



From Your General Manager *Scot Janssen*

I hope you are enjoying your summer. Hopefully, relaxing a little bit! While you have been enjoying the summer, your cooperative has been busy getting ready for fall. This year's crop shows a lot of promise. The moisture we have been receiving throughout our trade territory has been all over the board. It would be hard to beat last year's July weather. I don't think you could have watered the crop any better. This year, the crops look very good overall.

In the last several weeks we have seen a lot of corn coming to town. In fact, at some of our locations corn has been coming in faster than we can move it out. This has been good to see since movement this spring was slow. It would appear that we will be going into fall with more corn on hand than we have had in years. We will do our best to limit harvest interruptions.

We will have director elections for three areas at this year's Annual Meeting. Remember there is no nominating at the Annual Meeting. The nominating committee will submit nominations 40 days prior to the Annual Meeting. Check out our website. Any voting member can nominate any person who is eligible to serve as a director in writing, delivered to the board secretary at least (30) days prior to the Annual Meeting. All such member nominations must be signed by at least five other voting members, and must be accompanied by the nominee's written consent to serve as a director. This year's Annual Meeting is set for September 21st. I hope you will be able to attend.

I thank you for your business and hope for your continued support.

From Your Agronomist *Dallas Hendrikson*



Hello from Toeterville. As usual the growing season has been a roller coaster in terms of obstacles to overcome. I'm extremely pleased to see where this crop is currently at considering all that it has been through. Soybeans are currently around the R2 to early R3 stage, and most corn is currently at silk to blister stage. Both corn and soybeans are at critical points in determining yield. The main concern at this point is limiting stress. Drought, heat, rainfall, and wind are stresses we can't control. A few we can control are nutrient deficiencies, diseases and insects.

The ideal conditions for yield robbing diseases to develop and spread are humidity, wind, and rain. Sound familiar? The month of July has been ideal conditions for foliar diseases. As far as corn goes, now is the time to get a fungicide applied. Applying a fungicide at this time will protect the upper canopy which is where most of the energy for maximum yield is created. If these leaves are not protected the plant will go elsewhere for energy. Very likely that elsewhere will be the stalk. As many acres that I scouted of rootless corn this spring, a smaller root system and a plant pulling energy from the stalk does not spell great late season standability.

Soybeans are also at the stage where a fungicide, insecticide and possibly a micronutrient could add bushels in the fall. The less stress a soybean plant goes through at this point in their life cycle the less flowers or pods a plant will abort. The greatest portion of soybean yield is found in the middle canopy. Protecting the foliar part of the soybean plant using a fungicide and insecticide at R2 to R3 will decrease stress at pod fill and actually lengthen that window of fill. It will also add seed weight resulting in higher yields.

Ask your local Northern Country agronomist for tissue testing for micronutrient needs, fungicide application for both corn and soybeans, and find out which insecticide is going to fit into your specific program. As of right now aphids have been a no show but we all know how fast that can change.

Thank you all for your business, and remember, if you're not getting better you're getting worse. Improve your operation today with the team at Northern Country Coop.



Grain Marketing *Shawn Mauer*

I hope that everyone has had a chance to enjoy a summer vacation or two.

The markets can best be described by weather, weather, and weather. As we have seen by the forecast. Hot and dry, we rally. Cool and wet, the markets sell off.

There is a lot of agreement in the trade the yield is somewhere between 165 and 168 bu/acre for corn. It's expected that the USDA will make some sort of reduction in the August 10th report. Even though there are areas of the corn belt that are either too wet or too dry, it seems that the old stock leftover from last year is keeping a lid on prices.

The soybean market the trader seem to be trading a crop between 47 and 49 bu/acre. As we all know the bean crop is made in August. So the trader will want to see if it can keep raining throughout the month. As it stands today the two week forecast is below normal precipitation and average temperatures.

As a reminder, all the Free Price Later grain needs to be sold by August 31, 2017.

I hope everyone has a safe and enjoyable balance of the summer and thank you for your patronage.

Calendar

- Aug 19: Grilling for Backpack Program in McIntire
- Aug 29: AAA field day at Rose Creek-Adams plot
- Aug 30: AAA field day at Alden plot
- Sept 4: Closed for Labor Day
- Sept 21: Annual Meeting

Western Edge

Brian Jacobs



As we head deep into the doldrums of summer, it's a perfect time to plan for a successful fall season. Now is the time to go through your checklist of things to have done before harvest. One item that always seems to be put off on the back burner is soil samples or a fall fertilizer plan. If you haven't done it yet, now is a great time to set up an appointment with Dean or Jordan. Herb (our precision Ag guy) is also available to fly your fields to look for problem spots. With today's economy, we need to maximize profits while minimizing costs!

Grain prices at this point are stagnant at best. I haven't a clue as to any type of advice on marketing, but it seems there is a lot of corn that has to go someplace before fall. I look to some old sayings like, "when opportunity knocks" and "hindsight is 20/20."

Looking back, there was very little chance to sell at what most people would consider a reasonable profit. Going forward, I think we need to be aggressive in selling on any upticks in the market due to weather or USDA reports. Remember to check your bins. Quality grain still brings the best price.

County fairs are going on in all parts of our trade area and I wish all participants the best of luck! Have fun and enjoy the rest of your summer. Thank you for your business.





From Your Agronomist *Nathan Augustine*

As your Coop ends another fiscal year, I want to thank our patrons for the business this past year. It is appreciated and we never take it for granted.

We have had a busy few weeks lining up airplanes and helicopters to put on a record amount of fungicide on corn this year. There is also a large amount of fungicide to go on soybeans. R3 is considered the best timing (when you find a 3/16" long pod in the top four nodes of the plant). This almost always happens around the first of August. Aphids are present, but still in very low numbers. The past few years they haven't increased until mid-August. Current weather looks to be favorable for their development, so be sure to scout and adjust accordingly.

Fall fertilizer is just around the corner. We are still in the process of purchasing product, but P and K look to be slightly higher and fall NH3 may be a little less than last fall. Grid sampling has been completed for the summer and recommendations are available. If you have ground in need of sampling, contact your agronomist to get that lined up for sampling after harvest. Variable rate spreading allows you to control where your fertilizer investment is placed. Some areas will return a higher level than others. You can also adjust based on management zones if you are planting higher populations in variable planting recs. More plants need more food (just like teenagers) .

Fall Answer Acre Association (AAA) field days are tentatively lined up for August 29th at the plot between Rose Creek and Adams on the Stacyville blacktop just off Hwy 56, and August 30 in Alden. Watch for specific times and agendas.

Other things being worked at include getting varieties planted programmed into the combine monitor for harvest so that is ready to go, late season UAV flights and satellite imagery allow for end of season scouting on corn to look at yield potential. If you are not on a scouting or imagery program, we can do a UAV flight and ground scout for \$2/A. Contact your agronomist. Soybeans are showing some stress in wetter areas. This usually shows in August, not July. Watch those areas for disease and insect pressure. Tissue tests help show how the plant is doing late in the season and gives a guide to fertilizer programs and possibly adding a foliar micro with the fungicide pass to maximize productivity. We can get tissue test results back in 2 days.

Finally, thank you again for your business this past year. We are always looking at profitability and return on investment at the grower level. It's been a challenge the past few years, but we continue to focus on quality products and services that fulfill needs, provide answers, and help our patrons have a successful future. Enjoy the remaining months of summer! Fall harvest will be here before we know it.

ANNUAL MEETING

3 seats on Northern Country Coop's Board of Directors are up for election. They are:

- Al Akkerman in Brownsdale/Lansing area**
- Dale Bissen in the Rose Creek/Adams area**
- Dave Huper in the Alden area**

SEPTEMBER 21

***If you are interested in running or know of someone who is, please contact:**

Scott Bidne at 641-590-1816 or Tom Cotter at 507-438-2147 or Albert Smith at 507-438-9836



Your Livestock Specialist

Brent Young

Summer is flying by and its hard to believe silage chopping will be here soon. A couple things to remember is plant moisture and kernel maturity. We need to be chopping corn for piles and bags at 65-70% moisture. This means milk line on the corn at 50-60%. Moisture is key to a good pack. This takes out air pockets and helps get it fermented well. When you think it is packed enough, keep packing. You cannot overpack.

For silos it is better at 60% moisture as it allows the kernel to be softer and more easily digested. Kernel processing is a wonderful tool to help break that kernel down.

Also, consider length of chop. We can work with you to determine that. We will be doing dry downs on corn to help and when chopping should be done.

We also need to talk about earlage and high moisture corn. Earlage feeds better at 36-40% moisture. High moisture corn should be done at 28-32%. These two products allow you to get a start on harvest and don't have to worry about drying corn.

This summer's humidity has been hard on masititis and scc. Hopefully, cooler weather will help these come back to normal ranges. Bed well. Maybe add some lime to stalls and work with your milk company on equipment checks.

We have put up some excellent quality hay and haylage this summer, so let keep it up with the silage and high moisture grain.

The beef side has seen a roller coaster summer. Fed cattle and feeders jumped up and fell. Where they will end up the next few months is a guess, but there is a lot of cattle supposedly coming to harvest. Keep lots current as added weight means added pounds on the market we really don't need. The next couple months may provide an excellent opportunity to buy feeders. Run some numbers and if it looks good take advantage of it. We will start weaning calves and if you sell those feeders—45 days weaned, vaccinated and bunk broke means a lot.

Hope you all enjoyed the summer. Stay safe and have a steak with a tall glass of milk.

Contact Us

for more information about our services and products.

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