

## Pilot Grove Cooperative September 2020 Newsletter

**Coop News:** Thank you all for being understanding of the Coop not having an annual meeting for fiscal year 2020. Since we did not have a meeting this year we would like to say thank you all for being loyal patrons of the Coop. We would also like to congratulate Charles Blank for his 10 years of service and thank the rest of the crew for their hard work this year. We are excited to move forward and are on pace to have a successful 2021. We also appreciate everyone's patience and cooperation while this community works its way out of being a Covid hot spot. Seems like the more we learn about Covid the less we know sometimes. The Coop has been spending all summer getting ready for harvest like many of our customers. Remember to look out for scale sign changes and to be respectful to everyone on the road. Have a safe and profitable Harvest 20'!!!

### Upcoming events:

**Labor Day: Monday September 7<sup>th</sup>**

**Fish days: Order by September 29<sup>th</sup>, pick up October 2nd**

**Feed News.** The recent hot and dry weather has slowed pasture growth across the area; however, the demand for nutrition has increased in spring born calves. If you have not started creep feeding it's not too late. The Coop still has contracted Kent creep feed available that will let you put added pounds on those calves at a very attractive price. In addition to having a heavier calf that will bring more dollars at sale time creep fed calves typically wean easier and stay healthier and the cows go into the winter months in better condition. The Coop also has a supply of self-feeders available for sale or rent.

September starts the fall Kent mineral promotion month at the Coop. In September and October, all Kent minerals will get an additional **10% discount**. September is also the month when anaplasmosis typically starts to appear. The Kent Fescue Plus CTC mineral the coop sells has 5600 gram/ton of CTC and is labeled for the control of active infections of anaplasmosis. After hearing how hard anaplasmosis hit some local producers the last couple of falls this may be something you want to consider. Don't forget, before purchasing any feed with CTC in it the Coop will need a VFD from your veterinarian.

During September and October, the Coop will be offering a **\$20/ton discount** on Kent Exact Beef ArrivalMax weaning and receiving feeds. Exact Beef can be used in combination with corn or commodities to regulate the intake on all sizes of cattle being fed out of a self-feeder. Call the coop to discuss what ratio would work best for your specific situation. When combining this promotion with the current price of corn, feed costs are very attractive! The ArrivalMax discount is good on all complete, supplement and balancer products. All of the ArrivalMax products offer excellent nutrition and have many different medication options for your specific needs.

September also kicks off the Kent Fall Energilass Promotion with \$48/ton discount on all Kent Energilass tubs. The Kent Energilass Tub is a very competitively priced, cooked molasses tub that offers excellent nutrition and consistent intakes in several different products that the Coop will be stocking this winter.

Cash flow assistance is available from Kent Feeds with their 0% interest feeder finance contracts on all Kent Beef products. For more information or questions on any of these feeds or programs give Robbie or Emily a call at the Coop.

**Grain:** With the commodity markets there are always lots of variables to consider, this year seems to have more than most. How many acres/ bushels did we lose in Iowa? Did the August drought really hurt bean yields in Iowa? Those questions won't be answered until the combines really start to roll across the field. China seems to be living up to their side of the trade agreement at least on the commodity side for now with huge fall contracts. Strong demand and possibly shorter supply has pushed this market up here in the last few weeks of August. November beans finished up \$.59 and December Corn was up \$.29 for the month of August. Very impressive with a very bearish report to kick off the month. Harvest pressure will test some of these prices and grain may have a bit of a battle until harvest is over if we want to see any more significant gains.

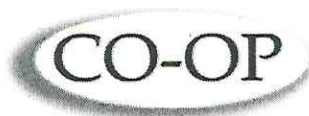
**Fertilizer Financing:** Please don't forget to renew or sign up for the Coop's in-house CFA financing for all of your crop input needs. Terms are until Feb 15<sup>th</sup> of each year. Only pay for what you use and no loan fee's for the first year. We have special terms for **Fall Fertilizer 0% out to May 1<sup>st</sup> 2021!** This has to be applied in 2020. Ask any salesman at the coop to help sign you up.

**Seed:** My name is David Wolfe, I am the new Seed Sales Manager for Pilot Grove Coop. For those of you who do not know me, I was born and raised in the Pilot Grove area, where I currently live with my amazing wife Karen, and our three equally amazing daughters Audrey, Emma, and Willa. I worked as a laborer and applicator for the Pilot Grove Coop while attending State Fair Community College and the University of Central Missouri, graduating with a B.S. in Agribusiness. I continued working for the Coop until 2005, when I began a 15-year tenure with MFA as a Field Drops Area Sales Manager, then a Key Account Manager. I have spent several years selling and placing seed in a variety of soils and conditions across central Missouri. I have also been a Certified Crop Advisor for since 2011, and have extensive training in Agronomy. When I am not working my own cattle, in my spare time, I am usually volunteering as the President of the Cooper County Cattlemen, a Volunteer Fireman for PG RFPD, member of Clear Creek K of C, and in St. Joseph Home and School and Parish. I look forward to meeting and re-acquainting myself with you and I believe that my experience along with the Coop team will be an asset to your operation.

On a business note, I would not be doing my job if I didn't mention that it is time to be thinking about seed. We have secured some very good seed wheat products for the season. Currently we have Momentum 104, Agri Maxx 490, Agri Maxx 463, and Agri Maxx 503 coming in. If you are interested in discussing these varieties or have questions about another variety feel free to give me a call. As for cover crops, we continue to carry the traditional products, but if you are interested in products for grazing and haying, we have also brought in a limited supply of forage wheat to go along with our cereal rye and triticale offering. I believe that along with supplying additional grazing forage it may be able to help lengthen your window of baling in the spring without sacrificing quality.

*Thank you for being a customer!*

**PILOT GROVE**



**PILOT GROVE, MO**