

## From Your General Manager

*Scot Janssen*

I hope you are enjoying your summer. Hopefully, relaxing a little bit with family and friends. While you have been enjoying the summer, your cooperative has been busy getting ready for fall. This year's crop shows a lot of promise. All summer the moisture we have been receiving has been all over the board. I believe these August rain showers have really added to the soybean yield. It would be hard to beat last year's crop, but we will soon see. This year the crops look very good overall despite the drowned-out spots.

*"...maximize your yields on every one of your acres."*



*- Scot Janssen, General Manager*

Northern Country Coop wants to be your trusted advisor and partner. Our Agronomy Team knows how important it is for you to maximize your yields on every one of your acres. Our Feed Team knows the importance of delivering quality feed on time. Our Grain Group knows how important it is to take your grain with speed, as well as having the space to continue to take your grain uninterrupted. All three of the departments want to make sure you maximize earnings no matter which of these businesses you are in. On behalf of all

the employees, thank you for your business!

You can keep up with what is going on at NCC by following us on our website ([www.ncountrycoop.com](http://www.ncountrycoop.com)) or liking us on our Facebook page (Northern Country Coop @nccprecision).

I want to invite you to attend your cooperative's Annual Meeting on September 20<sup>th</sup> in Adams. The dinner and meeting will be held at the Sacred Heart gym. We will be serving dinner from 5:30 to 7:00 with the meeting to follow at 7:15. Please mark your calendars and plan to attend this year's Annual Meeting.

## Calendar

- Sept 3: Closed
- Sept 6: Answer Acres Field Day by Alden
- Sept 7: Answer Acres Field Day by Rose Creek
- Sept 10: Climate Field View at Adams
- Sept 14: Climate Field View at Lansing
- Sept 18: Climate Field View at Alden
- Sept 20: Annual Meeting



*Members of Northern Country Cooperative Co. & spouses are invited to attend your Coop's*

## 110th ANNUAL MEETING

**Thurs., Sept. 20th ~ Sacred Heart School Gym in Adams, MN**

**Dinner 5:30-7:00 pm ~ Business Meeting 7:15 pm**

## From Your Agronomists

*Dallas Hendrikson*



It's now the end of August and finally we can all take a deep breath. What a jam packed year to say the least. One season rolled into the next and as usual plans in some cases were thrown to the wayside. A year like the one we just went through is a great example as to why planning in the fall and winter months not only for plan "A", but "B" and "C" as well, can really pay off. In the coming weeks and months, be sure to plan with your agronomist on dry fertilizer and fall nitrogen needs. That time is coming quick and trying to make a sound plan when you are busy doesn't make yours or your agronomists' job any easier.

A few things that went well or things that I feel could really pay at the end of the season is side dressed nitrogen (or at least stabilized nitrogen), soybean pre's, and fungicide applications.

It's a no brainer that with all of the rain we've had, and continue to have, nitrogen loss happened. If side dressing doesn't pay this year I don't know if it ever would. The time and effort spent adding nitrogen in season, whether it be UAN, ammonia, or urea spun on over the top should pay off this year. That being said, planning to side dress is one thing, getting it done is another. In some operations side dressing just doesn't fit. If that's the case, talk to your Northern Country agronomist on side dress services we offer or at the very least visit on nitrogen stabilizers that fit your current program.

Soybean pre's. With them you have a chance, without them it is going to be an uphill battle. Soybean pre's with adequate moisture and late tillage this spring got most guys off to a good start. If there are weeds appearing now in your soybeans, chances are, either no group 15 residual herbicide was used in season, an in-season post application was too late, or both. Fields that look the best in comparison to last year are those that were sprayed 7-10 days earlier in-season based on the calendar. Pair that with later tillage and a good pre this spring and you have a very good program in place. Make sure to give yourself a chance next year by discussing different herbicide options with your Northern Country Agronomist.

I'll make the fungicide segment short. With all of the nitrogen deficiencies showing up standability could become a real concern late season. A fungicide application which aids in late season standability may be the difference come October. The past two to three weeks and been wet and humid making disease pressure a real possibility.

Thanks to all those that showed up to our plot day in Carpenter. We had a great turnout and hope to continue to grow in terms of number of attendees. If you didn't make it to Carpenter, our Rose Creek/Adams plot day is on September 7<sup>th</sup> and Alden's is September 6<sup>th</sup>. As always, thank you all for your business.

*...and Nathan Augustine*



Thank you to our patrons for the past years business! We hit many all time highs this past fiscal year in fertilizer tonnage, application, and crop protection product sales. It is humbling to think about all that goes on and that we are entrusted to do in services, recommendations, and product delivery. It seems each year adds more. This year we've added more field imagery, in house soil sampling, top dressing urea, ISNT sampling, and added interns for more scouting and tissue sampling. The agronomy teams puts in lots of hours behind the scenes getting maps right and plans for the next day so things get done. Hopefully, you've been able to benefit from some of the new services and offerings we have at Northern Country Coop.

Where are the crops at now? Corn has used the warm summer to catch up and pass last year's stage at this time. Early yield estimates show 2 fewer rows around than last year and slightly longer. Two rows around can impact yield between 10-20 bu/A. Yield estimates still look good, just not as good as last year. With the ample rain this year, the ground that we top dressed urea this year is looking good. We look to see a continuation in the trend of better yields with equal or less nitrogen by improving the timing of placement to crop need which makes the nitrogen more efficient and reduces environmental impact. Soybeans are seeing their share of Sudden Death (SDS), the Ilevo seed treatment has shown to help in this, and we will see how it performs this year. August moisture leads to beans filling pods higher up and that gives a nice yield bump at the end of the year.

Summer soil sampling is complete and books are printed. Stop in and check on those if you had some lined up or we can email you a pdf version if you would rather have it in a digital format. Fall fertilizer prices look to be up slightly from last fall. Seed pricing cards are just coming out. Some indications are flat to slightly lower vs last year depending on company and trait packages.

Again, thank you for your business this past year and we look forward to earning your business again next year!

# Precision Ag Specialist

Herb Dowse



Finally the time is rapidly approaching for the reaping of the harvest from the seeds that were sewn in the spring. Considering the weather that we have had this year, the crops look better than expected. It will be very interesting to see what the final average yields will look like.

For most of you, it is the time to finally finish the book you started this spring. The final chapter is the harvest map. Calibration of the combine will be critical this year. This year is going to point out lots of different areas in each field and being able to identify them again next year or the year after will be very beneficial. Things that we can see are disease, stand issues, nutrient deficiency, weed pressure, and tile issues. Being able to address these issues early for the 2019 season will help in the decision making process.

Our check list for the combines has recently come out for the 2018 combine season. It tells us that it is crucial to check the following:

**Tire pressure-** Make sure the pressure in the tires may seem like a small thing but it actually affects everything else. If the pressure is off it may affect many of the settings

**Belts and chains-** Damaged belts or kinked chains creates irregular slips and jumping on the sprockets. These will lead to inaccurate data collection and possible down time. So replace any belts, pulleys, chains and sprockets that seem to be worn or questionable. Make sure the tension is correct.

**Clean the combine thoroughly.** Make sure to remove field debris, grease or oil buildup and rodent nests that have accumulated on the combine before and during storage.

**Use Air not Water-** High-pressure air is favored over water as a cleaning tool for combine components. If you're going to use high pressure water, be careful it doesn't enter the interior surfaces because that could cause rust.

**Attend a combine clinic.** Depending on the manufacture of your combine see if your local dealership offers combine clinics to help you take that extra step in getting your combine ready for harvest.

**Stock up on maintenance supplies.** Purchase all of those "little things" such as: fluids, filters, and any other items that you'll need for maintenance.

**Adjust and calibrate systems.** Check yield monitors, GPS guidance systems and other gauges to ensure these tools are providing precise information. This includes making sure any new software updates are installed.

**Clean it up.** Don't forget to clean the combine or any machinery for that matter, before going into each new field to reduce the chance of weed transfer to clean fields. No need to spread the resistant weeds.

**Fire Extinguisher-** If there are dry crop conditions, this will up the awareness for maintenance and machinery fires. Make sure to have your fire extinguishers serviced and on every piece of harvest equipment.

Climate is currently running a "try it before you buy it" program. Customers can receive a free year of Climate Field View. Climate Field View gives you the ability to store and access all the data from your operation in one spot. You have the ability to access it all from your iPad or phone at any time. We will be working with the New Beta yield estimator. This will give customers the ability to get a yield map if they do not have a yield monitor and older equipment. The process to obtain the map is simple, you just need a scale weight of the crop coming off the field. Northern Country will be hosting Climate Field View meetings in September. The morning will consist of an introduction to Climate Field View, what it is and how it may fit into my operation and the basic operations and addressing any questions about the product. The meeting in the afternoon will consist of going over how you run the program, program updates and how to import data from 2018. It will be a deep dive into the functionality for the program. If attending any of the meetings please bring all of your questions, concerns, data and iPads. We will do our very best to answer everything we can. The dates and times are as follows:

**Adams location,** Basement - September 10, 2018 10:00 am to 12pm and 2:00 pm till finished.

**Lansing location,** Upstairs- September 14, 2018 10:00 am to 12pm and 2:00 pm till finished.

**Alden Location** to be Determined- September 18, 2018 10:00 am to 12pm and 2:00 pm till finished.

If possible please RSVP with your Agronomist or with me directly and indicate which meeting you will be attending and how many guests will be accompanying you. I can be reached at (507) 481-5449 or [hdowse@ncountrycoop.com](mailto:hdowse@ncountrycoop.com).

Thank you very much for the opportunity to serve you and may your harvest be plentiful and safe.

# Livestock Specialist

Hello NCC Patrons & Pork Producers,

I'm excited to be on board as your swine feed salesperson. I'm looking forward to getting around and meeting many of you over the next weeks and months. Thank you to all employees of NCC and to the producers I have met to this point. You have been very welcoming, and it is much appreciated.

It's always been my goal to return to the area I once called home. I was raised on a hog and grain farm west of LeRoy. I attended college at the University of Wisconsin at River Falls, WI and majored in Animal Science & Ag Business. From there, I went on to work as a hog buyer for Tyson Foods in Northwest Iowa for 15 years. My wife, Jess and I along with our daughters Chloe (8) & Harper (4 mo) now live on the farm I grew up on.

In addition to your feed needs, if you need any assistance with pig sourcing, marketing, barn ventilation, new barn construction, or have an interest in contract finishing please give me a call at 507-475-1330.

I chose to work in this industry because I have a passion for pigs and the people involved in it. I hope to add value to your operation and NCC. Once again, I look forward to working with each of you and carrying on a proud tradition of pork production in Southern Minnesota and Northern Iowa.

Jim Yoch



# Grain Marketing

Corn futures have been under pressure from good crop prospects being confirmed by the Pro Farmers crop tour, as well as pressure from soybeans futures. The Pro Farmer crop tour found a great deal more variability in the corn crop than it did in soybeans. Yet, Minnesota was the only state that saw its yield estimate come in below year-ago levels. Pro Farmer's 177.3 bushel per acre yield was slightly below USDA at 178.4.

Just like corn, soybeans have been under pressure, also. Pro Farmer crop tour was eye opening for the trade. Pod counts were impressive across the Midwest. Pro Farmer's 53 bushel yield estimate shouldn't have been a surprise. That sent the message that this crop is getting bigger at a time when trade with China remains uncertain due to both the lingering trade war and to the deepening problem within China with African Swine Fever.

I would expect both corn and soybean to remain under pressure as we go into fall until we start harvesting and can get a firm handle on the size of the crop and until we resolve some of the trade issues.

Our Fall Policy will remain unchanged from last year's policy, as of now. I hope everyone has a safe harvest and hopefully see many of you at our Annual Meeting on September 20 in Adams, MN

Shawn Mauer



*Check your  
grain bins  
often!*



## 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

Visit us on the web at

[www.ncountrycoop.com](http://www.ncountrycoop.com)

Like us on Facebook

**Northern Country Coop @ncprecision**

**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

**Our Mission: Dedicated to providing quality products and services for a successful future together.**