

JULY 2020 | ISSUE 4

TRINITY AG, LLC

Growing together, for the future

**A SNEAK PEEK OF
WHAT'S INSIDE:**

- *Area Wheat Harvest*
- *Online Connections*
- *Faces of Harvest*

Wheat Harvest Progressing

Written by Bruce L. Williams
COO

Wheat harvest 2020 is underway. As of July 7th, we are approximately 50% finished according to our estimates. We will see how good our estimates are when we are finished of course.

Yields are all over the gamut. Summer fallow seems to be the highest yielding from first reports. Somewhere in the 50-60 bu. range. Others are reporting 30 to 40 on continuous or after beans. Every field is delivering different results as with every harvest. This year appears to be the most inconsistent one we have had in a while. This is due to the dryness, several late hard freezes, and now several rain events. Test weights seem to be around 57 to 60 lbs. and proteins are around the 12% mark on average. We are finding the isolated extremes both high and low in yield and test weight. Proteins are most steady in results. The ending number will be interesting. I would encourage you to look ahead in your marketing and consider open orders to try and lock in your target price. They don't cost you anything and it helps capture a targeted price that is sometimes missed when we aren't looking. Thank you for your bushels coming into Trinity Ag, LLC. We certainly appreciate your business. Stay safe in the fields. Trinity continues to look forward in working with you, our patrons.



MARKETING PLANS TO FIT YOUR OPERATION

Written by Brad Howland
Marketing Consultant
AgMark, LLC
785-534-1422

Wheat harvest is finally progressing across the area after having a little bit later than usual start. Many producers are finishing up and some have a little left to cut. Conditions across the Trinity Ag territory have not been the best for yield on this year's wheat and producers are reporting anywhere from 20-60 bushel yields depending on prior crop, freeze damage, and level of drought stress. Test weights have also been ranging from 48-61. Protein levels, for the most part have been average to good with composite samples mostly running 12.0 to 12.5. Some a little higher and some a little lower. Your Trinity Ag locations will have plenty of space available to handle this year's crop. Overall, I think most of us would agree that this has been a bit of a tough year for raising wheat. But, thanks to the resiliency of the Kansas farmer, we will soon have another harvest in the books and be looking forward to some rain to help out the fall crops.

What's this wheat market going to do? A fairly common question this time of year when producers are getting a firm idea of how many bushels they'll end up with. Let's begin with where we've been. Our most recent high on the July KC wheat futures of \$5.14 occurred on January 21, 2020. Of course, nobody could have predicted the COVID-19 pandemic and subsequent market crash. Wheat futures did rally nicely midway through the COVID shutdown back to \$5.04 on March 25, 2020 before dropping back and making a low on June 26 closing at \$4.21 on the July KC board. Thinking back to January, with the condition of wheat at the time and the unknown future of the markets, it's no surprise that there wasn't more wheat forward contracted. But now what? Do you sell or hold? I think the answer to that depends on your individual operation. There's no blanket answer that will make everyone happy.

If you don't want to pay storage or need cash-flow, I would suggest selling for cash or placing open orders for slightly higher than current cash market. Open offers are a very useful, free tool that AgMark, LLC has to offer our producers. It gives you the ability to set a target on any number of bushels for a set amount of time and let the market do the work. If the market gets to your target, then you automatically make a sale at that level.

Another option is to set basis and see if the board will rally. Basis contracts don't cost anything to do and will stop storage. They give you time in the market if you believe the market will go up. On the contrary, if it doesn't, you still have the downward futures risk to deal with.

There are other marketing and contract options that are available such as accumulator contracts, using options (puts and calls) and averaging tools that are also good ways to try to maximize your return. These contracts are more detailed and can be tailored to fit your specific operation. They also have fees involved with trading options and OTC products and are better discussed on an individual basis.

AgMark also offers customized marketing plans made to fit your individual operation. We are more than happy to sit down with you and discuss the details and build a plan around your specific costs of production and income goals.

If we have not met, I look forward to working with you in the future.



Your Scale Tickets, Right at Your Finger Tips!



POWERED BY BUSHEL:

CASH BIDS: Growers are able to see cash bids in real-time. Empowers growers to make quick decisions.

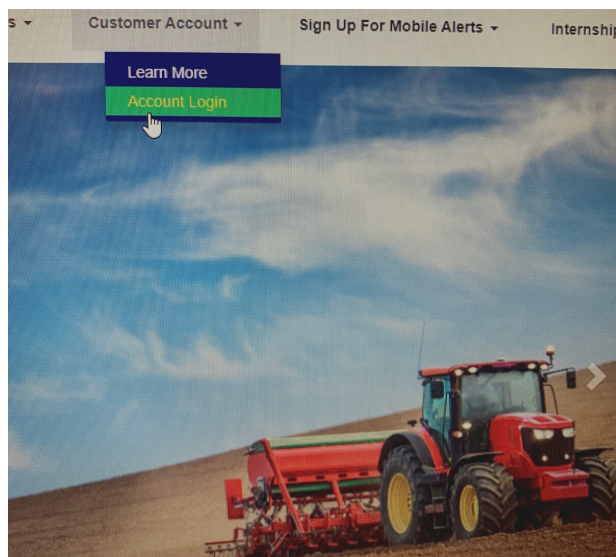
CONTRACTS: Track and review grain contracts with your cooperative. Know how much grain you have delivered against your contract. Also allows you to make sure your contracts are locked in & secured.

SCALE TICKETS: See scale tickets in real time. Eliminate paper slips and track loads immediately.

Trinity Ag, LLC continues to produce a paper scale ticket when crossing our scales



Corn	08/09/19 12:45 PM
Gross lbs	Net bu
81,620	871
Tare lbs	Moisture
32,800	17.2
Net lbs	Account ID
49,000	SPURICK
Asherville No. 204681	
Commodity	Date/Time

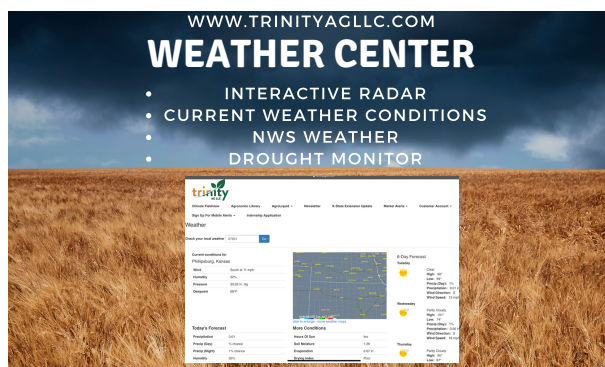


Have You Signed Up?? Online Customer Portal Available!

www.trinityagllc.com

To sign up, head to our website and look in the menu bar at the top for **CUSTOMER ACCOUNT**. Click on **ACCOUNT LOGIN**. Now find, **NEW ACCOUNT REQUEST**. Fill in your demographics and submit. An email will be sent to the main office to approve your submission. When it is set up and ready to use, you will receive an email from Trinity Ag saying you're all set. Here is what you can view:

- Account Information (Current Balance etc...)
- History of Statements
- Prepaid/Booking Contracts
- Equity Balances
- If you move, there is an address change notification



Fire Up the Grill with our TRAEGER Pellets

Varieties we have on hand

Apple
Hickory
Maple
Oak
Cherry
Mesquite
Texas Beef
Alder
Turkey
Pecan


TRAEGER
WOOD FIRED GRILLS



We also have many grill
accessories and seasonings to
enhance your grilling experience.
See our Kensington location.

Faces of Harvest

