

From Your General Manager

Scot Janssen

I wish to thank those of you who were able to attend your Cooperative's 109th Annual Meeting. We had another nice crowd and another very good meal. We served 346 patrons and guests. We have posted some pictures of the evening on our website www.ncountrycoop.com. Also check out our Facebook page. Financial reports are available at all of our locations.

This year NCC will be passing \$2.8 million in Section 199 domestic production deduction on to it's membership. In the next week or so you will be receiving a letter describing what your share is of this tax deduction. We would encourage you to take the letter to your tax accountant. We wanted to get this letter out early so you have more time for tax planning. This is a deduction for you to use if you can. NCC is unable to use this Section 199 deduction so we are passing it on to our members.



"Thank you for your business and be safe this harvest season."

- Scot Janssen, General Manager



From Your Agronomist

Chad Steinkamp

I have been writing newsletter articles for the last 5 years and it does not matter what time of the year it is we can always talk weather. So, a quick summary of 2017: Little cooler and later start, hail and severe weather early, some replanting of beans due to hard ground and hail, cool wet summer early, cool dry late, August and September flip flopped and that's where we stand. Another predictably unpredictable season. Even with the recent heat, we are still short Growing Degree Units (GDU) by about 200 versus the 30 year average. The corn hybrids we plant need 2400-2600 GDU's to reach black layer. Having said that, a lot of corn is close to being done, pushed along by late heat, water stress and Nitrogen stress. Make sure we start checking stalk strength of the corn. Lack of rain and running short of Nitrogen could cause stalks to be brittle and poor. The corn plant will do what it needs to do to finish out ears, and it will pull from other areas of the plant. This is a great time to scout a few fields and check the corn plants to start building a harvest plan. I'd rather see a field picked a little early than too late.

Warm weather is not the only thing short this year. For the growing season, depending on location, we are 3-4" short of rain. Most of the deficit has been after tasseling, so many of us have been in an "Invisible Drought." Cool temperatures meant we never showed a symptom of drought stress, rolled up leaves in corn and drooping leaves in soybeans. We have caught a little moisture lately, but maybe too little too late to really effect things. Kernel counts look good. It doesn't look like the plants lost any kernels to the drought, but test weight may have lightened up a little. Early season beans were maturing ahead of the water stress, but full season varieties may have lost some yield due to the top pods not filling out as they should. Having said that, early harvest results sound promising, so we will keep an eye on it.

Soybean's progress is daylight dependent, so they mature around the same time, year after year. One problem we did see was white mold. Right now, it's easy to see, white fuzzy mold along the stem kills the plant early. White mold is a tricky disease to control. First it infects the plants at flowering time. Then it needs cool, damp weather to progress and eventually kill the plant. There is no full resistance to white mold. A "Better White Mold Bean" just means it tolerates an infection with limited yield loss. Since it infects the plants so early, R2 fungicide has little to no effect on it. We are seeing some limited success with products like Aproach and Proline, but it means two pass fungicide treatments.

There is a biological product called Contans, sprayed either in the fall or spring ahead of soybeans. Contans kills the spore producing bodies in the ground, which decreases the risk of infection. Since it is a biological, it does have a limited shelf life, so it is a special-order product. Lastly, some growers are using precision ag to help manage White Mold. Places like Indiana and Michigan are using Variable Rate planting to reduce population in high risk areas to increase air flow in the canopy. Results in these areas are seeing good control, but are also seeing savings in seed cost while not giving up yield. Controlling this disease is not easy, so work with you agronomist to help setup a program that works for you.

This is my favorite time of the year because all our hard work and dedication is finally realized. Have a safe and bountiful harvest and thank you for the continued support.



Your Precision Ag Specialist

Herbert Douse

As mother nature is rapidly changing from summer or what was supposed to be called summer to fall, means it's time for harvest. Many of the combines that will be rolling this fall are equipped with a yield monitor. Many of you started the DATA foundation during planting season. Remember all the hard work of entering the hybrid and variety numbers before going across the field. Trying to make sure you got a good map and your seed rate were correct? As we enter fall it's time to finish out all that hard work that you started in the spring.

As the combines start creeping their way to the fields Northern Country is standing ready with our way wagons and our knowledge. To acquire good data from the yield monitors you need them to be calibrated. The information coming out is only as good as the information going into them. There are many programs that customers will also be using as harvest get underway. Examples are harvest mobile, climate etc., you have spent extra money on these programs and they only act like repeaters. They repeat everything that the yield monitor says, so if the yield monitor is not correct neither will your data in these other programs.

With the low commodity prices again this year the data that has been gathered is even more important than it has been in years past. The data will be used to make some of these hard decisions that we will face with making management decisions for the 2018 season. The early order seed incentives are already making their way out. To get a better price on seed for next year you need to order early. A big player in that decision is always the yield monitor. You want to see which hybrids did well across your acre and ones that didn't do so well. Even though the market is flooded with data of every hybrid and variety on the market nothing beats data that you have put so much time and effort into collecting. The bonus is its local data gathered from your ground. If at any time, you need any help please feel free to contact Northern Country Coop. We are here to serve you and help in any way that we can. All the hard work is done let's finish the season strong and gather that great data that help you tremendously in the 2018 season.

Calendar

- Oct 31: Halloween
- Nov 5: Turn clocks back 1 hour
- Nov 7: Election Day
- Nov 11: Veterans Day
- Nov 23: Closed for Thanksgiving



Western Edge

Brian Jacobs

This has got to be the best time of the year. Fall colors, tolerable temperatures and the opportunity to reap the rewards of summer's toils. We have begun taking a few new crop beans and yields are good, but will probably not reach the exceptional yields of the past couple years. Because of the late summer movement of farmer's corn into the elevator, we will certainly be piling corn at most locations. We always try to make this as convenient as possible, but I would like to thank you in advance for your patience and understanding. We all have the same goal of a safe and prosperous fall harvest.

As crops are harvested, it is an excellent time to be getting your soil sampled. Knowing what inputs are needed and applying those nutrients in a timely fashion saves money and maximizes yield. Be sure to contact Dean or Jordan as early as possible to set up a schedule and go over fields that may need to be sampled. In general, fall applied fertilizer is less expensive than spring applied. Field conditions are usually better at this time also. Please be proactive and get your orders in early so we can get everything done in an efficient and timely fashion.

Thanks for your business and have a safe and bountiful harvest!



	CORN	SOYBEANS
STORAGE:	Warehouse- 17c/bu. minimum first 90 days \$.00133 cent/day after 90 days. \$.04/Month (Billed Monthly) Grain Bank- \$.03/bu. first 60 days. \$.00133 cent/day after 90 days. \$.04/Month (Billed Monthly)	17c/bu. minimum first 90 days \$.00133 cent/day after 90 days. \$.04/Month (Billed Monthly) \$.03/bu. first 60 days. \$.00133 cent/day after 90 days. \$.04/Month (Billed Monthly)
PRICE LATER:	17c/bu. minimum first 90 days. .00133 cent/day after 90 days. \$.04/Month (Billed Monthly) No maximum. Contract good til 8/31/18.	17c/bu. minimum first 90 days. \$.00133 cent/day after 90 days. \$.04/Month (Billed Monthly) No maximum. Contract good til 8/31/18.
MOISTURE:	Warehouse- 14.0% moisture. Grain Bank- 15.0% moisture. Price Later- 15.0% moisture.	13.0% moisture. 13.0% moisture. 13.0% moisture.
SHRINK:	1.18% moisture shrink. .32% handling shrink. 1.50% TOTAL Per Point of Moisture	1.18% moisture shrink. 1.82% handling shrink. 3.00% TOTAL Per Point of Moisture
DRYING CHARGES:	4.00 cents per point (4.00 cents minimum charge) 15.60% and above will be averaged together. 15.50% and below will be averaged together. Under 13% will be considered 13% for averaging.	17.10% and above may be rejected. 14.10% and above will be averaged together. 14.00% and below will be averaged together. Under 11% will be considered 11% for averaging.
TEST WT DISCOUNTS:	54 - 52# - \$.01/lb/bu. 51 - 50# - \$.03/lb/bu. 49 & under - \$.04/lb/bu.	53# and under - \$.01/lb/bu.
FM DISCOUNTS:	3.1 - 4% FM - \$.02/pt/bu. 4.1 - 5% FM - \$.03/pt/bu. 5.1 & over - \$.04/pt/bu.	All FM over 1% will be deducted from weight.
DAMAGE DISCOUNTS:	5.1 - 7% - \$.01/pt/bu. 7.1 - 10% - \$.02/pt/bu. 10.1 & over - \$.03/pt/bu.	Heat Damage: .3 - .5% - \$.02/pt/bu. over .5% - \$.04/pt/bu. Max 2% Total Damage: over 2% - \$.04/pt/bu. Max 10%
OTHER DISCOUNTS:	SOUR \$.10/bushel MUSTY \$.05/bushel INFESTED \$.05/bushel	SOUR \$.10/bushel MUSTY \$.05/bushel INFESTED \$.05/bushel

NOTES

- PATRONS WITH CONDOMINIUM STORAGE WILL TAKE PRIORITY FIRST.
- CONTRACTS WILL BE FILLED NEXT. **OLDEST CONTRACTS WILL BE FILLED FIRST.**
- RECEIVING HOURS ARE DETERMINED BY MANAGEMENT AND WILL BE POSTED BY THE SCALE. ADVANCE NOTICES WILL BE GIVEN AS MUCH AS POSSIBLE. IF UNSURE DON'T HESITATE TO CALL.
- GRAIN LEFT ON OPEN MORE THAN 10 DAYS WILL BE PUT ON HOUSE RECEIPT.
- **ZERO TOLERANCE FOR TREATED SEED.**
- 20% OF BUSHELS **MAY BE** REQUIRED TO BE SOLD IN ORDER TO STORE BALANCE. (NEW CROP CONTRACTS WILL BE PUT TOWARD THIS 20%)

THIS GRAIN POLICY IS SUBJECT TO CHANGE WITHOUT NOTICE.

Your Livestock Specialist

Brittney Kappy



Happy Fall y'all! With harvest about to be in full swing, time will start to fly by and before we know it, winter will be here. As the temperature starts to change I want to remind you of some ventilation practices.

- Set ventilation rate based on air quality (moisture/gas)
- Increase fan bandwidths and steps between fans in the winter
- Set inlets to avoid cool air drop
- Seal leaks to help create static pressure
- Clean and maintain fans
- Check space heater offsets
- Check brooder heater offsets
- Clean brooders properly
- Observe pigs for proper temperature settings

I offer a big thank you to those who took time out of their busy schedules to come to the Northern Country Coop Swine Meeting on September 20th. For those who were unable to make it, here is a summary. Brenda Wenzel from Zoetis talked about packers and the capacity they have. Then she moved into the discussion on antibiotics and where the trend is going. She also went over a trial with Exceed and Baytril. She finished up with Zoetis' vaccination training program that they do.

Next, two speakers talked about pit additives. One product was to help with the solids in the pits and the other one was to help with the Nitrogen when applying it to the fields. If you would like more information on the pits, please let me know.

Lastly, we finished with a presentation from NCC, followed up by a mill tour. The presentation talked about updates that NCC has done over the last couple years, such as the VTM update. We also discussed the optimum sales weight tools and inventory monitoring sheets that we use.

A friendly reminder that feed orders need to be called into the mill by noon the day before in order to avoid a late fee. Also, it is a safety hazard for our feed truck drivers to get on the tops of bins. Please make sure that all bins will open from the ground.

Have a safe harvest everyone!

Contact Us

for more information about our services and products.

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