

# NEWS & VIEWS



Northern Country Cooperative Company Newsletter

April/May 2018

## From Your General Manager

*Scot Janssen*

Spring is coming on fast. We never really know what Mother Nature is going to throw at us. I do know that farmers are pretty good at figuring out how to get the job done no matter what. Currently, southern Iowa is putting on anhydrous ammonia which means we aren't too many days away from doing the same.

I want to thank those of you who were able to attend the Answer Acre Summit on March 2<sup>nd</sup> in Austin. We had a very good turnout again this year. These meetings are held for your benefit. Information was shared about crop production and the grain markets. You gave us some excellent ideas for topics next year. Thanks again for taking advantage of the meeting. It is important for NCC patrons to have the latest information and technology in crop production. You need to stay profitable in order to survive long term in this difficult agricultural environment. NCC wants to be your partner in making that happen.

We are seeing an increase in seed treatment (soybean seed). I want to remind you that treated seed **cannot** be dumped in with regular grain. This mixing is a very serious offense. If you are caught with treated seed, your load will be rejected. One treated seed will contaminate the load. This is something no one wants to mess with. If you used your truck or wagon for transporting seed, make sure you clean them out before you haul grain to town.

I want to put a plug in for not just NCC's lumberyard business, but for all businesses in small town USA. Every business in a small town will add value to it. These businesses in small towns will not survive if the people in and around them don't support them. You will always be able to drive (the older you get the tougher this becomes) to bigger towns and maybe buy cheaper from big businesses, but once a business closes, it is gone forever. I am not just talking about the NCC lumberyard but grocery stores, gas stations, banks, and other businesses. If we as residents of these small communities don't support the businesses in our communities, we can't complain when they close. I guess you could say we are voting with our purchases as to whether or not we care if a business in a small town stays open or not. The NCC lumberyard is a business you own and I am asking you to support it. Thanks!

We at Northern Country Coop appreciate your business and wish you a safe planting season. THANK YOU!

*"...have the latest information and technology in crop production. -*

*Scot Janssen,  
General Manager*



## Calendar

- April 5: NCC at Pizza Ranch for Backpack Prog
- April 17: Answer Acre Assoc. meetings
- May 29: Closed for Memorial Day.



## Western Edge



*Brian Jacobs*

After just receiving 10" of snow it's hard to believe that spring is just around the corner. I'm hoping by the time this hits the mailbox we are all enjoying warmer weather. There has been some talk of spreading fertilizer and this works well early mornings on frozen ground. From our standpoint, it's nice to get the equipment out and also spreads out the workload for spring. If this is something you are interested in, please contact us in advance so we can be ready to go early in the day. As we move into the rush of the spring planting season please place orders in advance. Early placement of orders makes scheduling easier and keeps our equipment more efficient.

If you haven't done all your prepaids for chemical and fertilizer, please do so. In season pricing is almost always higher and availability of some products may become short. It's easier for all involved parties if we have a plan in place.

Grain movement at this time seems to be slow. It seems every year we have way too much corn that needs to come to town just before harvest. I think we need to be prepared to take advantage of an up market even during planting season. (No I did not say we are going to have a spring rally.) I'm just suggesting that we have a plan.

Have a safe and successful spring planting season. Thank you for your business and I hope you had a blessed Easter.

*"Compaction is the biggest issue that seems to affect yield the most."*



*Herbert Dowse  
Precision Ag Specialist*

Northern Country Coop employees will be working at Pizza Ranch in Austin, MN on April 5th from 4:00PM – 8:00PM as part of Pizza Ranch's Community Fundraising Program.



NCC receives the tips and a percentage of sales from that night. For having a Backpack Program fundraising event, NCC also qualified for a pallet of Shelf Stable Milk from Nutra Blends Main Course Project. Trevor Emanuel, Kevin Hanson, and Eric Wiste (pictured l to r) unload the 2,646 cartons of Shelf Stable Milk.

## From Your Precision Ag Specialist

*Herbert Dowse*



As more customers are updating equipment and moving to Precision Ag, the days of getting the planter out being able to get the planter ready to go in a few hours is becoming a thing of the past. New planters have a lot more sensors and electronics than ever before. Getting the planter out sooner is becoming a must. One pinched wire can affect so many things now. They are requiring more prep time to thoroughly go through and check to make sure everything is working. If you are trying to use Precision Ag to help increase productivity on the farm, you want to be sure everything is working as it should. There are enough things going on trying to get the crop planted and one poor connection or pinched wire could cost you a good amount of down time. There are only so many technicians in the area that can get you back up and running. Planting should be as smooth as possible. Problems will arise regardless but minimizing them helps tremendously.

Planting is the first building block in Precision Ag. If this is done poorly it will affect the rest of the season. Setting up as much as possible before you are ready to go to the field will help tremendously. Take the time and get the hybrids and varieties into the monitor. This will help to ensure that they are entered correctly. Many times trying to do this on the fly only leads to errors. With the items entered correctly means an easier transition into harvest. Variety tracker is a valuable tool becoming more popular, for it to be accurate the data needs to be correct or you are wasting your time.

Making sure that your field is fit to plant is one of the most valuable pieces of advice that can be given. Unfit conditions can lead to problems right away and those problems will carry all the way to harvest. Compaction is the biggest issues that seems to affect yield the most. With the planters becoming bigger adds more weight, more weight in wet conditions equals compaction. Side wall compactions causes plants to struggle during emergence and making the plant fall stages behind other plants. This does cause reduced yield. Other issues with compaction is root growth. The roots are unable to establish the root structure that is needed to gather nutrients and set up the stand of the plant. This causes deficiency and stand issues down the road.

In conclusion please get your planter out as soon as possible and start looking over them. Get the monitors into the tractors and get as much of it set up as possible. If you need assistance please contact Northern Country Coop or your equipment dealer to assist you. Have a great 2018 season!

# From Your Agronomist

Nathan Augustine



As spring arrives, here are a few reminders and some industry updates for you to consider.

Please continue to call ahead 1-2 days for application of 32%, Anhydrous, Urea, chemical spraying, and picking up chemicals. This allows us to get things lined up and grouped up to help our efficiency and to take care of as many customers as we can. Also lead time in starter delivery is appreciated so we don't hold any customers up. We understand the urgency to get crops planted, Northern Country is doing what it can to be prepared and continue the service you expect.

If you are attempting to apply Xtend / Engenia / Fexapan chemistry, I think the best time to target that is around Memorial Day and the week after or that 21-28 day after planting window. Go out when all crops are small and the weather is cooler, spray the ragweed patches and be done. Follow up with a post application as needed. Utilize the residual products to hold grass, waterhemp, lambsquarter, etc.... Be sure to have your dicamba training completed, as it is mandatory. There have been numerous meetings and now there is an online option if you still need to complete this. Contact your agronomist with questions. As for NCC, we will apply these products, but reserve the right to change programs to get weeds controlled timely. Also, we will not apply these products within 1 mile of orchards, vineyards, peas, or organic crops no matter which way the wind is blowing.

Those of you doing more variable rate planting or wanting to take your fertility plans to the next level, consider using a Veris machine to better map soil types, elevation, and organic matter. This is something you don't do as often as soil sampling, as soil types don't change, but your organic matter may over time. Organic matter affects your water holding capacity and how many plants that acre can support. The Veris machine has been around for a while and has proven reliable and useful, something to consider. Contact your agronomist for more info. Look for demo info at our summer field days this year at our Answer Acre field days for more info as well.

Finally an update on the MN Nitrogen Rules. They just released an updated version with a more refined map of restricted application. The next draft will be published in May/June time period with another public comment period to follow. The plan is to have the rule finalized by the end of the calendar year. So that means the fall of 2018 will not be impacted by these rules, but it is still recommended to follow the best management practices by stabilizing nitrogen and applying correctly.

Have a safe spring!

## HELP WANTED ~ FULL TIME POSTION AVAILABLE

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Application on-line at [www.ncountrycoop.com](http://www.ncountrycoop.com). Send application and resume to [dfrodl@ncountrycoop.com](mailto:dfrodl@ncountrycoop.com) or phone Doug 507-402-0222 for details.

# From Your Livestock Specialist

Brent Young



The winter season wants to hang on, but it's time to think about spring and summer. Now's the time to get fans cleaned and ready to go. Before getting in the field, get sprinklers in working order as well. Summer heat will be here soon, so be prepared.

A question on many producers minds is, "Will the alfalfa be alive once it does warm up?" Let's hope winter kill is not an issue, but if it is there are forage options. Small grains make excellent forage and are a quick source of feed. Barley and oats can work in any stage of production from heifers to lactating cows. It is six months away, but consider cover crops for next year's forage. If the hay is good and you are seeding down some alfalfa consider direct seeding it in. We can get a couple crops of hay this crop year by utilizing this practice.

It is the time of year to consider fly control practices. The milk replacer and calf starters will have it built in starting early April. It is a quick add for other areas of production. The cost is minimal and flies can cause a lot more issues then we think of. There are many options for fly control, so give me a call on which option will work best for you.

Calving season is in full swing for some and mud has been an issue. Scours have been held in check considering the mud and I think a lot of that is due to the use of rumensin for the cows. Many started feeding it early which helps in control. The season has seen a lot of mange and lice, also. Check cows for missing hair in tail head region and by the shoulders. Watch for excessive itching which is hard to read as they are shedding hair as well. Work with your vet on a program that best fits the situation. Breeding season will be here soon and some already are breeding. Have vaccinations in place.

Feeder cattle prices are all over the board. With futures prices where they are at profitability looks break even at best with corn where it is at. Before buying run some numbers. The fed market based on all the rumors has a lot of cattle coming to market in the next six months. If we see a lot of drought and the low milk price continues, added cows to the mix will not help. Keep lots current as added carcass weight will in the end not help prices.

Enjoy Beef Month by grilling some burgers and steaks.

• MAY IS BEEF MONTH. •

BEEF

IT'S WHAT'S FOR DINNER.

# Grain Marketing

Shawn Maurer



By the time you have read this, Easter will have passed. Although it will feel more like Valentine's Day.

Also, the much anticipated March 29 USDA Prospective Plantings and Quarterly Stock Reports will be out. These reports will include the results of USDA's producer survey regarding planting intentions. The average trade estimate for corn plantings come in at 89.42 million acres (90.167 ma last year) and for soybean plantings at 91.056 ma (46.012 last year).

The market implications of any surprise in this report would likely be short-lived, for no significant adjustment in acreage from expectations is expected. However, a larger than expected soybean acreage could further cap gains in the oilseed market. On the other hand, the big surprises are typically in the quarterly stocks report; especially for corn. The March 1 stocks number gives indication of domestic feeding demand

The average trade estimate for corn coming in at 8.703 billion bushels, representing the largest ever March 1 stocks on record dating to the 1920's. For soybeans, the average estimate of 2.030 billion bushels would also be the largest March 1 stocks on record.

Often this report is a surprise waiting to happen, but a table-setter for the spring market at least. The trade is looking for robust stock piles of all crops, but the acreage may be an important one as well.

Also, we are taking Free Price Later corn and soybeans that will need to be priced by August 31, 2018.

I hope everybody had a great Easter and wish everyone a safe spring.

## 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

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Adams, MN (507) 582-3641

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Alden, MN (507) 874-3421

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Conger, MN (507) 265-3231

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