

From Your General Manager

by Scot Janssen

I hope harvest has been going well for you despite the lack of help from Mother Nature. We have seen this year's harvest stop and start numerous times, because of either rain or snow. I would hope by the time you read this article you have finished with soybeans and are well into your corn harvest. It appears that this year's soybean harvest receipts will be short of a record, but in the top 4 all time for harvest receipts. Storage space at NCC locations will be tight, but we are doing all we can to accommodate your grain business. We want to THANK YOU for your patience.

Updates on two business units:

1) The NCC Feed department has been putting out a record amount of feed tonnage. This feed business also helps improve the corn bid for the Adams – LeRoy area. Thank you for the business!

2) The NCC agronomy business has been busy with spreading fertilizer and anhydrous ammonia application. Unfortunately, fertilizer prices appear to be going higher. There appears to now be separation between higher grain prices and higher fertilizer price. My only guess to the higher fertilizer prices is that the fertilizer manufacturing sector is anticipating more corn being planted next year.

This year NCC will be passing \$1.9 million in Section 199 Domestic Production Deduction onto its membership. In the next week or so you will be receiving a letter describing what your share of this tax deduction is. 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, but we are passing this deduction onto our members.

Thank You for your business and be safe this harvest season.

"... doing all we can to accommodate your grain business."



- Scot Janssen, General Manager

Calendar

- Nov 4: Turn clocks back
- Nov 11: Veterans Day
- Nov 22: Closed
- Dec 7: Insight Program meeting
- Dec 24: Closing at noon
- Dec 25: Closed
- Dec 31: Closing at noon
- Jan 1: Closed



Closed

November 22,

December 25

and January 1.

Closing at Noon

December 24 and 31.

Please order early.

Grain Marketing

by Shawn Mauer



I hope that as you are reading this, you are having a safe and plentiful harvest. This harvest has been a challenge in so many ways. One of the biggest challenges was handling the bean crop. I think I can say the bean harvest is in the books and as I write this I would call the corn harvest around 50%.

Grain prices are bouncing back following recent sharp losses as value-buyers return to the market. Fund managers have been looking to buy what they feel will be a multi-year low in corn. There have been several false starts in that effort due to the ample supplies of U.S. stocks near-term. One reason for being friendly long-term corn is that world stocks are projected to fall to historically low level of a 52-day supply at the end of this marketing year. Those stocks fall to a tight 38-day supply if you remove supplies from China and U.S. stocks. That means that the rest of the world is at just-in-time supplies. The world will have to ramp up production to meet rapidly rising Chinese demand once its reserves are fully utilized, likely at some point next year.

U.S. corn acres will likely increase by projection of the oilseed in 2019, but the market needs to make sure that the shift happens.

Soybeans have the most bearish story of the complex in the absence of a deal with China, which remains elusive. The positive impact of such a deal will decline the longer it takes to occur with Brazilian supplies expected to be available in January.

Keep an eye open for a grain meeting we are planning to have on December 7 to go over the Insight Program. We offered the Insight Program last year and chose to do it again. The Insight Program allows producers to diversify the way they manage price risk. It allows a producer to enroll bushels and let four experts market the bushels.

In closing, thank you for your patronage and I wish everyone a safe finish on the harvest.

Your Livestock Specialist

by Jim Voch



As I'm writing this, it's the end of October and we suddenly find our time to do fall field work condensed down due to the wetter than normal fall we've experienced. With Mother Nature's help we will hold off any prolonged frost, giving time to empty pits. It's easy to get in a hurry and let our guard down as far as safety is concerned. With that in mind, here is a friendly reminder on some precautions to take while emptying your pits this fall.

- Before any agitation is done, make sure all workers are out of the building. Consider tagging the doors or something similar to warn that it is unsafe to enter.
- Turn off power to any non-ventilation equipment (heaters) and extinguish any pilot lights.
- Operate ventilation fans at max speed during agitation/pumping. In warmer weather have curtains down when winds are over 5 mph. If winds are calm, consider leaving curtains up and run all exhaust fans. If half of the pit fans are out of service due to pumping, leave curtains down regardless of wind speed. In a tunnel barn, run all pit fans and at least 2 tunnel fans. Open the tunnel curtain 6-12 inches so air is pulled the length of the barn by the tunnel fans.
- If you have stir fans, you can run those to try to prevent/reduce pockets of gas in the pig zone. Avoid directing these fans toward the slats as this may bring additional gas back up into the pig zone.
- Consider minimal or no agitation until manure level is 2 feet below the slats. (If substantial foam is present consider pumping without agitation.)
- Do not direct agitator nozzles toward support pillars or pit walls.
- Avoid letting the pressurized jet of manure get above the surface and stop agitation if pit level is low enough for this to occur.
- Continue max ventilation for 30-60 minutes after pumping and before anyone reenters the building.
- Secure all pit covers.

Do you enjoy taking care of pigs? Are you a grain farmer looking for an alternative source of fertilizer? There are contract grower opportunities available for 2019. Please call with any interest to 507-475-1330. On behalf of everyone here at the mills, thank you for your business and have a SAFE and blessed balance of 2018.

"I am fond of pigs. Dogs look up to us. Cats look down to us. Pigs treat us as equals." - Winston Churchill

Your Precision Ag Specialist

by Herbert B. Douse



This season has been one of the most challenging ones in a long time. Mother Nature has fought this crop all the way to the end. We can definitely say we were not short of moisture. The weather has finally turned around thankfully and we are able to make great progress on getting the crop harvested. The yields have not been record breaking by any means, but we were blessed with a harvest. Even the sandy soils were able to produce this year which helps bring up the field averages.

Analyzing harvest data this year will be very critical in trying to understand why some areas did not produce like they have in the past. Gathering good data helps in understanding this. The more data gathered through the season will help to tell the story. Just like any book, you need a beginning (planting) middle (imagery of some sort) and an ending (yield map). This gives you the ability to track the crop throughout the year to identify when the changes began to happen. The knowledge at Northern Country Coop is substantial. Each agronomist has great knowledge in certain areas and can help to identify possible issues that could have caused good or bad changes in the field. The more data gathered helps them easily identify the problem. The agronomist strives to understand your fields more each year. The knowledge that they gain is used to help make better decisions in your farm plan to increase productivity.

After harvest is completed it will be interesting to see how the yields were. We will be sharing what we have seen as soon as we gather more data and we have determined that the data is accurate and correct. Have a great harvest. Hopefully, the weather holds out and you are able to get the field work finished.

Have a great Thanksgiving. Enjoy your time with your family and friends. Thank you

From Your Agronomist

by Chad Steinkamp



As I am writing this, many of you are either still working on harvest or just wrapping up. It is a little later than the last few years, but considering the spring, we will take it. 2018 was a challenge. Every time we wanted to get into fields, it seemed to rain. That did not stop us or you. The crop made it into the ground, grew, and we harvested. Early returns look like a really good crop again, but there is significantly more variability versus last year. We have seen big swings in yield across fields by soil types, tile, fungicides, and fertilizer sources. Trying to remedy drainage and nitrogen loss has been a common theme on reducing the variability, but it comes with some costs.

Before we close the book on 2018 and start looking at 2019, let's think about how we did. Weather was tough, and that put our nitrogen management to the test. Heavy rain in June caused some leaching and caused plants to pull N from the stalk to finish the ear. As a result, many corn fields had tops broken off and, in some cases, corn starting to go down. Luckily, an early window of corn harvest got these fields out. What could we have done to help minimize this? Number one stabilize your N source. Split applications of Nitrogen help reduce the risk of loss because we are applying the product closer to the time the corn plant needs it. It also allows us to make changes due to weather and yield goal concerns. We can use tools like soil nitrate tests to tell us how much nitrogen is in the ground and how much more we need to finish the crop. Digital tools like modeling are here as well and getting better. Moral of the story, nitrogen is important, treat it as such. Put it in a situation that it can succeed.

Fall can be a great time to get your fertility right for 2019. If it has been 4 years since your farm has been tested, it would be a good time to think about it. A good testing program can make sure we are putting the right amounts of products for your farm. They can also show us why you may be missing out on yield based on losses due to improper soil pH or low levels of nutrients. Our agronomy staff with Dave Vaughan, our soils guy, can tailor a program with your yield goals and management practices in mind.

Anhydrous ammonia is starting to leave the yard. Soil temps are staying around 45-48 degrees, which is a great time to start applying. At these temps, our risks for nitrification are minimized, but it does not mean nitrogen is totally safe. Nitrogen Stabilizers like N-Serve are a strong recommendation for fall application, and will help keep the product where you placed it. Our custom bar is running right now, so if you are short on time this fall, we are available to help. Talk to your agronomist if you're interested.

A final note, I want to thank everyone for the business and support you give us. Without the business and support, there is no Northern Country, so thank you. Have a safe final days of fall, and an early Happy Holidays.

**Nurse tank hitch for an anhydrous ammonia applicator.
Ag systems, side to side and extends, like new.
\$500.00 or best offer 507-383-3910**

The Western Edge

by Brian Jacobs



Not to turn this into a religious newsletter article but, "THANK YOU LORD" for sunshine and some days without rain. Two weeks ago we were trying to decide how we were going to dry soybeans and corn at the same time (impossible). Soybeans were in the 15% plus range with nothing really good in the forecast for warm, dry weather and then - bingo - sunshine and a little breeze and we harvested most of the beans at 11- 12% moisture. Truly thankful for such a turn of events.

Corn harvest has rapidly picked up the pace as sunshine and warm temperatures continue. We dried the first 10,000 bushel of 21-22% corn a couple weeks ago before bean harvest started, and now most everything else has been in the 15-17% range. With a lot of corn coming in that doesn't need to be dried, we started filling the bunker. This allows us a second place to dump and speeds up the whole process. I missed the last newsletter, so I didn't get a chance to thank you in advance for your patience and understanding during the busy fall rush, so I'll do it now. THANKS!

If you haven't heard already, fertilizer prices are on the rise. Please find the time to contact your agronomist about product availability and pricing options. We have been busy spreading, so please place orders in advance so we can get to your field when you need it. It sounds like soil temperatures are reaching that 50 degree mark, so if you are interested in fall ammonia, please give us a call. We have custom application available if you would like. Thank you for your business and may the balance of the fall harvest be safe and bountiful!

Contact Us

for more information about our services and products.

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