



“Agriculture... It’s more than a part of life. It’s a passion, a lifestyle, a resilient community that works hard to feed the world”-

-Ryan Goodman

## November 2020 Newsletter

### Manager Report - Clark Wenger, President

2020: What a year, seems to be the gift that keeps on giving. We at the Co-op have felt very fortunate and proud to be considered an essential business. Our employees continue to put in the long days and hours to take care of our customer’s needs and we’re happy to do so. This year definitely threw some curve balls at everyone and just as other organizations had to pivot and change, so did we. We made some drastic changes this past summer, which had effects across our entire organization. With our year end of August, we are now 2 full months into the New Year and I’m happy to report that we are seeing more positive results than have been experienced over the past few years. It has been rewarding to see the changes produce positive results. We are continuing to look for more efficiencies within our organization, while also looking for diversified income streams.

The COVID-19 pandemic has made everyone re-evaluate procedures, policies, basically everything. Technology will no doubt play an even larger role moving forward. This pandemic forced us to use different means of communicating and transacting business. In the near

future, members will be receiving the invites to our annual meeting which will be held in December. It was



extremely important to the Board of Directors that this year’s annual meeting be held in person. Despite the challenges of COVID-19, we have come up with a plan to accomplish these wishes. There will be some

changes to the format of the meeting in comparison to how it has occurred in the past. Look for the invites to arrive the first of December which describes the changes to this year’s annual meeting.

Thank you for your business and continued support.

### Market Review- Mike Beying, Ag Advisor

The most common phrase this fall has been “Where is the market heading?” Let’s put some perspective on the market. The end of August gave us \$9.00 cash soybeans. Let’s take a second to say that again. NINE DOLLAR CASH SOYBEANS! How exciting that was. The market was improving, buyers and sellers had some energy in their systems and for the first time in what feels like forever; grain was exciting. It was so easy at that point to feel good about booking some sales and floating some offers on a bullish market. Staggered offers at 15 to 20 cent increments just kept filling. At that time, the narrative around the market also advocated for growers to set a floor on the market by using options. For 26 cents a bushel a floor could have been set a floor at \$9.46 on the board with all of the upside potential of this market. That security of knowing the floor allowed several growers the comfort and watching this run from the sidelines and the ability to lock in sales well above that as we ticked higher. Now let’s look at it from today’s point of view. At this time, we have beans above \$11.05 cash. Who honestly saw this coming, or at least said this was coming and believed it? So, what is the point in this? There are two vital takeaways from this market.

The first, and perhaps the most important, is that this harvest rally is a once in a nine-year phenomenon. So many variables lined up to drive this. Thankfully

demand, the US dollar, surprising crop reports, and world supply skyrocketed us to this point. Making market strategies based on what transpired over the last two months likely will not pan out the same as we march through the marketing year or the next. Use this rally to your advantage by liquidating those bushels, stagger offers, or create positions on production. Bottom line, don't fall into the trap of "what if the market goes higher." Do something today, at least make a plan.

The second takeaway is to be realistic. Looking ahead, there is \$5.83 hard wheat on the table for July and \$6.15 soft wheat, \$4.05 December '21 corn and milo, and \$10.30 November '21 soybeans. These are prices to be watching, especially over the next 60 days, as places to enter the market on new crop bushels. They do not look as impressive as front month contracts but refer back to takeaway one.

As members of the Ottawa Cooperative you have an unbelievable wealth of resources to assist you on making decisions for your farm market plan. Reach out to our market consultants, have the conversations about what products fit your operation. Check in with the consultants frequently to keep a pulse on the market. Conversations are easy to have and cost nothing. Reach out to Kaleb at the Ag Mark office or myself through the Waverly Branch at 785-733-2311.

### Grain Report- Kaleb Rockers, AgMark LLC Marketing Consultant

Contact AgMark LLC for On Farm Grain Bids! Call 785-534-1427 to talk to Kaleb Rockers, our Marketing Consultant and build a custom fit marketing plan for your operation. Sit down and make a profitable plan for your farm. We are eager to help you succeed! Whether it is marketing grain stored on the farm or moving grain directly from the field AgMark LLC can help.



### Agronomy Report - Bob Nutt, Crop Production Manager

As harvest winds down its already time to start thinking about next year's crop plan. I would encourage everyone to look back on things that worked well, not so well, or maybe something you wish you would have tried like a fungicide treatment. All of these things are extremely important as they ultimately affect the yield of your crop.

The good weather has allowed us to start fertilizing for wheat along with putting down P & K for next years Corn and Bean Crop. As temperatures start to cool down, I would also encourage you to look at a fall spray application to keep those winter annuals at bay.



I would also like to let everyone know that this year we will be impregnating herbicide on fertilizer once again. This provided excellent results while only having to make one pass across the field. This is available in Ottawa but we are looking to expand this to the rest of our branches so if you have interest please get a hold of your Branch Manager.

In closing we will have our Prepay Days coming up in December and encourage everyone to take advantage of the available savings! What better way to come up with a crop plan that maximizes fertility, great residual plans, and potential ROI investment opportunities that help drive yield and put more money in your pocket! Ask a Sales Agronomist on how they can help you achieve your goals today!

Thanks again for your continued business and allowing us to earn the right to be your trusted advisor! We look forward to seeing you soon planning another great year!

## Crop Report- Will Thoele, Precision Ag Manager

This fall has brought us a relatively large window for harvest as most are close to wrapping up or have already finished. Yields this year fared well for both corn and beans, despite the late season drought. Later planted beans suffered the most more than anything due to uneven maturity and large amounts of shrinking. However, as we compare yields from years past, the territorial averages tell us that this year went well for most growers.

With the crop out of the field, it is time to start looking at your soil fertility needs for next year. Focusing on soil fertility now and getting your



starter on early is a great way to stay ahead of the game. Potash, (Potassium) always takes a longer period of time to break down to be plant available. Putting on your P&K now will ensure that it is there for next year's crop. In addition, be sure to consider using Avail, our Phosphorus stabilizer to ensure that you're getting the most out of your P source to avoid tie-up.

Lastly, soil sampling is in full swing. Whether it is grid or composite sampling now is the time to get your acres turned in so we can be more conscious of what we are putting out there. This allows for better stewardship of our acres to prevent soil run-off and leaching. Which in return saves more money! If you're curious about soil sampling and how it can help you, feel free to give me a call at (785) 241-0391 or get in touch with your local agronomist.

## Truterra Report – Lindsey Sylvester- Marketing Manager/Truterra Champion

The agricultural landscape is changing. Truterra™ is here to support growers today and prepare for the future. The Truterra™ platform helps to maximize production while minimizing environmental impact, identify low profitability areas in a field and use that information to simulate potential management changes, in real-time. It can open you up to potential NRCS revenue opportunities and gives you the ability to tell your stewardship story.

Truterra™ Insights Engine is the next step in farmer-led and farmer-driven sustainability, establishing clear metrics and a common language for sustainability that is meaningful for farmers and the ultimate customers of their farms - food companies and end consumers. Truterra™ meets farmers where they are—providing customized insights and a framework for continuous improvement—creating meaningful impact acre-by-acre.

To learn more about our Truterra program and how it can assist you in decision making on your farm and show you real-time scenarios contact myself, Lindsey Sylvester at 785-242-5170 ext. 203 or lindseyl@ottawacoop.com or Kaitlin Gibbons our Conservation Agronomist at 785-241-7207 or frco.agronomist@gmail.com.

## Seed Report - Calvin Wenger, Seed Manager

There has been a couple of big changes in the seed industry in the last couple of months that will affect some of the seed offerings that we will have available for the next year. First, we have a new soybean trait that has been approved to sell through our Asgrow lineup. Xtendflex soybeans will be available this year which will feature herbicide tolerance to glyphosate, glufosinate, and dicamba through the Xtendimax or other labeled herbicides. Additionally, Xtendimax has its new herbicide label approved so we will be able to spray it again this year. There are a few notable

changes to the label including a June 30<sup>th</sup> cutoff date, but with the addition of Liberty as a herbicide option we feel good about this new system. We will also continue to offer Stine Enlist soybeans. These provide tolerance to glyphosate, glufosinate, and 24-D through the Enlist One herbicide. Give me a call if you would like to take advantage of our early order pricing on Soybean or Corn seed for the upcoming season. And as always, we have financing options available to our customers!

### Fuel Report- Judd Perry, Petroleum Manager

As winter gets closer, we need think about winter blend diesel such as Ruby Field Master SE and Road Master Clear SE. These diesels are good up to 25



degrees below zero. We can also help you with Bulk oil deliveries and package products. We carry DEF in 2 ½ gallon jug, 55 gallons drums and 330

gallon totes. This year we welcomed a new driver to our team, Darren Johnson. He has been a great addition and is here to assist you in any way that you may need. Please feel free to contact me with all your oil and fuel needs. Thank You for your business we appreciate it!

### Feed Report – Matt Jones, Feed Manger

#### Supplementing Your Cow Heard During Winter

Now that winter is quickly approaching, it is important to think about supplementation of your beef cowherd.



Keeping cows in good condition during the harsh winter months starts in the fall. Cold temperatures greatly increase the energy requirements of your herd, and can cause weight loss due to their bodies trying to produce more energy.

So, what are simple ways to supplement your herd?

#### 1. Protein tubs

Protein tubs help improve digestibility and close the energy requirement gap. These tubs also have a mineral package in them which helps reduce intake on loose minerals. Ottawa co-op offers a 25% protein tub from CTI which does a great job supplementing cattle and providing energy.

#### 2. Energy supplements

Energy supplements such as corn gluten pellets, DDG's, and corn can be fed at a rate of 3 to 6 pounds per head to avoid weight loss and increase energy intake. Our mill located in Waverly can easily mix a custom ration to fit your needs.

#### 3. Feeding good quality hay

Feeding good quality hay helps with body conditioning, but doesn't always cover all nutritional needs. That's why feeding supplements is very important for both your herd health and your bottom line.

For any questions you might have on feed or supplements, please feel free to contact me at (785)893-3932 or email me at [mattj@ottawacoop.com](mailto:mattj@ottawacoop.com).

