

From Your General Manager

Scot Janssen

January is now behind us and we are on the downhill side of winter. I always enjoy saying goodbye to January. Spring will be here soon!

We have closed the books on the first five months of our 2018 fiscal year end. I can say it was one of the strongest five months financially we have had in the last few years. This improved performance was because of a couple of factors: strong sales and areas of expense reduction. Also, helping was that drying income was up from the previous year, but not close to the record year we had in the fall of 2009. Last fall was a record setting fall for dry fertilizer sales and the largest anhydrous ammonia season we have had in recent years. We want to say THANK YOU for allowing us to serve you, our member owners.

It is hard to believe that spring will be here before we know it. Our Agronomy Team continues to work to make sure you have your spring needs met. This year's Answer Acre Summit meeting is set for Friday, March 2nd. Since last year's response was so good, they decided to do it again. Look for more details on this in upcoming publications. I hope you will mark your calendar for March 2nd. I am looking forward to seeing you at the Holiday Inn in Austin, MN.



We are constantly looking at ways to improve our communication with you the members. We are currently using a wide variety of ways such as Facebook, text messaging, our website, and this newsletter to name a few. Please feel free to visit with us about anything we can do to help have better communication with you.



Visit the Website

Thank you for supporting Northern Country Cooperative, a business you own.

"This improved performance was because of a couple factors: strong sales and areas of expense reduction. - Scot Janssen, General Manager"



Calendar

- Feb 13: Answer Acre Assoc. meetings
- Feb 19: Closed Presidents' Day. Order early
- Mar 2: Answer Acre Summit in Austin
- Mar 11: Daylight savings time begins
- Mar 20: Answer Acre Assoc. meetings
- Mar 30: Closing at noon. Order early.

- ANSWER ACRE SUMMIT -

MARCH 2ND Holiday Inn Conference Center AUSTIN, MN

8:30 am Registration ~ 9:00 am Meeting ~ Noon lunch

~watch NCC website and Facebook page for updated details~



Hear from Climate Corp, Winfield, U of M Extension, Mower Co. Soil and Water, FC Stone, and NCC.
Sponsored by Northern Country Cooperative

From Your Agronomist

Dallas Hendrikson



I hope everyone's year is off to a good start. It always seems we knock the first month of the year out fairly quick. Now is the perfect time to attend local grower meetings and to also double check your plans for 2018.

If you plan on spraying dicamba in your soybean program for 2018, you need to attend a mandatory dicamba training meeting. Talk to your Northern Country Agronomist to help you find a meeting to attend, and to get you signed up.

Like I said earlier, invest time now into yourself to gain knowledge of what's going on within Northern Country Coop and the rest of the industry. Northern Country Coop will be hosting our Answer Acre Summit on March 2nd in Austin. Your Northern Country Agronomist will be able to fill you in with more details as that date approaches. This event is a great opportunity for growers to take a look at what Northern Country has accumulated for data from our 2017 trials, along with gaining knowledge in other areas including soil and water, agronomy, marketing, and precision agriculture.

Just a couple points to touch on in regards to your individual plans for 2018. Make sure you've discussed options for soybean pre's with your agronomist. It is extremely important for you to evaluate the best options in relation to the weed spectrum on your farm. For those that haven't figured it out yet, early season chemistry, paired with in season residuals is the only way to clean fields in July and August.

Also, put together a plan now with your agronomist to take in season soil nitrate samples and in season tissue tests. Pairing Northern Country's aerial imagery, or Climate Corps' satellite imagery, with these two testing methods may lead to some changes to in-season foliar feeding, in season nitrogen applications, or it may even lead to some fall fertilizer adjustments. Getting good insight through these two sampling methods may lead to a big return from very small investment.

I hope all is well with you and your families. Thanks for your business and see you March 2nd!

Western Edge



Brian Jacobs

It's hard to be thinking about spring and a February-March newsletter when we are still dealing with below zero temperatures. However, as I am thinking back on past years, I remember a late February when a farmer came in and ordered fertilizer for his oats ground. We spread it and he worked and planted it the next day. Not so many years later, we had all the ammonia on at our Emmons location by the end of March. My objective here is twofold. One is to get everyone thinking warm thoughts and spring, and the other is a reminder that it's time to put the finishing touches on our spring planting needs. Stop in and talk to one of the guys and make sure we are ready to hit the field running.

Make sure to attend one of the Dicamba (Auxin) training sessions if you are planning on spraying your own soybeans. There are new requirements and training is mandatory. If you have questions or need more information call your agronomist or an agronomy location.

Being this is a February-March newsletter and we are all looking for warmer weather, this is a good time to remind everyone to CHECK YOUR BINS. Now is the perfect time to make sure the grain is still in good condition and to move a cooling front through. If bins have not been cored yet, now would be the time to get that done before problems start! On a positive, note we have seen a little upward movement in the grain market. I don't think anyone ever knows where it will end up, but it's nice to be able to sell on an up market. Thanks for your business and don't forget your sweetheart on Valentine's Day.

Precision Ag Specialist

Herbert Dowse



With this unpredictable weather that we are having one week spring, two weeks winter. Things could shape up sooner for the spring planting season. Now is the perfect time to start trying to make a plan for when mother nature allows the season to start. A few things to consider when making a plan for planting are as follows:

1. Hybrid placing- Which type of ground is best suited for the hybrids you purchased? Poor placement of the hybrid will result in a poor yield.
2. Monitor Setup- Get all of your hybrids into your monitor and other equipment early to make sure you put them in correctly. This ensures your data foundation is accurate from the start.
3. Planter set up- As we get closer to getting the planters out, start to check them over thoroughly. Once season opens the planters will be going like crazy and there will be no time to fix things that could of been fixed post season.
4. Chemical Plans and Training- With many new chemistries coming to the market they are requiring more training needed by the applicator.
5. Soil Sampling- Getting the fields lined up a head of time will make things go a lot smoother if choose to do spring sampling. They are able to sample more effectively if they know which areas need sampling.

If you need help with anything before season, please feel free to contact Northern Country Coop. The more things set up before season gives us the ability to dedicate more time to making sure everything is set up correctly so there is far less issues when its go time.

The Answer Acre Association has started its meetings for 2018. The purpose of these meetings are to inform and help customers make good decisions for their operations. Things that will be covered are how to use Climate Field view, difference in tillage equipment, hybrid placement, precision Ag programs, chemistry, how to read a soil sample data, etc. The topics are picked by participants of the group. The meetings are most often held by members of NCC, but when topics arise that we do not possess much knowledge of we do bring in outsiders.

The meetings will be February 13 and March 20 in Alden @ 10:30 am in the shop and at 6:30 pm in the basement of Adams. There is **ABSOLUTELY NO COST** to the customers to attend the meetings. I invite everyone to come out and at least give it a try. If you have any questions about the AAA, please feel free to contact your Agronomist or contact me direct.

Our Annual Answer Acre Summit will be March 2, 2018 at the Holliday Inn in Austin, Minnesota. Last year was the first Summit meeting and we had a GREAT turn out. We hope you will join us again this year. New faces are always welcome. See you at the meeting! Thank you for your time.

Grain Marketing

Shawn Maurer



I would like to invite everybody to the Answer Acre Summit (aka Agronomy and Grain Meeting) on Friday, March 2, 2018.

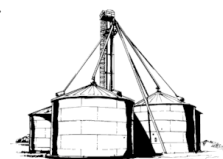
It will be held again at the Holiday Inn in Austin, MN. We will have the similar set up as last year.

Jason Sagebiel from FC Stone will be presenting a Grain Marketing Outlook. Be on the lookout for time and more complete information as the day draws closer.

The recent strength in the markets has come as the traders pointing to hot, dry weather in Argentina, persistent rains in Brazil, dryness in the U. S. Plains, and a forecast model showing a lingering LaNina pattern through the Midwest growing season.

A reminder to check your grain bins and if you want to core them please feel free to give us a call and we will be happy to work with you.

Hope to see you all next month and thanks for your patronage.



2018 DICAMBA (AUXIN) TRAINING MEETING

Morning Session is 9:00 to 11:00 am and Afternoon Session is 1:00 to 3:00 pm *unless noted otherwise

February 12—Cedar Rapids (The Hotel at Kirkwood Center)
February 13—Maquoketa (Centerstone Inn) only afternoon-2 pm start time*
February 14—Hampton (Franklin County Convention Center)
only afternoon-1 pm start time*
February 14—Bettendorf (The Isle Casino)
February 15—Iowa City (Johnson County Fairgrounds-Montgomery Hall)
only afternoon-1:30 pm start time*

February 27—Ottumwa (Bridge View Center)
February 28—Riverside (Riverside Casino)
March 1—Manchester (Delaware County Community Center)
March 5—Cedar Falls (Hilton Garden Inn)
March 7—Decorah (Winneshiek County Fair Grounds Comm. Bldg.)
March 8—Cedar Rapids (The Hotel at Kirkwood Center)
March 14—Mount Pleasant (Comfort Inn & Suites)

- This training is **mandatory** for any applicator who applies dicamba products including Engenia, FeXapan, or XtendiMax in 2018.
- In 2018, you will need **both** an applicator license and dicamba training to apply these products.
- Northwood and Decorah sessions will offer both **Iowa and Minnesota** certifications.
- **Please RSVP** to your BASF Business Representative or Innovation Specialist
- **Bring your current Applicator Certificate Number with you the day of the event.**
- No lunch is provided at any location.

From Your Livestock Specialist

Brent Young



The days are getting longer and soon spring will be here! It is not too early to start planning for next year's forages. Hopefully, the rain we had doesn't kill off the alfalfa. Think positive thoughts.

Some questions to ask are: Do we direct seed alfalfa? If we use a cover crop, what do we use? Do we make forage from the cover crop or harvest the grain?

We can utilize all forms of these forages, but it is a good idea to be ready and get it planted when the conditions are right. Consider planting different day length corn for chopping to give us a longer window to harvest. We know the milk price doesn't look really rosy, so high quality forage is the best way to reduce feed costs.

It seems funny, but start getting ready for summer heat. Clean you fans while you watch the snow blow. The cold snap and subsequent warm up has created some mastitis and higher cell counts. Work with your vet on ways to help lower these issues. It has been hard on bedding for calves and heifers this winter, but we need to keep them clean and dry as best as we can.

The cattle side has continued to see a roller coaster ride for fed and feeder cattle. Feeder market has remained strong, while fed market has seen some decline. Will cash come back? That is a huge question. With corn moving some higher break evens will continue to go up. Hopefully, the spring rally will be in play and we can see some profit in cattle sold the next few months. The summer board looks tough. Hopefully, this spread between the colored and Holsteins will narrow as it is robbery right now.

Some farms have started to calve and many will start soon. Are your vaccinations in place? Is your calving pen cleaned and dry? Maybe we can get a month's worth of dry sunshine to get these calves rolling.

With pasture season approaching, let's make sure our bull power is in good condition and ready to work. Too fat a bull is not good as they can be adversely affected by heat and an active breeding season.

Have a safe rest of the winter and get ready to grill! On the cold nights enjoy some ice cream!

Contact Us

for more information about our services and products.

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Brownsdale, MN (507) 567-2234

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Emmons, MN (507) 297-5412

Lansing, MN (507) 437-4696

LeRoy, MN (507) 324-5242

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