

July 1, 2016



#### GENERAL MANAGER COMMENTS

BY: CLARK WENGER, GENERAL MANAGER

I'm in the midst of my second season as GM of the Ottawa Coop. It's been challenging times due to the low grain prices as you are all aware. Adding some new services to the Coop to help support our customers' needs now and in the future by maximizing their productivity and efficiencies has come at a good time. Increases in regards to our crop scouting, soil sampling and variable rate application of fertilizer have been much welcomed.

We leased a piece of ground in the new Ottawa Industrial park which is being utilized as an Ottawa Coop controlled research farm. This is allowing us to try some different type trials and generate some local data for our area. We are still in the initial stages of this process but have already started to accumulate some good data. This information will be available via several different forms of communication in the future but one great tool is our Facebook page that Lindsey Sylvester does a great job of keeping updated. Lindsey also helped with the renovation of our web page and the addition of a mobile app which can be downloaded for free by searching for "Ottawa coop".

The Board of Directors approved the purchase of a 22 acre plot located just south and west of Burlingame, KS for future development. This acquisition included some buildings which at one time were part of the Burlingame Concrete company. We are currently using this warehouse space for agronomy products. Our goal is to add a bulk seed system to this facility in the future along with some additional grain storage. We will also be able to use part of this land next year as our western area research farm to test various products like we are currently doing in Ottawa.

There are some new faces at the Ottawa Coop along with a lot of years of experience and expertise in all areas. Investing in the highest quality equipment and employees allows the Ottawa Coop to offer the expertise necessary to help our customers maximize profitability. Thank you for your continued business!

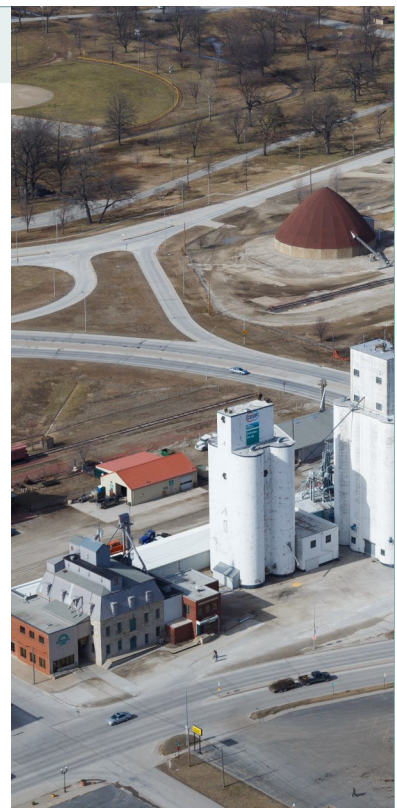
#### CROP SCOUTING

BY: BRIAN GREEN, CROP SCOUT

With tasseling of corn just around the corner we need to be on the lookout for any late season diseases. A few of these yield limiting factors are Southern Rust, Grey Leaf Spot, and stalk/ear rots. The VT growth stage is a perfect time to apply fungicide as this is considered a rapid growth phase of corn where crop health is very important in protecting. 10 ounces of Headline AMP can provide your corn the added protection and overall plant health boost to finish strong and protect **your** investment.

Soybean planting was slowed by wet conditions again this year, so don't forget to take advantage of our tissue sampling. This will give you detailed results as to how your bean crop is fairing on nutrients. In today's time every bushel grown is critical, we provide many foliar feed products to help give your beans the added step to grow stronger than ever and help to aid in achieving higher yields.

We have added on many new faces to our crop scouting team so contact us today and get to know how we can help you!



#### VARIABLE RATE

- Precision Agriculture
- Grid Sampling
- Soil Sampling
- Tissue Sampling

#### UPCOMING EVENTS

Test Plot Day in Ottawa  
July 22nd

#### CHECK US OUT ON OUR NEW PHONE APP!!

Access to:

- Grain Portal
- Customer Login
- Agronomy
- Seed
- Contacts



## MEET OUR NEW AGRONOMIST - COURTNEY MOYER

Courtney grew up in north-central Kansas on a farm. She attended K-State and graduated with a degree in Agronomy in the spring of 2014. She previously worked as a Precision Ag specialist and she is a certified Crop Adviser. She is the new primary Agronomist and Sales Rep for the Overbrook area. She is anxious to meet customers and help with any and all aspects of farming she can! She plans to spend the rest of the summer getting to know the area and meeting customers as well as working with our Crop Scout, Brian Green. Feel free to contact her if you have any questions!



## GRAIN REVIEW

BY: MATTHEW VAJNAR, GRAIN MERCHANDISER

As of this early June writing, the market is in the midst of a \$3 plus soybean rally. This has been quite an opportunity given the analyst consensus over the winter was for a possibility of sub-\$8 beans and sub \$3 corn by fall. Rather than give blanket recommendations that may not serve each customer's pricing preference and risk tolerance profile, I would simply list the dominant factors that should shape price action going into fall. You can use this decision tree to pick the fruit when you think it is ripe.

### Bullish inputs

- Due to quantity/quality downgrades in South America, US should own the export stage for the balance of the calendar year for both soybeans and corn.
- US dollar and crude have the feel of having topped and bottomed respectively.
- The odds of a record type yield in corn for the 3rd straight year would be statistically unlikely, even more so with the expectation for a la Nina weather pattern to develop, bringing warm and dry conditions to the central and northern Corn Belt sometime this summer.

### Bearish inputs

- Domestic grain inventories are sufficient to ample. Domestic and world wheat stocks, in particular, are burdensome with world inventories projected to be a record at the end of the 2016-2017 marketing year.
- USDA March corn acreage estimate of 93.6 million acres is the most since 2012 and 3rd highest since WWII. This acreage, coupled with old crop carryout that should be near 1.7 billion bushels, gives us an inventory cushion for new crop as long as national yields average at least 165 BPA (slightly below trend-line).
- Black Sea origins continue to have a deflating effect on the cereals. Russian feed wheat is currently the cheapest grain available in the export market.

For what it is worth, I am expecting prices to be above early June levels come fall harvest with excellent demand and only average yields the feature. Please have a safe and profitable summer.

## AGRONOMY FORECAST

BY: BOB NUTT, CROP PRODUCTION MANAGER

Once again we all have had a challenging spring due to the lack of work that was done last fall. As this newsletter goes out the corn will be wrapping up, burndowns and soybean planting will be ongoing and wheat harvest will be getting ready to start. It seems that it is becoming more important to have a game plan for your crop for the calendar year as we know mother nature will have her way at some point.

We hope that some of our new services have offered you value and have helped you make good decisions on maximizing your yield. We also will be making some changes to help serve you better in the near future. We have added an Agronomist to the Overbrook area and her name is Courtney Moyer, stop in and say hi as she is ready to meet you. Also Steve McCurry will be taking his Agronomy expertise and working with our southern territory covering Melvern, Waverly and Burlington. With Steve's absence Delvin Harris will take on a new chapter and move to the Crop Production Office.

I am also pleased to announce our first Agronomy test Plot Day which will be held on July 22, 2016 starting at 10 am and will wrap up with a catered lunch. Joe and Brian have worked very hard on this and will have lots of data to share with you. Look for a more detailed agenda in a few weeks via our website.

In closing we would like to thank you for trusting us as your advisor and your continued business! We look forward to working with you the rest of this crop year helping you maximize your yield!

## WAVERLY BRANCH

BY: DARL WALLACE

Big changes coming to the Waverly area. We are excited to announce that Steve McCurry will be changing scenery and heading down to the Waverly area to do outside sales. He will be covering the Waverly, Melvern, Burlington and surrounding areas. He is anxious to be out and about meeting with customers. Give him a call if you need chemical or fertilizer recommendations. We look forward to growing with you!

