

Service & Supply
P.O.Box 48
Bellflower, MO 63333

ADDRESS SERVICE REQUESTED

GETTING A HIGH-YIELDING CROP

100-Bushel Wheat

By Wesley Newland

As we begin this year's harvest, we start thinking about what we can do to become more profitable next year. With low commodity prices, we need to continue to look into which acre is our most profitable. If we could consistently raise 80-100bu wheat followed by double-crop beans, then that would have the potential to be our most profitable acre. I believe raising 80-100bu wheat consistently is possible, but requires a lot of scouting and management. At Service and Supply, we have worked with several growers to develop a high-yielding wheat management system. This program begins with the correct seed selection and seed treatment. Service and Supply has several good wheat varieties at competitive prices, as well as our own seed treader.

A high yielding wheat program is going to require 5-6 application passes. These applications begin in the fall and will include fertilizer, herbicide, fungicide, and insecticide. We highly recommend applying a fall herbicide. Applying fall herbicides will help you with weed control by using the "start clean, stay clean" method, which will in-turn increase yield by avoiding crop injury that we sometimes see with spring herbicide application. If you are considering planting wheat, give us a call and we will help you put together a plan that fits your operation.

Service and Supply Coop wants to remind everyone that October is Cooperative Month in Missouri. Service and Supply Coop is one of 450 Coops in Missouri that serve more than 2 million patrons and provides over 60,000 jobs. Our company was founded on the seven cooperative principles listed.

THE SEVEN COOPERATIVE PRINCIPLES

1. Voluntary and Open Membership
2. Democratic Member Control
3. Members' Economic Participation
4. Autonomy and Independence
5. Education, Training, and Information
6. Cooperation Among Cooperatives
7. Concern for Community

THERE'S A NEW MULE IN TOWN

Introducing the Kawasaki MULE™ side-by-sides, designed to outlast and outperform the competition.

It starts with the new MULE SX™ Series and



their tough and rugged new appearance.

These durable and compact machines are capable of maneuvering in tight spaces and easily fit in the bed of a full-size pickup truck. If you're looking for more capability, look to the revolutionary MULE PRO-DXT™ diesel featuring a convertible three-to-six passenger Trans Cab™ system. And let's not forget about the MULE PRO-FX™. Equipped with the largest steel-based cargo bed in its class. You can fit a full-size wooden pallet in the cargo bed, close the tailgate, and still have enough power to tow up to one ton. What's more, all Kawasaki side-by-sides come standard with the Kawasaki STRONG 3-Year Limited Warranty. Contact Randy Overkamp at Service and Supply Co-op at New Florence to learn more.

Profit through COOPERation

New Florence - 573-835-2485

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Vandalia - 573-594-6421 • Bowling Green - 573-324-5212 • Rhineland - 573-836-4040 • Jonesburg - 636-488-5814

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SUSTAINABILITY

Protecting Our Soil

By Randy Rodgers

“Sustainability” is the new buzz word everybody wants to talk about. What does it mean to you? Two applications come to my mind. First, we have to sustain our farm or business at a profitable enough level to stay in business, pay our bills, and grow our operation in order to make a living. Secondly, we have to sustain our soils that provide us with the ability to make that living.

Balancing these two goals can become challenging. We believe wheat and/or cover crops can help achieve both of these goals. I realize wheat as a stand-alone crop is not as profitable as corn or soybeans. However, if we can get double crop soybeans planted after the wheat and Mother Nature helps us just a little, these acres can be the most profitable. With today’s equipment and technology we can get those double crop beans planted fast and off to good start.

Wheat brings many benefits to your operation. First, it protects your soils during the winter and early spring when we seem to get so many of those damaging and erosive rains. Secondly, it spreads your workload over a wider window. Third, it diversifies your income and your risks. It is always helpful to get a little cash flow earlier in the summer. The wheat crop is hopefully already in the bin before the summer drought can hit but yet the double crop beans can hang on and benefit from late summer rains.

If you don’t have any interest in growing wheat, take a real hard look at planting some cover crops to protect your soil. Cover crops protect your soil, suppress weeds, retain nutrients on your field and help break compaction. They also keep living organisms growing in your soil. This spring, we saw several fields suffer from Fallow Corn Syndrome. These fields lacked the living organisms the corn needed to take up nutrients. We didn’t see this on fields with cover crops.

Cover crops are a broad term that include several different fall and winter species. Oats, radishes, and turnips grow in the fall, but die over the winter. This makes for the easiest planting in the spring. Wheat, cereal rye, annual ryegrass, hairy vetch, and several types of clover are common species we use that grow through the winter and early spring. These offer more weed suppression and spring cover, but must be killed in the spring to plant your cash crop. Timing is important to maximize the benefits of cover crops. The earlier you can get them planted the greater the benefits.

I know we are looking at a busy fall with these good crops. We can help you plant wheat and/or cover crops. Most of these can be spread with fertilizer and incorporated. We also have a Salford air seeder that will spread and incorporate the seed in just one pass. Call us and we will be glad to discuss a plan for your particular situation.

INNOVATION

CLIMATE FIELDVIEW

Service and Supply Cooperative is now selling Climate Fieldview. The Climate Corp. is a weather based company that uses weather patterns, soil data, and field data to provide valuable information to farmers so that they are able to make in-season yield decisions on their crop. Features offered with Climate include: in-season satellite images every 7 to 10 days from May to September, nitrogen tracking from fall application to black layer, keeping all of your data in one spot for easy analysis, a scouting tool, and much more. If you’re interested, we’d love to come ride with you in your combine and show you how it works while you’re harvesting. Call any of our branches to set up a day and time.

PICTURE PERFECT



Pictured above is our Bellflower location. Notice on top of photo you can see the COOP logo in the corn field. This was done with our Multi-Hybrid Planter equipped with Precision Planting’s vSet Select corn meters. We used two different hybrids with different hues of green to show the affect and accuracy of the Multi-Hybrid technology.



Soybean Sudden Death Syndrome (SDS)

By Tim Mudd

SDS: What is it? How did I get it? How much will it affect my yield? What can I do about it?

Sudden Death Syndrome (SDS) is one of the most important diseases of soybeans in the mid-west. First discovered in Arkansas in 1971, SDS has spread throughout most of the North Central Region, which includes Missouri and is present in nearly all Missouri soybean fields.

SDS is caused by the soil-borne fungus *Fusarium Solani Glycines* that infects soybean roots and produces a toxin that moves up the plant and kills the leaves. The occurrence of SDS is greatly affected by soil and weather conditions and the disease will not develop if the weather conditions are not favorable. Typical conditions that favor SDS are early planted soybeans, soybeans planted into cool and wet soil, a cool and wet growing season, poor drainage, compacted soil, and Soybean Cyst Nematode (SCN) presence.

SDS is favored by high-yield environments. Yield losses can vary from negligible to 100% depending on the severity of the disease.

There are several different management practices that can help manage SDS. The number one way to manage SDS is through variety selection. This includes looking for high-yield varieties with a moderate-to-strong SDS rating, followed by SCN tolerance. The second best way is to look at seed treatment. Currently, there two options in seed treatment: one is Clariva + Mertect and the other is ILeVO. Both treatment options control SCN and can greatly reduce the effects of SDS. Other ways to manage SDS are to manage soil drainage and soil compaction through either tillage or through the use of cover crops. The last way to manage SDS would be through delayed or a later planting date. A later planting date would be the last choice because as our soybean planting date gets later, our opportunity for optimum yields will also go down.

As we prepare for the 2017 season, keep these management decisions in mind as you make your crop plan with your Service & Supply seed specialist.



Bellflower

- Don Broz
General Manager
- Robert Smith
- Sue Carroz
- Jen Hackman
- Chris Pund
- Richard Klocke
- Donny Broz
- Rick Cullom
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- Doug Mudd
- Eric Niemeyer
- Tim Mudd
- Gabe Jennings
- Ryan Chrisman
- Wesley Newland

Jonesburg

- Rick Payne

CUSTOM APPLICATION

This fall, Service and Supply Coop will be offering custom application of cover crops. We will be able to spread any kind of seed as well as dry fertilizer. We will be using our 50 foot Vertical tillage Salford machine to both apply and incorporate the cover crop seed. Please call Chris Pund or Randy Rodgers if you have any interest in cover crops this fall.



NEW SCALE

Early this spring Bellflower installed a new scale that enables us to weigh all trucks of various sizes along with products being received and sent.



Missouri Propane Education and Research Council has rebates available for propane furnaces and water heaters. The rebates are up to \$300.00 per appliance. For more information give Dwayne a call at 573-929-3222.



New Employees

New Florence

Randy Overkamp
Branch Manager
Randy Rodgers
Randy Hinkel
Chasity Overkamp
Jeff Eldringhoff
George Penrod
Chris Van Horn
Justin Lichtenberg
Loren Heldt
P.J. Javier
Allen Sullivan
Will Pohlmann
Jeff Nordwald
Scott Schreiner
Samantha Fahrenholtz
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Eric Starkey
President
Luke Rodgers
Vice President
Glen Paulsmeyer
Secretary
Lynn Bade
Bill Nation
Stacey Begeman
Allen Wright

Jared Andrews

Jared joined Service and Supply Coop in June of 2016. Jared lives in Buell, Mo and has one son, Landon who is 2 years old. Jared comes to us with several years of experience in operating and maintaining equipment. He is pictured by our John Deere tractor, Salford vertical tillage machine and air seeder. His duties include operation of this equipment, dry spreader truck and various maintenance duties. In his spare time he enjoys hunting, fishing and grilling.



Craig Schneider

Craig joined Service and Supply Coop in March of 2016. Craig is the son of Barry and Anita Schneider of Warrenton, MO. He is a 2014 graduate of University of Missouri - Columbia where he majored in Agricultural Systems Management and minored in Ag Economics. Craig worked for Cargill in Iowa for two years before joining the Coop Team. You may have seen him operating a sprayer over the summer, but you will soon see him transitioning over into the seed and agronomy sales. In his spare time, Craig enjoys deer and waterfowl hunting, fishing, and helping on the family farm. He also enjoys following Mizzou athletics, the St. Louis Cardinals and the Blues.



2ND WETTEST SUMMER ON RECORD!

A "Grazy" Summer

By Kevin Pohlmann

WHAT A SUMMER. You know: the hot, dry time when your pasture goes dormant right? Well not this year. The University of Missouri Climate Center says the July/August period this year ranked as the 2nd wettest on record. That's a lot of water. It's no secret that water and mild to warmer temperatures produce an abundance of pasture grasses. Not to mention an awesome crop of weeds.

As we close the book on summer and open the next chapter, we have some decisions to make. What are we going to do with all this grass? What do we do with the weeds? There are several options. Take a few minutes to do some scouting. I know what you're thinking: "Scouting?? In my pasture??" Absolutely!!! Start with a look at the grass. If it's fescue, how much is there, and do you need the pasture now? If you would like to pasture it but don't need it yet, let it stockpile. Once it goes dormant, you can strip graze and you can graze it pretty closely without affecting the stand, unlike grazing pre-dormancy. Flash graze the more delicate grasses, like timothy and brome, to prevent crown damage.

Wow...look at all those weeds!!! It seems most of us are opposed to having weeds in our pastures, but are all of them a bad thing? You decide. Got a flush of foxtail? Graze it. I see it as forage. It's a warm season annual, grows fast, and no endophyte issues. Do some research. Many broadleaf weeds and forbs are high energy/high protein groceries (in the right stage) for ruminants. However, this is where the management comes in, as cockleburrs and Johnson grass don't make for the best conversation among neighbors. This year there are many weed species in our grasslands. Some we would expect and "some we haven't experienced on our farms". Obviously, not all weeds need to be there. Roses, sericia lespedeza, and goldenrod are examples that we should probably get rid of. They compete with other, more desirable species that can be utilized. Spot or broadcast spraying with a suitable pasture herbicide is a great way to clean up those problem areas. The downside is you will usually lose your legumes. Is it worth it?? In the long run... yes.

Late fall is a great time to apply phosphorus (P), potassium (K), and limestone for the following growing season. Don't forget a dab of nitrogen (N) with the P and K. Even though it's too cool for forage growth, the soil temperature is warmer and will promote root growth which is important for winter hardiness and earlier spring green up, resulting in a jump start on the grazing season. So don't forget to take a soil probe on those scouting trips. Soil reports are the only way to know what we are starting with on our fertility program. A clean start and a good fertility program, along with solid grazing management are keys in maintaining cleaner, healthier grasslands. Your cattle will appreciate your efforts.

Let's get "Grazy".

