

From Your General Manager

by Scot Janssen

We will soon be saying goodbye to 2017. Before we do though I want to say "Thank You" for your business. Northern Country Coop will continue to work hard to earn your business every day and looks forward to being your supplier of choice in 2018.

The fall of 2017 had something for everyone. Harvest ran about three weeks behind "normal". Who knows what normal is any more. Soybean moistures ran anywhere from less than 9% to over 20%. No, we didn't have to dry any soybeans this year like we did in the fall of 2009. Soybean yields were down around 15% from last year's record. However, NCC's harvest receipts were only down about 7% from last year's huge crop. Corn yields on the other hand were similar to last year, but NCC harvest receipts came in second best (as of this writing 11/29) compared to 2016. Note: There is still some harvesting going on.

Thank you for your fertilizer business. It would appear this will be another record setting fall for the NCC fall fertilizer business. They spread fertilizer for about six straight weeks.

The NCC feed department continues to see volumes climb. We are seeing barns being built in our trade area which has been over the years a livestock friendly area. This has created a very good market for area corn. This becomes a win, win for both the corn growers and livestock producers. Northern Country Coop is happy to be part of a system that brings value to rural America. NCC wants to work with area producers for everyone's success into the future.

Lastly, we are delaying the Customer Appreciation to next summer. It is hoped that this works better for you. We usually do it in December along with paying out some old equity. This year we are holding off on any revolvment because of last year's local loss, but are planning to continue revolvment next year.

I wish you and your family a great Holiday Season. Enjoying time with family and friends is one of the reasons for the season.

"... is happy to be part of a system that brings value to rural America."



- Scot Janssen, General Manager

Calendar

- Dec 11: Winter hours start
- Dec 12: AAA meeting
- Dec 25: NCC closed
- Dec 31: Insight Program sign up deadline
- Jan 1: NCC closed
- Jan 17: AAA meeting
- Customer Appreciation in summer of 2018

Pricing Period(s)

Signup: Now thru
December 31, 2018

CORN ONLY

OLD CROP (2017)

.07 CN18—JAN 10-JUN 22, 2018

NEW CROP (2018)

.07 CZ18—JAN 10-SEP 28, 2018

SX18—JAN 10-SEP 28, 2018

INSIGHT LT (2019)

.10 CZ19—JAN 10, 2018-SEP 30, 2019

SX19—JAN 10, 2018-SEP 30, 2019

*Less applicable basis (relative to participating elevator's local policy.)

Grain Marketing

by Shawn Mauer



I hope everyone had a happy Thanksgiving and got to spend time with family and friends. As this harvest season is finally wrapping up, I think we all have a lot to be thankful for. Talking to a lot of you, it seems corn was the best it has ever been and soybeans were a very good crop, but down slightly from last year.

One has to look far and wide to find a commodity with an imminent bullish story, but fund managers continue to buy the breaks in the sector on ideas that a strengthening economy will increase demand for the sector.

Fundamentally, wheat has huge stocks, but has found an area of value for now. Corn and soybeans are adequately supplied on the global market, with traders comfortable with just-in-time supplies as long as those supplies are not threatened. No threat currently exists, but should one emerge, both corn and soybeans would suddenly find themselves in what the market would consider a tight situation.

I would like to thank everyone who took the time to attend one of the Grain Marketing Meetings we recently held to discuss the Insight Program. A little bit about the Insight Program is that it's a managed bushel program offering marketing diversification. The program is offered by AgriVisor, which is jointly owned by Growmark and Illinois Farm Bureau, with a goal to help improve the farmer's bottom line.

To sign up a producer commits bushels and selects one of the four analyst or a combination of all four analysts. The four analysts are AgriVisor, Doane, Pro Farmer, and Roach Ag. When choosing an analyst, they will price futures for an eventual cash sale to elevator. If interested, please feel free to contact myself or Ashley Ballard, Ryan Mullenbach, Tim Chicco, or Jamie Christianson. The sign up period is now thru December 31, 2017 and you can choose Old Crop corn versus July 2018 Futures, New Crop corn and soybeans using December 2018 and November 2018 Futures and New Crop corn and soybeans for 2019 crop.

I wish everybody a Merry Christmas and a Happy New Year and thanks for your business.



COMING TO A NCC LOCATION NEAR
YOU IN SUMMER OF 2018!



CUSTOMER
APPRECIATION

Your Livestock Specialist

by Brent Young



The year has flown by and we look forward to what's coming in the new year. It is time to think about forages for next year. Did your corn silage ton up like you expected? How is the digestibility of it? Is BMR silage in your plan? Let's have a plan ready to go before you purchase your seed for next year.

Other things to consider for your operation is do you under-seed the alfalfa? We saw some very good results direct seeding last year and didn't have the worry of suffocating the alfalfa trying to harvest small grains. Both situations will work, but again let's look at the final goal of your operation.

This fall has seen a nice bump in components with new forages. With the milk market looking stagnant we need to combine the pounds with the components to maximize your milk check. Most put up really nice haylage or baleage. This year forage quality does more for production and helps with the feed bill.

With the cold coming, are you ready? Make sure your waterers are ready with heaters in them and that they aren't getting any stray voltage. Don't forget the baby calves either. Even though it is cold they still need supplemental water. Make sure they are draft free and bedded well. Remember to deworm those pasture heifers and cows.

The cattle side is still quite a ride. The fed market has seen some life and feeders have followed. Feed costs per pound of gain are cheaper than the past few years, so there is still some opportunities to make some money. The Holstein market is still way behind the coloreds and hopefully that gap will get tighter. Run the numbers before you buy, so you know where you need to be.

It has been a challenge this fall to make stalks. I have heard some that have started on fire which makes it difficult if we need to feed some. Watch your bales so they don't turn into manure before you use them. Fall is the time to deworm those pasture animals. Even with lower feed costs open cows cost.

Have a joyous Christmas and a Happy New Year! Enjoy some prime rib and ice cream for Christmas dinner!

Christmas
& New Year's Hours

Closed

December 25 and January 1

Please order early.

Happy Holidays!

Your Precision Ag Specialist

by Herbert Dowse



Harvest is finally wrapping up for almost all the customers. The yields turned out exceptionally well this year. The 2017 season has been challenging and we have learned harvest was not going to be an easy one. The good thing though is that the weather has been very good to us.

We are now ready to see if all of the sweat, trials and risks that were taken throughout the season paid off in the ways that were promised or hoped. These validations are brought to light with the data obtained with the yield monitors in the combines. That is why it was very important to calibrate the monitors going into the season. If mistakes were made as long as there are scale tickets that data calibrated back to get the closer to being accurate.

At Northern Country we have the tools to help customers dive into the data that was captured during the season. With the knowledge we have in-house we strive to help customers understand the data that they have gathered and help to provide valuable information for decision making in your operation. The yield maps are the icing to the cake. The planting data is the foundation and the yield maps are the final piece. From there we can evaluate how well the crop performed during the growing season. This is why we have an open platform on the type of data that customers receive. We could fill a three-ring binder on all the data off of one field, but what good does that do? Usually after doing that most customers have one of two responses to that data.

1. They are overwhelmed by the amount of data so maybe look at a few pages and then on the shelf it goes to collect dust.
2. They don't understand much past the yield and moisture and give up and pitch it.

So providing valuable data that customers actually understand is far more valuable than making a fancy book and providing an anchor for the book shelf.

Northern Country by default will provide customers with the basic yield and moisture maps. They can be in a 7-40 legend color format depending on the needs of the customer. We also have many options for diving into the data to find correlations between the yield and trials and other things done in the field.

These are a few examples:

1. Yield by fungicide
2. Yield by hybrid
3. Yield by soil test levels
4. Yield by applications
5. Yield by chemistry
6. Profit analysis

The list could go on and on. The only thing needed is reliable data and a customer that wants a certain data set. We will ALWAYS try to fulfill the customer's requests on the data they would like to see.

We also have the ability to overlay data set and provide queries. Those are obtained when we stack multiple layers of data on top of each other and drill down through them to see what the possible limiting factors are. We can overlay imagery, planting, soil sampling, application etc. We also have the ability to overlay multiple years.

If at anytime you would like help with your data or have questions please feel free to contact me via email at hdowse@ncountrycoop.com phone or text at (507) 481 5449. Have a Merry Christmas and a Happy New Year and THANK YOU very much for your business.

****Reminder Answer Acre Meeting will be December 12 at 10am in Alden and 6:30pm in Adams. Topic will be discussing how well harvest went and selecting topics for the winter season meetings.

Answer Acre Association (AAA) Group Meetings

What: Topic will be Harvest and picking topics for the winter meetings.

When: Tuesday, Dec 12 in Alden 10:00 a.m. and in Adams 6:30 p.m.

Contact your local Agronomist for more specific information.

The January meeting will be held on Wednesday, January 17th.

From Your Agronomist

by Nathan Augustine



What a fall. Miserable weather, snow, rain, fog, and then Thanksgiving happens and we get the best weather of the past two months allowing for much needed tillage to be completed and even a nice run on anhydrous. Corn yields were again great, but wetter than last year, and beans were ok. White mold was around again and the dry weather in August held back yields. We are still working at getting yield results from the various trials that were done last year. We have some exciting trials on fungicides, variable rate planting, and ISNT that we look to have available once the yield and necessary data gets submitted. Also, yield trials on varieties continue to roll in.

We are finally getting close to wrapping up fertilizer application. Thank you to all for another great fall. We look to be close to last year's all time highs in tonnage and acres. Thank you for your support. Fertilizer markets are stronger this fall as phos and nitrogen markets have moved higher. Too early to know where spring pricing will end up, but Nitrogen will be supported by demand and that depends on how much gets on this fall yet. Urea and 32% are down from last year, but look to move higher, so consider getting that locked up in December.

We are also very busy taking seed orders for next year. John Deere finance options as well as Rabo bank are available depending on the brands and programs. Don't wait until the last minute to line up seed. Some paper work takes time to get accounts set up or increase credit limits if needed. Please work with your agronomist on this in a timely manner. Discounts drop off significantly after Jan 5th. Dekalb had a great year with a noticeably higher top end in yield that allowed for some amazing numbers. Don't wait too long to get your orders placed. Supply will vary by product and trait package.

Chemical pricing looks similar to last year with glyphosate being up a few dollars a gallon. There are some new grower rebate programs this year that we are still sorting through. Soybean weed control is the number one challenge going forward. Liberty beans look to gain ground and there is more supply of Xtend beans. The new label changes on the Xtend herbicides are out on the federal level. Minnesota will announce if they have any changes by Dec 12. Iowa will not have any changes as they approved the label last year for a 2 year period and MN only for 1 year. The federal label will be up for evaluation next year as well, so depending on how well the new rule additions work and what happens next summer may determine if the technology is allowed to go forward or not. Look for grower applicator trainings this winter. They will be needed to purchase and apply the product. We don't know how that will be tracked yet, but it will be handled at the state level.

Finally, thank you again for another great year! As the calendar switches to 2018 and we look to do it again. I would like to thank you for your patronage this past year. It is appreciated and we want to continue to earn your business going forward.

The Western Edge

by Brian Jacobs



Ok, so I am ready to put an official "The End" on this fall harvest. It reminds me of the Eveready Energizer Bunny, it just kept going and going and going. On a positive note, the extended fall season allowed for some extra grain movement, which in turn reduced the amount of grain that had to be put on the ground. In general, we had a very successful fall season with yields throughout the area being above average.

The fall fertilizer season is also wrapping up, with a fair amount of anhydrous ammonia going on this past week. Thanks finally to some nice, warm, sunny days. Spring pricing should be coming out in the next couple weeks, so please take some time to put some plans together. The month of December always gets busy with the holiday and no one likes to be rushed when it comes to decision making.

The winter months are an excellent time to catch up on what's new in the industry and Northern Country Coop will be having update meetings in the upcoming months. Please take the time to attend these meetings. Thank you for your business and have a blessed Holiday Season!

Contact Us

for more information about our services and products.

Northern Country Coop

203 E. Spring St.

PO Box 217

Stacyville, IA 50476-0217

Office (641) 710-2348

Lumber (641) 710-2188

Fertilizer (641) 710-3338

Visit us on the web at

www.ncountrycoop.com

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Northern Country Coop@nccprecision

Northern Country Coop Lumber

Adams, MN (507) 582-3641

Feed Mill (507) 582-1071

Alden, MN (507) 874-3421

Brownsdale, MN (507) 567-2234

Conger, MN (507) 265-3231

Emmons, MN (507) 297-5412

Lansing, MN (507) 437-4696

LeRoy, MN (507) 324-5242

Feed Mill (507) 324-1845

Lyle, MN (507) 326-4668

Oakland, MN (507) 437-3219

Rose Creek, MN (507) 437-8244

Toeterville, IA (641) 713-4598

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