

FARMING TODAY

Winter 2018
remsencoop.com



Scott Summa
Interim General Manager

Meet the Interim General Manager

As the Board of Directors works toward filling the General Manager position at Remsen Farmers Coop, **Scott Summa** has been hired to guide the cooperative as interim manager.

Summa's career has spanned forty-four years in the cooperative system and he has had many different jobs, from feed, grain, and agronomy, to the management of multi-location grain departments, to General Manager of single-location coops.

Summa retired from the Archer Cooperative Grain Company in June.

Happy Holidays!

With all the ups and downs that Mother Nature put us through this growing season, we are happy that Remsen Farmers Coop had a safe and successful harvest season.

We ended our fiscal year with a small local savings and good regional income, with total savings of \$560,220. The Board of Directors voted to return \$311,000 to its members, and you received thirty percent of that in cash, with the balance deferred. That comes out to almost 2.5 cents/bushel on grain sold to your coop, and over two percent on feed, seed, fertilizer, and chemicals purchased from your coop.

Harvest is now behind us, and 2019 crop decisions are being made, or have been made. Going forward, please let us know if we can assist you with crop input decisions and marketing decisions.

This cooperative is your business. It's very important that we continue to work together to grow and maintain it—now and into the future. You have great assets and one of the best employee groups around. Let's focus and work together to make it better in the future.

Merry Christmas to you all!





DID YOU KNOW?

Nearly all beef and dairy calves are exposed to coccidia, but many don't show full-blown clinical coccidiosis. Either way, it's good to know there are ways to prevent costly coccidial infection in exposed cattle and treat clinical outbreaks when they do occur.

Remsen Farmers Coop carries DECCOX® and CORID®. Give us a call a day ahead so we are sure we've got it on hand when you come to pick it up, or we'll deliver.



The Remsen Farmers Coop team is enjoying the new office building, a much needed upgrade. If you haven't stopped in to see it, we invite you to stop in for a cup of coffee and a quick tour!

PLAN BEFORE THE Hustle and Bustle



Doug Baade
Feed Division Manager

Are you ready for what the next few months may hold? Winter can be an inconvenience for anyone, but it presents some additional challenges for those feeding livestock.

Here are a few reminders to help ensure you have your feed when you need it:

ORDER EARLY

To ensure our deliveries remain consistent and timely, we encourage you to place your feed orders as early as possible, and no later than noon the day prior to delivery. In the winter, we can't guarantee you'll get your feed the same day it is ordered. We'll certainly do our best, but some factors are out of our hands.

ROAD CONDITIONS

Be advised, we do pull feed trucks off the road when conditions get bad enough, so keep us informed of the needs of your operation.

SNOW REMOVAL

We appreciate your diligence in clearing snow from your sites when you know feed is coming. Keep in mind that 18-ton trucks and semis do not turn on a dime, so we appreciate a generous path and room to turn around if necessary.

SNOW PLOWS

If you live on a gravel road, please give us a heads-up if the plow hasn't been out to clear your road, as feed trucks don't get around very well when empty. You can also give us a contact number when the weather conditions are less than ideal so if we can't get there we can call and let you know.

BIN LIDS

Insurance carriers DO NOT allow drivers to climb on bins to open lids, so make sure they are in working order. Be advised that in case of injuries caused by slips/falls from bins, workers' compensation insurance goes into effect only after the site owner's insurance coverage.

WEATHER CONDITIONS

You can stay up-to-date on current weather conditions, forecasts, and interactive radar on our website, www.remesencoop.com.

Throughout the winter months, take some additional time to make sure your barn inlets are functioning, pit fans are covered, and cattle yard waterers are open and working.

If you have questions or concerns, don't hesitate to call me. Wishing you a safe and joyous holiday season!

Season in Review:

REVIEW • REPORT • REPLAN



Troy Boetger
Sales Agronomist

As we wrap up this wet fall, believe it or not, it is time to start looking forward to next year and some of our inputs. One major input is in your seed choice. Here at Remsen Farmers Coop, we offer several options that cover what best fits your operation.

With our lineup of LG Seeds®, CROPLAN®, and NK Seed®, we offer the right hybrids for each grower and can help you manage that seed for all of your acres. On the soybean side of things, we had another outstanding year with the S20-T6 soybean from Syngenta®. They have proven year after year that they are one of the top yield contenders.

Margins are small, so every decision matters. For instance, soybeans have had some issues in the past few years with white mold. Most seed companies are aware of that and are genetically putting that into discussion on breeding the up-and-coming soybeans. Another thing is weed pressure in the soybeans, and we are moving toward the Xtend® route rather than the Roundup® route, ready for a different mode of action—a move that is showing success not only in keeping the weeds down, but also in increasing yield.

It is also very important to consider what corn hybrid is planted in each acre. You can see huge losses if your seed corn is not fit properly to the acre on your farm. Some hybrids do a lot of testing on response to fungicide. The benefits of fungicide have shown anywhere from a 15–25 bushel per acre increase in yield.

Stop in anytime to discuss seed with us, and we will do our best to point you in the right direction so you can hit maximum yields. Also, take advantage of savings being offered by getting your order in early! I look forward to meeting with you.



Scott Shirk
Agronomy Manager

When I look back at the year, I think about the battle we just finished fighting and the lessons learned that we can apply to next season. What I remember is spring starting off slow due to the cold temperatures combined with untimely rains. When the rains finally stopped, I was extremely happy that growers waited for the seedbed to improve instead of mudding the crops in.

After the seed was planted, we saw excessive rain events throughout the summer. These rain events had an impact on nitrogen availability in the soil. Much of the nitrogen applied in the spring had converted to nitrate by June, which was easily leached from the fields. With the variabilities in weather patterns, we highly recommend investing in a nitrogen stabilizer to protect your investment. The last two years, we have seen significant yield advantages with nitrogen stabilizers.

Another investment where we have seen significant advantages in the last three years has been the use of fungicide on corn and soybeans. With the variable weather patterns and the price of commodities, it is a tough decision to spray a fungicide. With the wet, hot, and humid weather we saw in July and August, followed by a wet September and October, conditions were ideal for diseases and stalk quality issues. Many of the diseases started in the leaf and worked into the stalk as the plant matured. This year, we saw anywhere from a 15– to 20–bushel increase on fields sprayed with a fungicide, along with a healthy plant that stood better at harvest, while soybeans continue to see ROI year after year.

After harvest is a good time to reflect on the year, reviewing lessons learned and what worked well and what didn't work well for your operation. Remember these lessons when you start to make your final decisions for next year.

We are very grateful that you partnered with us for your seed, fertilizer, and chemical needs this past growing season. We would be happy to visit with you about the different tools available to help you manage your farming operation and maximize yield.

Again, thank you for your continued business.

The Year Ahead



Lanny Hustedt
Grain Merchandiser

Every year is different. This year, with bean tariffs and a boiler explosion at Little Sioux Corn Processors, impacts will be felt on our local market.

We had our second-best bean harvest this year, only topped by the 2016 bean harvest. Yields were up from last year. Wet weather delayed bean harvest, and we did run into some weather damage and later harvesting of beans. We spent two days doing grain bean samples to determine if there was damage, and, for the most part, beans had little damage.

Corn harvest is winding up, and corn yields were very good if you did not have green snap. The July 4th windstorm did do a fair amount of damage where the winds hit hard that day. It appears farmers are storing more corn on the farms, as our corn take is less than last year.

Going forward, there is carry in the corn markets, and a lot of farmers are looking at that. We are hoping the tariff issue can get resolved on the bean side. The bean markets would have a positive response if this would happen.

Finally, thank you for your business. It has been a long two months of harvest. I think everyone will be glad to be done.