

From Your General Manager

Scot Janssen

I hope the summer has been treating you and your family well. It is hard to believe that summer 2020 is starting to wind down.

This will be my final newsletter as I will be retiring September 1st 2020. I want to THANK all the Board Members and Employees which I worked for/with over the years.

"I fully understand the importance of you, our patrons."



- Scot Janssen
General Manager

Together with the support of the Northern Country Coop patrons we have successfully built a very financially strong Cooperative. I started here (Stacyville Cooperative) back in 1994. I want to THANK those Board Members who were willing to take a chance on a 34-year-old farm kid with no General Manager experience. (I hope I didn't disappoint you guys.) Stacyville Cooperative in 1994 had about \$17 million dollars in sales with about 18 employees and 2 locations. Northern Country Cooperative will end fiscal year 2020 with sales around \$190 million dollars with just over 100 employees and 12 locations.

There were two questions that I remember from the 1994 job interview:

1) Was I going to use Stacyville Cooperative as a stepping stone to something bigger? 26 years later that question is answered with my retiring from the Cooperative which began my General Manager career.

2) The second question was much easier to answer. Are you an Iowa Hawkeye fan? Which I promptly answered "NO"! I might have said "Hell no". They hired me anyway.

Managing your Cooperative was challenging. Throughout the years I always based my decisions on what was best for the long-term success of your cooperative. I fully understood the importance of you, our patrons. I was taught that by my dad. If you could buy or sell it from a cooperative you should. He instilled in me the importance of the cooperative system by supporting it.

Jody and I want to Thank You for letting us call Stacyville our home for 26 years. There was no better place to raise a family than RURAL AMERICA.

We want to wish all of you the best and be safe. Thank You!

From Your Agronomist

Chad Steinkamp



As I am writing this article, it just dawned on me that summer is nearly over and fall is approaching. Having said that, there are still a few things we will need to watch before we start working on fall equipment.

Corn pollination started a little sooner than last year, with decent moisture and temperatures. The area did have a fair amount of wind damage, after a stormy weekend a couple weeks ago, resulting in a lot of goose necked corn. The wind speeds had a lot to do with the damage, but there were other factors including: compaction, row direction, and rootworm feeding. It is a little early to tell what effect the wind damage had on pollination, but in the next few weeks, we should have our answer. It also might be a season that we will need to prioritize these fields for early harvest. Goose necked corn tends to have late season stalk quality issues. We will need to harvest wind damaged corn sooner than later. I would rather spend a little more in dryer gas and pick a little earlier at a good harvest pace than harvesting flat corn in one direction because the stalks could not hold up.

Soybeans are moving right along as well. A few things to follow up as the season finishes up. Aphids have not been seen in large number yet, but please make sure we do not let them blindsides us. Good rule of thumb, check things out every few days. Populations can double in that timeframe and get to the 250/plant quickly if not watching.

Sudden Death Syndrome (SDS) and **White Mold** symptoms can pop up in the coming weeks. Although, there are very few options to cure these diseases in season, it is still a good thing to document which varieties and places in fields are showing symptoms. Today, tools like Climate FieldView, offer a great way for growers to drop pins and verify variety placement in fields for winter and spring plans. SDS has a few options for seed treatments like Ileva and Salto that have shown nice results in preventing the disease. White Mold can be treated in a few ways: Two pass fungicide programs with products like Miravis Neo and Aproach, wider row widths and Variable rate seeding based on a fields past history. All of these products and programs come with additional costs, but we all know what the yield losses from SDS and White Mold can be more costly.

The last thing, I want to thank everyone for the patience and understanding all of you have exhibited in this weird year we are working in. How we all do our jobs have changed, more time on the phone or email and a little less time face to face. Its been hard, considering most of this job is building a trusting relationship with all of you. We have worked to try and bridge that with a more digital approach. Weekly videos on our YouTube channel and weekly scouting reports on our Facebook page. I am very pleased from all of the conversations that have started from growers watching these videos, I have enjoyed it and we plan on keeping this going.

Stay safe and enjoy yourselves.

Congratulations to the Class of 2020 and to Northern Country Coop scholarship recipients . . .

Caleb Brumm

Nicole Freerksen

Erik Gerdts

Daylyn Huper

Morgan Wingert

Western Edge

Brian Jacobs

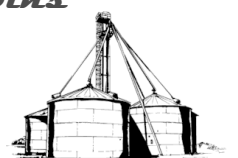


Wow, July has flown by and fall will be just around the corner! It seems like it's been a warmer than usual summer, but with the extra rainfall crops in the area look exceptional. We have been spraying a fair amount of fungicides, both aerial and with the row crop machine. At this point in time aphid pressure is at a minimum and seems like just a small amount of leaf chewing by a variety of pests. Please continue to scout your fields and if you would like someone to do it for you give us a call.

Grain movement has been very slow, compliments of a terrible corn price and a mediocre bean market. With that said, it seems there is an overabundance of corn still on the farm. Please take the time to check your bins and aerate during some of the cooler evenings if necessary. If you need to move corn please call ahead as most of the locations are pretty full. Let's hope for some price appreciation so we can all empty out for fall.

By the time this goes to print Dean Youngblom will be retired! Please give him a shout out for an enjoyable and well deserved retirement. Dean worked as an agronomist at the Western Edge and was involved in the Ag industry for over 40 years. He will be missed by all!

Check your grain bins often!



From Your Livestock Specialist

Jim Yoch



If you are a pig owner or contract grower tasked with starting weaned pigs, you know it can be challenging at times (some genetics more than others). Having a transition plan in place for new arriving pigs can help reduce this stressful time for pigs and get them off to the best start possible. Studies have shown that each additional pound at day 32 post-weaning correlated to 2.1 additional pounds at finishing day 110. So, what are some things we can keep in mind before pig delivery to ease the transition period and optimize ROI?

First, know the pigs needs before arrival. Know the way the source farm operates. Are there health challenges already facing these pigs that I can prepare for ahead of time with medication, sick pens, etc.? Confirm head count, arrival date & time, age and weight of pigs, as well as percent of health challenged pigs, if there are any. Make sure head count and weights of new arriving groups are communicated with the feed mill so that feed budgets can be followed as close as possible. Considering the current economics, what are the ownership expectations as it pertains to unthrifty or non-grade A pigs? Do we euthanize or treat? Good communication ahead of time can help to alleviate those early issues.

Have a plan in place for stocking your barn. Make sure pens meet the space requirements for pigs by weight. As a rule, 10% of the pigs delivered may be smaller than desirable. Do I have a plan for these pigs to allow me to feed and manage them differently by gruel feeding, hospital pens, etc? Provide newly weaned pigs with about 0.5 square feet per pig of comfort space in their sleeping area. In other words, if you're putting down a 4x8 comfort board or mat, that is good for about 64 head.

Last but certainly not least, have your nursery or wean/finish barn clean top to bottom. Reducing the disease stress factor will allow pigs to perform at their best. This includes cleaning slats, feeders, gating, fans, curtains, inlets, office/entry way, and loading chute. Also, don't forget the equipment such as sorting panels, rattle paddles, boots, etc. Whether you do your own power washing or not, consider inspecting the barn for cleanliness to see if it meets expectations. The disinfection process is complete when the barn is dry. Correct management decisions and attention to detail post-weaning can pay big dividends at market.

If you are struggling with a resistant e-coli, salmonella, or persistent scours after weaning, you may consider trying a feed additive called Enterid by PMI. This product has shown very good results thus far in field trials. It's fed in the first two nursery phases at a 2# inclusion. The cost to feed Enterid is about half of Mecadox and a third the cost of running CTC/Denegard for 14 days with no VFD required.

On behalf of everyone here at Northern Country Feeds – THANK YOU and enjoy the rest of the summer!

Your Precision Ag Specialist

Dave Vaughan



Thank you to everyone who got their soil sampling done in the spring. When the samples are taken in the spring we are able to have a fertilizer plan in place before the combines start rolling and all it takes is a phone call to start the process of getting it spread. This make the fertilizer workflow easier to sustain.

When you are out in the field pulling samples you get a good look at the soil from the 8" soil cores you dump into the bag. You get to see the differences in soil from field to field and even different areas within fields. Before going into the bag we break the core up a little, so the cores will fit in the sample bag. It is during this process that you can see the soil structure differences.

Soil is held together by glomalin. It serves as the glue that holds soil particles together. It is produced by Mycorrhizae fungi that grow in the soil and plant roots. It is called symbiotic, which means that it is beneficial to the plant and as well to itself. It will grow into the plant roots and can supply the plant with nutrients that the root hairs can't reach and the plant supplies it with surplus sugars to help it keep growing.

When there is an abundance of mycorrhizal mycelia in the soil that are connected to the roots it acts as extra roots to the plant. This can increase the root surface area by up to 50 times. It also produces enzymes that can convert unavailable forms of crop nutrients to forms that can be taken up and used by the plants.

Mycorrhizal fungi can deliver up to 25 % of the Nitrogen, 80 % of the Phosphorous, 10 % of the Potassium and 25 % of the Zinc needed by the plants. There is also the added benefit of it being so small that it can enter particles of the soil to get to crop nutrients that root hairs can't reach, and it will also supply the plant with water during drought.

Before we had to rely on what Mycorrhizal fungi that was in the soil to help the crop grow. Now Valent has come up with a liquid form to be added to the starter or a granular form that can be mixed with alfalfa seed to increase the mycorrhizal numbers in your fields. Now is the time to talk to your local agronomist about trying this on your farm next spring.

APPLICATOR FULL TIME POSITION - Toeterville & Stacyville, IA	Apply in season. Drive truck, light maintenance and other duties in off-season. Experience and/or grain and agronomy background helpful. Organized, willing to work overtime.
	<ul style="list-style-type: none">• Excellent Benefits• Competitive Wage Application on-line www.ncountrycoop.com or phone Doug at 507-402-0222

Grain Marketing

Shawn Maucr



I hope all of you have been able to enjoy this summer so far. For the most part, I think we have a good crop on our hands. Except for a few corn fields that got flattened, but somehow they came back somewhat straight.

The latest weekly crop rating from USDA remained unchanged at 69% good to excellent versus 65% on average. Ratings remain at or above 80% in IA, KY, MN, SD and WI. The lowest rated states are CO, OH, NE, MI and KS. With only 8% of the crop in the poor to very poor condition. The weather forecast remains favorable enough to keep crop rating elevated, limiting upside price potential. Yields are expected to be updated next month with most in the trade assuming the USDA comes down somewhat off the current 178.5 bpa.

Recent rains pushed soybean crop rating higher. National good to excellent rose to 69% versus 63% on average. The 2020 crop is currently the fourth highest rated crop in the past 26 years. Current US crop rating argue for above trend yield. However, the soybean crop is starting to enter the critical reproductive phase with 25% of the crop setting pods. The weather over the next four weeks will determine soybean yield as the pods are being filled.

Although China has made purchases almost everyday over the last week on mostly soybeans and some corn, it really hasn't had a major price reaction. A couple reasons I believe is because of plentiful ending stocks and trade tensions with China. The recent closure of the consulate in Houston has commodity traders nervous wondering when cancellations will show up.

A reminder that all free price later needs to be priced by August 31st.

I wish everyone a safe and enjoyable rest of the summer and for a bountiful harvest. I also wish to thank you all for your patronage.

Contact Us

for more information about our services and products.

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