

## From Your General Manager

Scot Janssen

I hope the summer has been going well for you and your family. It is always a great time to enjoy some fun in the sun. The spring and early summer of 2018 has been challenging. It seems like we would stop and start planting at least three different times in May. In a few places we planted into less than ideal soil conditions in order to get the crop in the ground. However, at the end of the day you got it done.

I have been managing your cooperative for 24 years now. You as patrons of Northern Country Coop have grown to expect a certain level of quality service from your cooperative - Northern Country Coop. The employees at Northern Country strive to meet your expectations every day. I thank you for trusting us with your business and the NCC employees for not taking that trust for granted and working hard to earn it every day.

*"I thank you for trusting us with your business..."*

- Scot Janssen, General Manager



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 web-site. Any voting member can nominate any person who is eligible to serve as a director in writing, delivered to the board secretary a 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.

Your cooperative's year-end is fast approaching (July 30<sup>th</sup>). This year we will be closing the books on 2018 one day earlier (July 30<sup>th</sup>). We would appreciate it if you would get your account current before the year end.

This year's Annual Meeting is set for September 20<sup>th</sup>. I hope you will be able to attend.

Thank you for your business and enjoy the rest of the summer!

## Calendar

- July 4: Closed for Independence Day
- July 10: Cover Crop Field Day
- July 18: Customer Appreciation lunch
- July 24: Beef Quality Assurance training
- July 30: NCC fiscal year end
- Sept 20: Annual Meeting

## Western Edge

Brian Jacobs



Spring seemed to drag on endlessly this year. While some areas had corn up, other areas were still trying to get into the field. In general, everything got planted and looked good to start with. As we continue to get rain, we are seeing more problematic areas develop. Some of these areas are due to lack of oxygen in the soil. This can be caused by early compaction and then excess rain later on. Another concern is actual nitrogen loss caused by leaching. If and when we get some dry weather, your co-op has some options to apply mid-season nitrogen. We have a Rogator equipped with a dry spreader box to apply urea and a Miller high clearance sprayer to apply 32%. Talk to one of our agronomists to discuss possible options.

Grain movement picked up considerably after planting and it seems we have had plenty of rainy days when hauling grain is about the only thing we can do. We are still seeing a lot of corn coming to the elevator with moistures in the 15.5 to 16.5 range. I have to compliment our producers because this corn is still in good condition, but with hot summer temps and an overabundance of moisture it can go out of condition extremely fast. So please, CHECK YOUR BINS! Poor quality grain certainly won't help poor prices.

We are only a month away from another fiscal year for Northern Country Coop. Where do the days go? With the planting season rolling into the spraying season and everything being pushed together, now is a good time to look over your accounts and any prepaids to make sure they are all applied properly. We appreciate your business and look forward to seeing you on July 18<sup>th</sup> for our customer appreciation open house. Thanks, and have a great summer!

Check your grain bins often!



Join Us at NCC for

## CUSTOMER Appreciation Day!

Meet & Greet

july 18 2018

lunch served 11AM-1PM Register for drawing

at Adams, Alden, Conger, Emmons, Lansing, LeRoy, Oakland, Rose Creek, Stacyville, Toeterville



Gene Wagner, NCC Lumber Yard manager

at 308 N. Broad St. in Stacyville

Visit with industry reps from 10 am to 3 pm.

~ drawings & specials ~

## From Your Agronomist

Chad Steinkamp



Every year is different and so far 2018 is just that, different. In a matter of a couple months, we went from frost in ground late April early May to an above average heat in June. Data from the ISU MesoNet system, Mitchell County is nearly 200 GDU's ahead of normal. This has pushed corn development; some fields went from emerging to V8-V9 in a month. This rapid growth is incredible, but it does offer its challenges. For one, with this extra heat, we have seen some incredible amounts of rain. Some areas locally saw 9-11" in one rain event. This has caused some damage to the fields in those areas including flooding and hail damage. Many diseases can enter the plant through storm damage and can cause a yield hit. Fungicides can help the plant cope with the disease, but good diagnosis by your agronomist is necessary first.

Water logged ground creates some fertility challenges as well. We all have had the question, "How much Nitrogen have we lost?" There has been some loss, but here are some factors to consider. First, when was the Nitrogen applied? Fall applications are at a higher risk since its been 7 months since it was applied. Next, what was the Nitrogen source? Was it Ammonia or Manure? Both have their benefits and precautions. Either case, we should be thinking about using a stabilizer like Instinct or N-Serve. Both products do a great job keeping Nitrogen in the form that cannot leach away and keep it in place for our crop. Next, what rate did we apply and how is it applied? More than ever, we are seeing many growers split applying their Nitrogen and this is great. This helps spread out the risk, especially important in a season like this. If we see a need to apply additional product by using aerial imagery or Soil Nitrate tests, we can move forward with an application. There are many options to apply additional products from sidedress applicators to topdress Urea equipment.

Even though we need to finish up this season, we should be thinking about ways to improve for next year. We shouldn't have to wait for weather induced Nitrogen loss to think about our program. This should be on our minds all the time. Last winter, I received a new certification, 4R Nutrient Specialist from the American Society of Agronomy. This program follows 4 main tenants of nutrient management: Right Time, Right Source, Right Rate, and Right Placement of our fertilizers. For the most part, these are simple concepts, and we have been doing these without much thought. As time goes on, more people want to know how we are growing the food the world needs, and programs like these are important to show that we are growing crops in an economic and environmental conscious way.

Lastly, I would like to thank you for all the business. We all know this season has not been real smooth with the weather challenges, but we have worked through them and crops do look good. Have a great summer.

# From Your Livestock Specialist

Brent Young



Even though it is July, it is time to start thinking about forage plans this fall. We have seen in the last few years many producers put in winter rye after corn silage or early beans. This makes a very good forage the following year for cows and/or heifers. It is good for the soil and a way to increase more pounds of forage per acre. It works well as silage and baleage. Weather conditions determine if it can be baled dry. Speaking of silage, it is not too early to start planning how much to chop for the upcoming year. Have your choppers ready as who knows what this weather will do.

With the late spring and heat we've had the flies take over. It seems that even with a fly control program, they are winning. Sanitation and keeping areas dry help, but when it rains every day it doesn't help. Work with your vet to see if any pour-ons would be helpful. Hopefully, the milk price starts to move in the right direction. I know the heat has raised havoc with mastitis and SCC. Clean and dry is rough, but a detail that needs to be attended to. Also, provide extra waterers and salt to help with the summer heat.

There will be a Beef Quality Assurance Training session on July 24th at 10:00 a.m. If you plan on producing beef the next few years, it would be like selling cattle, either direct or through a sale barn, will require you to be certified. The training is good for three years. Our friends in the hog industry are already doing this.

Breeding season is in full swing and watch your bulls for condition as the summer goes on. The cattle market is frustrating to say the least. Packers are making huge money. They are stealing the Holsteins and contracting has been difficult to do. The baby calf market, in my opinion, is over priced based on the board. What corn price does is a big question on what feeder prices will do this fall. Run some numbers before buying. Feeding out your own stock does increase the value of your grain.

Enjoy the summer. Take in a county fair. Eat lots of beef and ice cream to stay cool.

## ANNUAL MEETING September 20

**3 seats up for election on Northern Country Coop's Board of Directors:**

**Scott Bidne in the Alden/Conger/Emmons area**

**Tom Cotter in the Lansing/Oakland area**

**Jim Kellogg in the Adams/LeRoy area**

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

**Dave Huper at 507-383-8030 or**

**Al Akkerman at 507-438-2014 or**

**Tony Arndorfer at 507-272-0593**

# Grain Marketing

Shawn Maurer



It's hard to believe that the year is already half over and that summer is also. Depending on when you read this article, I hope everyone has or had a great Fourth of July.

Roughly a little over one month ago CN hit a high of \$4.12 and there was considerable concern over extreme temperature differentials in April and May continuing into June/July. Since then the initial crop conditions report showed excellent conditions and the weather has improved precipitation-wise for most of the Corn Belt.

The ongoing trade issues, particularly with China, but also now possibly with Mexico, have been given much of the credit for the roughly \$.60 cent sell off in corn, but improving crop prospects for the 2018/19 crop need to be given their due.

All eyes are on Friday, June 29th USDA Acreage/Stocks report. There is a chance the stocks and acreage reports could provide a one two punch of bearishness with more acres and more stocks on hand than guessed by the trade. The average trade guess for acreage is 88.6mln acreage. This is up 600K from March, with some thinking closer to 89 million on Friday. The focus will then clearly be on weather as we head into the core pollination month. July starts out warm, but forecasters expect that to change. Over the same period of time July soybeans has fallen over \$1.40 as US/China trade issues and improved weather have taken the bullishness out of the market place.

The China/US trade issue have the market in a quandary. In the near term, China has to buy U.S. soybeans, but (much) longer term. There is concern that current events will only entice additional Brazilian soybean production and infrastructure improvements as China works to bypass U.S. origins. Looking at the world soybean balance sheets and import needs, the world can't avoid U.S. soybean exports, including China. There may be some interesting cargo situations late summer/fall and early next year regarding where U.S. beans are billed, where they ultimately unload.

On the USDA Acreage Report trader average guess is 89.7 million acres with some as much as 90.7 million, which is about 1 million acres more from March 89.9 million. Between weather, export destinations, world demand, and tariffs, there is plenty of uncertainty that will continue in soybeans.

I thank you for your business and hope you enjoy the rest of the summer.

## Congratulations to the Class of 2018

and to Northern Country Coop  
scholarship winners . . .

**Jayden Hanson**

**Dakota Johnson**

**Mitchell Oswald**

**Brayden Schultz**

**Trent Stevermer**

# From Your Lumber Yard



Gene Wagner

I would like to say thank you to everyone at NCC for making me feel welcome and part of the team over the last 5 months!

Here in the lumber department things have started a little slow for the spring/summer building season. We are still confident that we will have a great season. Lumber prices have slowed and hopefully will soon level off. Steel and fasteners continue to rise.

We have been busy cleaning, decluttering and organizing to make things easier for our customers as well as ourselves. In this process we have been discounting many items, so keep an eye out for flyers, emails, and on Facebook so you don't miss out on any bargains. Please don't forget that we are here when doing your next project. The lumber yard is a great asset to the area and would be missed by many if it was not here.

I look forward to meeting those of you I have not met yet, so please stop by the yard and visit Remember Customer Appreciation Day on July 18. We will be having a few of our vendors onsite to answer any question you might have about our many products. Thanks and have a great summer!

## Contact Us

for more information about our services and products.

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**Visit us on the web at**

[www.nccountrycoop.com](http://www.nccountrycoop.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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