotter
Reading:	Glenn Crowley
Wilmont:	Becky Remakel
Windom:	Scott Zamzow



## Manager's Report

By Frank McDowell, CEO

New Vision's financials through the first six months are approximately one million dollars ahead of budget. This is due to a better than expected fall fertilizer season and regional patronage from AGP. In addition to AGP's exceptional patronage they retired over one million dollars of New Vision equity. I believe in giving credit where credit is due and AGP certainly qualifies in that regard. Another take away from AGP's record financial performance is its example of the benefits provided by the cooperative business model. The combination of providing a competitive market every day for soybeans and supplier of soybean meal and hulls and the cash patronage and equity retirement is something no other business can do unless you make a cash investment to purchase stock. The connection between the benefits provided by AGP to New Vision Coop and the benefits provided to you as a New Vision member is a powerful value driver for the cooperative business model. Thank you for your support.

The Board of Directors has made several decisions that will impact every New Vision Coop member. They have approved grain handling and storage improvements in Mountain Lake, Windom, Heron Lake and Hills terminal, a fertilizer plant for Hills terminal and a feed ingredient handling and storage annex at the Worthington feed mill. Details of these projects are included in this newsletter. The decision process starts with management describing the project, doing budgetary cost estimates, feasibilities and presentation to the Board. Sometimes projects are included in the Five Year Business Plan and sometimes they are more spontaneous due to immediate need, market conditions or construction opportunities. After evaluation the Directors may consult our CoBank loan officer or visit similar projects in operation for performance references. After the Directors are satisfied with the need for the project, understand the project, have evaluated the feasibility and have confidence in the financial projections, the Directors make the final decision to proceed or wait. These deliberations usually take a minimum of several months and can take as long as several years before action is taken. It is important for each of you to know that your Directors enter into these situations with an open mind and ultimately make decisions with the expectation that every project will improve operations for customers and employees and contribute to the long term sustainability and growth of New Vision.

The Directors also determined that it was an appropriate time to exit the anhydrous ammonia business. I agree with this decision 100%. It will be safer for our customers and employees. There isn't an argument that I am aware of that can trump improving the safety of our work environment. There are additional details

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regarding this decision in this newsletter.

While we're on the topic of agronomy, I want to thank all our customers that prepay and plan prior to spring fieldwork. It improves our efficiency and level of customer service. Your cooperation is appreciated by all of us.

Thank you for your support and get ready to use these new assets. They are going to be great additions to your business!



## Board Room News

By Kelly Dunkelberger, Chairman

The arrival of the New Year is the beginning of "meeting season" for your Board of Directors. New Vision Directors attended training sessions sponsored by the University of Minnesota and The Iowa Institute of Cooperatives, update meetings sponsored by CHS and Land-O-Lakes and annual meetings with CHS, AGP, Land-O-Lakes and CoBank. Directors' attendance at these meetings is voluntary. In order to make certain that New Vision is represented, meeting attendance responsibilities are shared between the Directors depending on personal schedules and the meeting agenda so the attendance obligation is manageable. In addition to these industry meetings, we have our regular monthly board meetings.

New Vision Board of Directors approved our Five Year Business Plan last July. This Plan included constructing grain storage at Mountain Lake, Windom and Heron Lake and a fertilizer plant at the Hills Terminal site. The Directors determined that it would be advantageous to move forward on all of these projects in 2016 due to low steel prices, low interest rates and the need to upgrade these elevator locations and add fertilizer application capacity.

In addition to the Business Plan projects, the Directors approved a grain handling and storage project at the Hills Terminal site and a feed ingredient handling and corn grinding project at the Worthington feed mill. These projects were not included in the Business Plan but were evaluated and determined to be beneficial.

These projects represent a total investment of approximately nineteen million dollars in New Vision. This is only possible because of the financial strength of New Vision Coop, the commitment of your employees to earn your support and grow your business and the support of CoBank through the decision making process. I would encourage you to read the articles in this newsletter for more details on these exciting projects.

The objective for these projects is to improve the flow for all locations. What does this mean? During the peak of fall harvest, we are transferring grain to free up storage in elevators short of space to New Vision's terminal elevators. As most of you have experienced, transferring grain extends waiting time in line and competes for unloading capacity in the fall. These projects will add a net increase of 2.6 million bushels of grain storage space and more importantly, a net increase of 45,000 bushels per hour of grain unloading capacity.

As New Vision prepares for spring season, the topic of in-season agronomy purchases has been discussed. It has always been the Directors' objective to protect every member's equity investment by maintaining a credit policy that is reasonable and effective. In order to continue that philosophy, we are asking all customers that haven't prepaid their spring agronomy inputs to do so. Prepayment is usually your best price option and increases operational efficiency. If you elect to purchase agronomy inputs in season, you may be asked to provide credit information and bank references. I would encourage you to consider providing this information prior to spring season in order to save time and allow us to provide you the service you expect.

One last thing I would like to share with you is the philosophy inside the board room. We consider New Vision Coop a generational company that has been formed from many community coops merging together to build this Coop on a solid foundation in order to serve the next generation. In order to do that, we need to invest in our company to insure that happens. This is no different than multi-generational farming operations that are handed off from one generation to next. Most current decisions are based on the needs for the next generation.

It has been a busy winter in the New Vision board room and we are all ready for spring. Have a safe spring and enjoy summer.

# New Vision Coop 2016 4-H Sponsorship Program

by Lindsay Watterson & Micah Rupp, Feed Sales

The New Vision Coop Board of Directors has approved the 4-H Sponsorship Program for 2016 as part of New Vision's ongoing commitment to area 4-H programs. After evaluating last year's program, some improvements have been made to the 2016 program.

In order for an exhibitor to qualify for New Vision's 2016 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 Wednesday, June 1, 2016. You may use the form in this newsletter or visit the New Vision website.

If you have any questions regarding this program contact Lindsay Watterson (lwatterson@newvision.coop) or Micah Rupp (mrupp@newvision.coop).

## New Vision Coop 2016 4-H Sponsorship Program

ALL FORMS MUST BE SUBMITTED AND POSTMARKED BY JUNE 1, 2016  
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 2014-15 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, 2016)

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 \_\_\_\_\_



## Grain News

By Keith Newman

In spring and summer of 2015 the New Vision Coop Board and Management spent much time putting together a Five Year Business Plan.

One of the main objectives of that Five Year Plan was to continue to improve existing facilities and invest in new facilities that would allow New Vision to better serve our customers. In March of 2016 the New Vision Board of Directors approved six new grain projects that total 11.5 million dollars at four locations that will improve our grain operations and service to New Vision customers.

The first project approved is building a 78 foot diameter steel bin with storage capacity of approximately 425,000 bushels at New Vision's Mt Lake location. This bin will be filled from the outside dump pit at a capacity of 20,000 bushels per hour. The additional storage at Mt Lake will be used for bean storage as our Mt Lake location always seems to run into storage issues during bean harvest.

The second project approved is building two 78 foot diameter steel bins with storage capacity of approximately 420,000 bushels each, a new receiving pit and scale with flow through dump pit and grain leg with receiving capacity of 15,000 bushels per hour at New Vision's Windom North Location. The scale is designed to weigh and unload semis without moving the truck. In addition to the storage and receiving project at Windom a new conveyor to transfer corn from the new facility to the feed mill will be installed as well as upgrading the conveyor moving grain from the existing grain facility to the 3 concrete silo's to the North. The feed mill conveyor will deliver whole corn to the feed mill. This will be a significant time saver as corn is currently hauled by truck from the main elevator to the feed mill. The bunker at Windom will be demolished to make room for the 2 new bins and Elevator B down town will be taken out of service as it has become unsafe. This project will add net additional storage of 290,000 bushels to the Windom location. This project will also increase the dumping capacity by 15,000 bushels per hour at the Windom North location plus allow us to dump at the existing grain facility at the full 10,000 bushels per hour when filling the North 3 concrete silos.

The third project approved is building two 78 foot bins

with storage capacity of approximately 420,000 bushels each and a new dump pit and leg with receiving capacity of 15,000 bushels per hour at New Vision's Heron Lake location. The old wood house and steel bin at Heron Lake will be demolished to make room for the 2 new bins. The Clark Tank by the wood house will stay in place and will be filled by the new dump pit and grain leg. This new project will increase the current dumping capacity of Heron Lake by a net of 10,000 bushels per hour and will add a net additional storage of 690,000 bushels.

The fourth project approved is a 50 X 150 foot shop at the Heron Lake location. The old shop just east of the office in Heron Lake will be demolished and the new shop built in its place. This new shop will allow our maintenance department a larger area to work on equipment during the winter season and park rail loading equipment inside during the winter season.

The fifth project approved is a rebuilding of an outdated distributor and spouting system at the top of our Brewster grain facility. This equipment at our Brewster grain facility was built in 1979 and has handled 100's of millions of bushels through it and is basically just worn out.

The sixth project approved is a 132 foot diameter steel bin with storage capacity of approximately 1.3 million bushels at New Vision's Hills Terminal location. The new bin will be filled by the existing grain legs at a capacity of approximately 30,000 bushels per hour and unloaded at 25,000 bushels per hour either into the existing grain facility or through the rail loadout. This new storage addition at the Hills terminal location will allow us to unload beans during bean harvest at a much faster pace at the terminal versus unloading beans in town. This new storage addition will also allow New Vision to have more grain in position at the Hills terminal to load shuttle trains versus transferring 150,000 to 200,000 bushels from other location while loading shuttle trains.

I greatly appreciate the support and confidence that the New Vision Board has in its Coop and the grain department. This is a large amount of capital that this Board is investing in its coop but I am certain these investments will significantly improve our level of customer service.



## Agronomy News

By Dennis Weber, Agronomy Department Manager

It's the first part of March and it feels and looks like we will have an early spring season. The good news is fertilizer prices are lower than a year ago but if history is any indication, we should expect prices to increase before April 1st. Due to the mild winter, the Mississippi River opening will be sometime Mid-March. If the early River opening prediction is accurate, barges will arrive in the Cities two to three weeks ahead of average which will minimize in season supply problems and price volatility. I would recommend that you have a majority of your spring fertilizer purchased before April 1st to avoid any price increases or product shortages. I also recommend spending some time with your agronomist to verify your field maps and spring recommendations before we all get busy with the spring workload.

I'm proud to announce that the Board of Directors approved a new fertilizer plant to be built at the Hills Terminal site. The existing plant at Hills is a very small plant holding 800 tons of fertilizer and is in very bad physical shape. The new plant will be a scaled down version of the Brewster Fertilizer Terminal. The new Hills plant will hold 9,300 tons of dry fertilizer including three bins for N, P and K, two flex bins for seasonal inventory and three bins for bulk micro nutrients. Liquid storage will include a total of 1,000 tons of 32% UAN and 10-34-0 starter and six bulk chemical tanks. The plant will be equipped with a 250 ton per hour truck receiving system, a blending tower with 200 ton storage capacity and a blender with 200 ton per hour blending capacity equipped with spray bars for chemical impregnation. The chemical warehouse will house the load out for both liquid fertilizer and crop protection products. We are in the process of obtaining all of the building permits and plan to begin construction by June 1, 2016. Our target completion date is March 15, 2017 so the plant will be in service for the 2017 spring season. This plant will provide our customers and employees with a state of the art plant and improve our operating efficiency. I am very appreciative of our Directors for their support on this project and demonstration of faith in New Vision's agronomy department employees. This project represents the kind of decision that represents long term benefits for our customers, employees and community. I am grateful for the opportunity to be part of it.

The Board of Directors also made the decision to exit the anhydrous ammonia business after the 2016 side dress season during the March 4th board meeting. The Directors and New Vision management have discussed this

possibility for many years due to the increasing cost of regulations, possible application restrictions, increased cost competitiveness of urea and UAN and safety issues. OSHA made a definitional change as it relates to the Process Safety Management Standard that changed the status of anhydrous plants from Tier II status to Tier III status. In order to comply with the upgraded status, New Vision would be required to upgrade anhydrous plant pipelines by September 30, 2016. Early estimates to upgrade New Vision's nine plants is between \$ 300,000 and 400,000. The timing to get out of anhydrous is good given that additional urea plants are coming online throughout the world. This new capacity will increase urea and UAN supplies and should keep the price gap between the nitrogen sources very tight. Exiting anhydrous will also help employee recruitment and retention as hazardous endorsements and background checks every four years will not be necessary. Once we get through the side dress season we will be selling all of our NH3 equipment. The timing of the Directors' decision provides transition time for our current anhydrous customers and allows time for our sales and operations employees to adjust to this change. I believe it's time to move forward and exit the anhydrous business and support the Directors' decision 100%. If you are interested in buying nurse tanks, anhydrous terminal storage tanks or have any questions or concerns please give me a call at 507-842-2032.

### **Benefits of Discontinuing Anhydrous Ammonia**

For Customers...

- Improved safety
- Faster application
- Less downtime for in field repairs (hoses, knives etc.)
- Chemical impregnation covers/controls well and saves compaction and application cost
- Variable rate fertilizer application
- Your Company saves up to \$ 400,000 in compliance expense plus ongoing maintenance costs

For Employees...

- Improved safety
- Simplifies employee recruitment as hazardous endorsements and background checks are eliminated
- More efficient asset utilization
- Eliminates labor allocation to hauling nurse tanks
- Eliminates an ongoing compliance and liability issue
- Prepared to handle extra dry fertilizer tons with Hills project operational in spring 2017



## Feed Department News

By Grant Prins, Feed Department Manager

Continued Growth!!!

Thanks to the continued support of the New Vision Board of Directors we are proud to say we have a couple expansion projects that will be taking shape at our Worthington mill.

We will be adding a new feed ingredient receiving bay which includes a truck scale, pit and leg. This will reduce wait times at the elevator during harvest and greatly increase feed ingredient unload times. We will also be adding a steel storage tower that will serve as additional bulk feed ingredient and corn storage. The corn hammer mill and grinder function currently in the basement of the feed mill, will be relocated directly beneath the new ingredient tower into a new corn processing room. A new triple roller grinder will be installed in the processing room. This will improve grinding efficiency, make roll changes much safer and easier and make for a safer, quieter and cleaner work environment in the feed mill basement.

Worthington will also be adding an 80 x 200 truck shed that will have 12 truck bays for added protection from the weather in the winter, better on site security and improve our ability to do more of our own maintenance.

Construction on these projects will begin this spring and should be wrapped up this fall.



## Calf Creep Season

By Micah Rupp, Feed Sales

The lawns and pastures are starting to show the first signs of greening up. They are telling us spring is just around the corner! Calving season is going full force and pasture turn out will be here before we know it. Have you thought about your creep feeding program for this summer? The 2016 New Vision Creep booking is going on right now and that means it's a good time to consider what your needs will be during the coming season. Creep feeding is an excellent way to add additional weight to your calves while keeping the cows in better condition. It also helps lengthen the grazing season on your pastures by reducing the grazing pressure. 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. This year we started including corn cobs in all of our beef creep feeds. Corn cobs increase the palatability of creep feeds and help improve intakes. 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. Contact your New Vision representative or the New Vision Office and our feed department staff would be glad to answer any of your questions.



### NEW VISION COOP

### GRAIN MARKETING MEETINGS

APRIL 14<sup>TH</sup> - 15<sup>TH</sup> AND APRIL 18<sup>TH</sup> - 19<sup>TH</sup>, 2016

DATE	TIME	LOCATION
4/14/16	THUR 9:30 AM	NEW VISION CO-OP, BREWSTER OFFICE
4/14/16	THUR 1:30 PM	NEW VISION CO-OP, BREWSTER OFFICE
4/15/16	FRI 9:30 AM	BLUE MOUND BANQUET CENTER, LUVERNE
4/15/16	FRI 1:30 PM	WILMONT COMMUNITY CENTER, WILMONT
4/18/16	MON 1:30 PM	NEW VISION CO-OP, BREWSTER OFFICE
4/19/16	TUE 9:30 AM	COTTONWOOD CO. HISTORICAL SOCIETY, WINDOM

Please RSVP for the meeting of your choice to: Jim 507-842-2018  
John 507-842-2017



## Spring Safety

*By Brad Berkhof, Safety Manager*

With well above normal temperatures and spring like conditions, the first part of March may have many of you looking at your planters a bit differently than they were just a month ago. We're not out of the woods yet, but so far, it appears we may be headed for an early spring, and with that brings a very busy time for our producers as well as your employees at New Vision.

Spring planting is the start of a new growing season and brings new opportunities as well as challenges along the way. We may not have a spring like we did last year, and weather conditions and wet fields can add stress as well as long hours to get this years' crop in the ground. Let's hope Mother Nature cooperates!!

Large equipment will share the rural roads with school buses full of children as well as those driving and returning from work. Long hours will require travel in the early morning hours and after sunset, so make sure the flashing warning lights on your implements are working and visible to others on the road. Try to avoid busy highways when moving from field to field, and if possible, have a vehicle provide warning to those approaching from behind. Sleep is also important so take the time to get adequate rest at night and eat solid meals.

Last fall provided New Vision adequate time to complete your fall fertilizer needs, which always helps ease the burden on the following spring application season. Spring rains and weather delays can shorten the window to meet your fertilizer needs, and will also require long hours for New Vision's employees. With the promise of "service and value every day", know that New Vision will do their best to meet your expectations, and we ask for your patience this spring to allow our employees to meet your needs in a safe and productive way. On behalf of New Vision Coop, we wish you a safe planting season.

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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## Advisory Board Members Wanted

The New Vision Advisory Board is comprised of eight members. This Board meets three times each year (March, July and November) and reviews New Vision financials, operations, projects and serves as the nominating committee. This is a great way to learn more about New Vision Coop and possibly decide if you want to serve on the elected board. If you have interest contact Brian Penning, Chairman at 370-3942.

## FOR SALE

70 foot tall galvanized grain leg in Windom. 7" X 14" cups approximately 7,500 bushel per our capacity.

Minimum Bid: \$ 2,500.00.

1995 Detachable EMI Lowboy trailer. Great for hauling mobile equipment.

Minimum Bid: \$ 8,000.00.

32 X 45 shop building with 16 wide X 13.5 high electric door in Heron Lake to be moved.

Minimum Bid: \$ 500.00.

If you're interested in any of the above listing contact Dan Koopman (507-793-2301) by Friday, April 8.

1,000 gallon nurse tanks various locations.

Minimum Bid: \$ 300.00.

Contact Denny Weber (507-842-2032) by June 1, 2016.