

From Your General Manager

Scot Janssen

I hope you have been enjoying your summer relaxing a 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 despite the green snap and the hail that has gone through parts of our trade territory. Early reporting is that patrons in the NCC trade territory think their corn crop will be better than last year, while their soybeans will not. Only time will tell.

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!



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

- Scot Janssen, General Manager

The auditors have finished their annual review of fiscal year end 2019 numbers. We will be reporting at this year's annual meeting, our

best earning's number since 2012. I invite you to your Cooperative's 111th Annual Meeting where you will get a detailed look at the 2019 numbers. The dinner and meeting will be held at the Sacred Heart School in Adams, MN with dinner served from 5:30 to 7:00 and the meeting to follow at 7:15. We will be using the same meeting format as in the past. You can find more details elsewhere in this newsletter or on our website.

The Nominating Committee has submitted the list of candidates appearing in this month's newsletter. There will be no nominations from the floor at the annual meeting September 19th, 2019. Mail-in ballots must be received in Northern Country Cooperative's main office in Stacyville, IA by the close of business day prior to the annual meeting. You may bring your mail-in ballot to the Annual Meeting and cast it in person. Voting is kept confidential.

Please have a safe fall and I hope to see you September 19th.

ANSWER ACRES FIELD DAYS

ALDEN, MN ~ SEPTEMBER 4TH

LOCATION: near the corner of Hwy 46 and County Rd 12

TIME: 11 am-1 pm with lunch at noon

CARPENTER, IA ~ SEPTEMBER 10TH

LOCATION: on Hwy 105 just east of Carpenter Community Center

TIME: 5 pm-7 pm with dinner at 6:00 pm

HWY 56 PLOT ~ SEPTEMBER 11TH

LOCATION: Just off Hwy 56 between Rose Creek and Adams on County Rd 5

TIME: 11 am-2 pm with lunch at noon

* Information on the coming soybean traits and what herbicide packages will be available. Information on our 4R Plot in Carpenter, aerial imaging, soils, corn and soybean variable rate trial, and nitrogen stabilizers MN groundwater rule, and info on the Sustainable Answer Acre Plot at Lansing.

Northern Country Coop Agronomy/Precision Ag Dept. Team



Grain Marketing

Shawn Maurer



The USDA's August 12 crop report was most certainly a market mover, but unfortunately not in the manner many had hoped for. USDA again had a few surprises for grain traders. The biggest of those being in planted and harvested acreage. The agency reported that farmers planted 90.0 million corn and 76.7 million soybean acres. Prevent plant acreage was 11.21 million for corn and 4.35 million for soybeans. This essentially means that farmer intentions for corn this year rose to 101.2 million, but they were only able to get 90 million planted. Their intentions dropped to 81.05 million soybean acres, but were only able to plant 76.7 million.

That's a little misleading since we probably had a number of prevent plant soybean acres filed as corn prevent plant, since it paid better. Yet, it also says that farmers were responding to market signals. These numbers will be debated, but they are the best numbers available. The prevent plant acreage numbers will likely ratchet a bit higher as more claims are processed.

The soybean yield remained at 48.5 bushels per acre from the farmer survey and satellite data, which is sure to change next month when objective yield data is used.

The corn yield rose to 169.5 bushels per acre, but that will change as well. By how much will be the debate over the next several months. I've included a copy of the new grain policy and it is the same as last year. No changes on drying or storage.

For those who have not been receiving NCC's cash bid text messages, DTN is working on a solution. All cellphone carriers have updated their spamware filters and when DTN sends the messages out the cellphone carriers think it's spam, blocks it and kicks the message back. When it does that it puts the phone number on a blacklist and blocks it. DTN has been in contact with all the cellphone providers and are working on a new program that will hopefully solve this issue. They have been trying it on a few different companies to see if it works and will gradually switch more companies over in the near future. I appreciate your patience and hopefully the problem will be fixed.

I hope to see you at the Annual Meeting on September 19th, and as always, thank you for your patronage and have a safe and bountiful harvest.

Meet the Candidates for NCC's Board of Directors



TONY ARNDORFER is running for the LeRoy area. He raises corn and soybeans, and finishes hogs. Tony is a member of St. Patrick Church of LeRoy, the LeRoy Area Ambulance, Knights of Columbus, is treasurer for LeRoy Township, and is presently on Northern Country Cooperative's Board of Directors.



STEVE BRUMM is running for the East Stacyville area. He and his wife, Emily, raise corn, alfalfa and soybeans, finish cattle, and are in partnership with Brumm Dairy. Their children are Madeline, Caleb, Nathan and Isabell. Steve is a member of St. Isidore Catholic Community of Stacyville, and is presently on Northern Country Cooperative's Board of Directors.



DON HOFLAND is running for the West Stacyville/Toeterville/Lyle area. He and his wife, Diane, grow corn and soybeans near Toeterville. They have three married sons, Jeremy, Robb, and Michael, and five grandchildren. Don is a member of Visitation Church in Stacyville, where he serves on the Finance Board, and is presently the board secretary of Northern Country Cooperative's Board of Directors.

Calendar

- Sept 2: Closed
- Sept 4: Answer Acres Field Day - Alden
- Sept 10: Answer Acres Field Day - Carpenter
- Sept 11: Answer Acres Field Day off Hwy 56
- Sept 19: Annual Meeting

Western Edge

Brian Jacobs



I hate to say it, but the feel of fall is in the air. I guess all signs are pointing in that direction, kids are back in school, the State fair is going on and Labor Day is here. Man, why does time fly when we are having fun? I hope everyone has had the opportunity to enjoy some summer activities.

With fall just around the corner, now is the time to get your fall fertilizer plans put together. Some of you have your samples taken early spring or summer while the majority seem to want them done in the fall, after the crop is out. While this is a good time to be taking samples, remember that getting results can take some time. Please make your agronomist aware of your plans and get your name on a list. Giving us a heads up as to when a field might be harvested is better than telling us when you plan on doing tillage. Remember, early prep usually gives us the best pricing opportunities. Your agronomists have the time now to help put fall fertilizer plans together. Please give them a call.

Unless we get some heat units in the month of September, it looks like we may see more corn drying this fall. On the Western Edge, we have in the past, asked customers to haul to a different location to maximize efficiencies. This usually depends on available space, corn moisture, and timely rains. Please contact the location manager or give me a call if you have a question or a concern. As always, we appreciate your business and strive for a safe and productive fall.

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

111th ANNUAL MEETING

**Sept. 19th - Sacred Heart
School, Adams, MN**

Dinner 5:30-7:00 - Meeting 7:15



From Your Livestock Specialist

Jim Yoch



This past July I had the opportunity to listen to a presentation given by Dr. Frank Mitloehner about animal ag and its contribution to greenhouse gas at the National Pork Industry Conference. Dr. Mitloehner is a professor and air quality specialist in cooperative extension in the Department of Animal Science at UC Davis.

In his research, Dr. Mitloehner set out to debunk the accusation that livestock are a greater threat to global greenhouse gas than the burning of fossil fuels. We've all heard the discussions in the liberal media blaming cows, pigs, meat eaters, etc. for all the methane that's warming up the earth. Dr. Mitloehner went on to lay out the facts. He stressed that we should all know the numbers. That way we can be armed with the data should the need arise in our everyday discussions and social media interactions.

Here is a snapshot of what Dr. Mitloehner found in his research that I want to share with you. Nearly 80% of all greenhouse gas is attributed to the burning of fossil fuels including: transportation 28%, electricity production 28%, and industry 22%. All of ag contributes 9%, with 3.9% credited to all of animal ag, and just 0.5% of the total greenhouse gases to hogs. Already we can see that livestock are not the greater threat, but there's more.

Not only does animal ag contribute only a tiny fraction to the total greenhouse gas emissions, but the gases it produces are vastly different. Burning fossil fuels releases gases, primarily CO₂, that have been stored underground for years. Fossil CO₂ has accumulated in the atmosphere as we have exceeded the ability of plants and the ocean to take up new CO₂. Methane from animals is already accounted for in the carbon cycle, and over time, is converted to CO₂ and is absorbed by plants.

Some claim we can eat our way out of global warming and climate change by going vegan. Dr. Mitloehner went on to say that if one of us went vegan, it would lower CO₂ emissions by 0.8 tons annually. On a flight to Europe alone, each passenger is contributing 1.6 tons of CO₂. Meatless Mondays would lower greenhouse gas by 0.3%, and if everyone in the country went vegan, it would lower greenhouse gas by 2.6%. His point is changing our diets is not the answer – doing so would have a marginal impact at best.

In addition to the above statistics, we can also talk about how efficient animal ag has become in this country. In 2000, the average dairy cow was producing 18,000 lbs. of milk annually. Today that number is over 23,000 lbs. In 1965, the average carcass lbs. produced per sow per year was close to 1,300. Today that number is 4,000+. Pigs saved per liter in that same time frame went from 7.5 to 10 on average. Not only is animal ag a marginal contributor to greenhouse gas, it is extremely efficient. Less inputs for even greater output - that is sustainability.

The next time you hear someone blame our animals for greenhouse gas, share the facts and tell our story. We are good at what we do. The numbers and science support that.

From Your Agronomist

Nathan Augustine



First off, THANK YOU to all the patrons of Northern Country Coop. We had a great year in the Agronomy department. We moved a record amount of nutrient tons this year, had a strong year with custom application, utilized our new Hagie Sprayer to improve our application efficiency during the year and add more options for tassel application of herbicides, and maintained and grew our CPP and Seed segments. I am very proud of the team we have at Northern Country Coop. They dealt with record amounts of rain, constantly changing field plans (because of the weather), and rapidly growing crops that shortened the window to get everything done.

In the end, I believe that most orders were completed, deliveries delivered, and services completed. There may be some of you that just expect that out of your retailer you do business with, and that is fine, but a thank you, 'At-a-boy, or polite nod of thanks for the effort is always appreciated. We strive to provide a high level of service to continue to maintain and earn your trust. If there are areas we can improve, or things we do well that you want to be sure we continue, we welcome the feedback. Thank you again!

Fall field days will be in swing and be looking for those opportunities to learn more on the latest varieties, technologies, and current topics. We have some great events and appreciate all who stop out. New this year is our 4R Plot in Carpenter to compare the Right Rate, from the Right Product, at the Right Time, and applied in the Right Place. We also have our Sustainable Answer Acre plot by Lansing as well that is looking at different N application treatments and corresponding nitrate leaching and crop yield. Then split that into a conventional block and one using cover crops and reduce / no till practices to see the impact on soil health and N utilization. Both are very exciting to see come together.

As for some Agronomy notes: Winter Rye supplies are tight, if you are looking to plant some, get the seed lined up NOW. Prices trended higher last year and went up 35%, don't wait. Weigh wagons will be ready for fall yield monitor calibrations, yield checks, and plots. Contact your agronomist to line that up as needed. Agronomists will be visiting with patrons on fall grid sampling and fertilizer, and getting that lined up before combines roll helps the fall go smoother. Financing has grown in demand and there are various offers again available for the 2020 crop. John Deere credit, Rabo Finance, and NCC now offers Secure by Winfield. Secure works more like a line of credit at a bank and can be applied to seed and chemicals from most of the branded manufactures at a very competitive interest rate. One benefit is getting a reduced interest rate and still being able to get the highest cash discounts on seed. Consider setting up a line of credit, if you haven't already. Contact your agronomist for an application.

Thanks again for your patronage and support! We strive to continue to earn that trust through our desire to provide quality products and service for a successful future together. Have a safe fall.

Your Precision Ag Specialist

Dave Vaughan



It is a bright sunny afternoon as I sit and write this article. The corn is tasseled and the soil is wet. Now we just have to wait for the plants to convert the sunlight to grain. It is a process that we never think much about and just take for granted. I won't go into the photosynthesis process but would like to write about how improper fertility can limit yield.

Are you giving your crops the full potential to make grain? There are a few things that we can control to increase the yield. The first step is to get an inventory of what you have now to grow a crop. That information is collected by soil sampling your fields. When the soil test comes back, we can then determine what nutrients the soil is lacking and also determine what amount of nutrients we need to correct the deficiency. This is done by soil sampling each field on 2.5 acre grids. We then correct the soil deficiencies by adding the lacking nutrients.

Definition: The act of correcting these deficiencies is based on a theory that is called Liebig's Law of Minimum. It comes from a German scientist named Justus von Liebig and states that "If one of the essential plant nutrients is deficient, plant growth will be poor even when all other essential nutrients are abundant".

How it Works: It states that plant growth is not increased by adding more of the plentiful nutrients. Only by increasing the amount of the limiting nutrient (the most scarce) in relation to "need", is the growth of the plant increased.

Importance of Liebig's law of the Minimum: Soil fertility is more important than just putting down some fertilizer. It is about putting down the correct amount of fertilizer in the correct place that you need to get the maximum economic return on your investment. We can get you to total maximum return on your fertilizer dollars by soil sampling and looking at your N, P, K, S, Zn and B needs and getting them corrected.

Talk to your local sales agronomist and get your fields signed up for grid sampling today to maximize your yield.

Contact Us

for more information about our services and products.

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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.