

From Your General Manager

by Scot Janssen

I want to thank those of you who were able to attend your Cooperative's 111th Annual Meeting. We had another great meal, but there was a smaller crowd than usual in attendance. We served just over 300 patrons and guests. We have posted some pictures of the evening on our website www.ncountrycoop.com. Also, check out our Facebook page. Financial reports are available at all of our locations.

The following were some of the areas I highlighted in my talk:

- 1) Local earnings were a positive 1.8 million dollars. It was our best year in the last five.
- 2) Top line sales were \$195 million.
- 3) The Feed Department set records in both sales and volume.
- 4) Storage, Price Later and Drying income were down \$700,000 from the previous year.
- 5) The Agronomy Department had a solid year. Setting records in fertilizer tonnage.
- 6) Since last December your cooperative has paid back to its members \$850,000 in cash. This has come through equity revovement and estate payouts.

I also talked about change and how change is constant. NCC as a business will need to continue to change in order to stay profitable and keep up with the competition.

The Cooperative Business Model, I still believe, is the best business model there is. Patrons not only share in the profits, but have a say in the business through the election of the Board of Directors. Your cooperative's future success will depend on your support.

Thank you for your business and be safe this harvest season!

"...continue to change in order to stay profitable and keep up with the competition."



- Scot Janssen, General Manager

Calendar

- Nov 3: Turn clocks back
- Nov 11: Veterans Day
- Nov 28: Closed
- Nov 29: Lumber Yard closed
- Dec 24: Closing at noon
- Dec 25: Closed
- Dec 31: Closing at noon
- Jan 1: Closed



Closed

November 28,

December 25

and January 1.

Closing at Noon

December 24 and 31.

Please order early.

Grain Marketing

by Shawn Maurer



Well the fall is acting a lot like the spring did... wet and drawn out. Looks like most of the beans are out and we are getting a good start to corn. It seems like beans are 5 to 10 bushels less than last year and so far, the corn is the same as last year or even a little bit better.

As you finish up hauling in your crops, remember that you have a 10 day grace period to decide what you want to do with it from when you delivered your last load. You can either sell it or store it. Storage is \$.17 cent/bushel for first 90 days and then \$.04 cent/bushel a month after.

We do offer a couple of options if you want to sell and still participate in the futures. One is doing a minimum price contract where you sell the grain and we buy a call option. The second one is doing an extended price contract and locking in a future contract price. If you are interested in either one of these options, please feel free to call me and I will discuss it with you.

Market weakness continues as trade struggles to find fresh news. We continue to see trade gravitate to three main topics: weather, exports and trade relations. These have been the main topics in the market for the past several weeks and likely will be until the next supply and demand report on November 8th.

I wish you all a safe harvest season and hopefully we can all enjoy a nice Thanksgiving. Thank you for your patronage.

From Your Agronomist

by Chad Steinkamp



Fall is in full swing. Days are long and a lot of hard work has been done in a very short time. I was tasked to write an article. I was trying to decide what to write about, so I looked back at an article I wrote last November. There are some similarities and some difference from 2018 to 2019.

The last two seasons, every time we wanted to get into fields, it seemed to rain. In 2019, corn yields are good, but there is variability and soybeans are off vs the previous year. We have seen big swings in yield across fields by soil types, tile, fungicides, and fertilizer sources. One main difference between 2018 and 2019 was August. August 2019 was drier and cooler. This weather helped corn test weigh, but took some bushels off the soybeans. A few ways to help combat this to try to minimize the sources of variability, but we need to be precise on the tools to use.

One way is to minimize the effect of nitrogen loss. Sometimes I'm sure we sound like a broken record, but as I have said in the past, STABILIZE YOUR NITROGEN SOURCE. The last few seasons, with all the heavy rains we have seen, our area is prone to nitrogen loss. Putting on Ammonia in the fall should be applied with a stabilizer and soil temps under 50. 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 here at Northern Country are doing testing on split application of Nitrogen, our 4R plot in Carpenter. We are testing out the Right Rate, the Right Time, the Right Source, and the Right Placement of Nitrogen. Raw data is showing nice returns on split applied, but stay tuned. 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.

Fall can be a great time to get your fertility right for 2020. If it has been 4 years since your farm has been soil tested, it would be a good time to think about it. A good testing program can make sure we are applying 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 along with Dave Vaughan (our soils guy) can tailor a program with your yield goals and management practices in mind.

Lastly on seed. Seed ordering time is here, even though field work persists. It is a great time to get the best cash discounts on high yielding products. I know there is a lot of uncertainty on which way many of you are leaning on soybean, but our staff can talk through the pros and cons of both systems. At the end of the day, we want to make sure we have high yielding soybeans for specific agronomic challenges (White Mold, SDS, IDC, etc.).

Stay safe and have a great end of the fall!

Your Precision Ag Specialist

by Dave Vaughan



There are different categories of nutrients in the fertilizer recommendations. N—P—K are considered Macro Nutrients and there are several others called Micro Nutrients. They are called Micro Nutrients as they do not require as much as the Macro Nutrients. However, they are still very critical to the plant. If your crops are short Micro Nutrients, you WILL suffer yield loss. The micro nutrient that I would like to address is Zinc.

Zinc is needed by the plants for four different processes:

1. For auxin activity (The elongation of the cells as they divide during growth.)
2. For DNA transcription (This is when the plant tells the cells what proteins to make.)
3. Enzyme reactions (Enzymes are needed to make certain compounds in the plant and the plant produces more enzymes to speed up the production of the needed compound.)
4. Photosynthesis (Photosynthesis is the process of using sunlight to make sugars.)

Your soil test for Zinc should be near .75 ppm or higher to stop any yield loss. Below these levels you will suffer yield loss greater than the cost of any zinc fertilizer that was applied. So please talk to your local NCC Agronomist and find out how to address your Zinc fertilizer needs. NCC can mix Zinc with your starter fertilizer or apply it with your dry P and K.

Your Livestock Specialist

by Brent Young



The days are getting shorter and the white stuff has already reared its ugly head. The positive is we have seen an uptick in milk price. With new forages we have seen a nice upward trend in components. The cooler weather has helped mastitis and we are seeing lower SCL. Hopefully, this continues as this adds to your milk check. Fall is also a time to start planning for next years forages. Did your corn silage corn yield as expected? Was there any disease issues? I know the wet spring and fall made forages a challenge, Think about hay for next spring as well. Many said tonnage was down, so we need to have a plan for winter kill or thin stands. Consider some small grains as well.

With the time of the calendar remember to dry pen the heifers and dry cows that were on pasture this summer. Hopefully, we get a chance to get some bedding made this fall yet, as that is in a shortage. As it gets colder, remember the baby calves still need extra water. This helps in starter intake, growth, and overall health. Also, remember free choice salt is not a water during the cold.

The cattle side we have started to see some placements brought in the last few weeks. The weather has definitely made it a challenge. Have a plan together with your vet on vaccination protocols to help insure a good start. If we see sickness, water medication seems to be very effective. Before you buy, let's run some numbers to see where things are at. The fed market has rebounded some, but needs to move a bunch more. Weights are down, lots are current, and the board has rallied. As with the dairy, cows and calves that have been on grass need to be dewormed. I have heard some say worm counts on fecals have been high this fall.

As with all categories of livestock, work with your vet on vaccination and herd health protocols. Healthy animals are more productive than sick ones.

With November here, let us all think about what we are thankful for and be proud that we a part of feeding the world. Have a safe harvest, a Happy Thanksgiving, a Merry Christmas and a Happy New Year, and stay warm.



Northern Country Coop Lumber Yard
will be closed both
November 28 and 29
Thank you for your understanding
and enjoy the holiday.



L to R: Jim Kellogg-NCC Board Member, Steve Lawler-Mower Co. SWCD, MN Governor Tim Walz, Jeff Irvin-NCC location manager, and Nathan Augustine-NCC agronomy dept. manager. On October 11th while Governor Walz was in Austin, MN for the pheasant hunting opener, he toured Riverland Community College and was supportive of the ongoing collaboration between Riverland, U of M, Northern Country Coop, and the Mower County Soil and Water.

The Western Edge

by Brian Jacobs



Harvest is in full swing and by the time this goes to print I am hoping we are over 90% done. They have taken that dirty word "snow" out of the forecast, so it looks like we should have a very productive week.

Bean harvest went well with yields averaging a bit lower than expected. Most fields went in the mid to upper 50's while some of the better fields made lower 60's. The corn harvest is almost 50% done with moisture and test weight both better than expected. Corn yields are all over the place, due mostly to planting dates and a big issue with green snap. Yields are under 150 bpa on the poor fields and over 250 bpa on the good ones. I guess this is what keeps farming so interesting.

If you haven't talked to your agronomist about fall fertilizer, stop in and make plans. There is still time before freeze-up to get sampling done. Grid sampling is an excellent way to determine soil needs and even if you don't get the fertilizer applied this fall, you're ahead of the game for spring. Please place your orders early as this helps with our efficiencies. A wise man said "Harvest is not a sprint, it's a marathon."

Enjoy your harvest, be safe, and thanks for your business.

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

Like us on Facebook

[@nccprecision](https://www.facebook.com/NorthernCountryCoop)

[Northern Country Coop Lumber](https://www.facebook.com/NorthernCountryCoopLumber)

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.