



Agronomy Additions

The Prairie Ag agronomy department has grown with the addition of three new sales agronomists. Florence native Wyatt Sprung is the least “new” of the three, having interned at our Arlington location for the past two summers while earning his agronomy degree from South Dakota State University (SDSU). He joined the agronomy team this May.

“I grew up helping my uncle on his farm,” Wyatt says. “That’s where I connected with ag. What I’ve enjoyed most about what I do now is the opportunity to talk with farmers. Every day is a learning experience.”

Hunting and fishing occupy Wyatt in his spare time. Those are also favorite pursuits of Jayden Janssen, who also enjoys snowmobiling, camping and watching football and basketball. Jayden grew up on a small family farm near DeSmet. He also received his agronomy degree from SDSU and came onboard at Prairie Ag in September.

“We got right into the fall season, and I really like my job,” Jayden says. “Everyone is always working to serve our growers better. It’s been quite a learning experience so far and there

is always more to learn, but the guys have been great to help me when I have questions.”

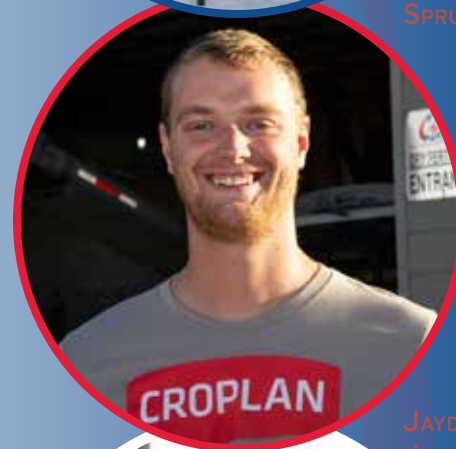
Ben Fox, who joined the team in October, brings 17 years of agronomy experience to his new role with Prairie Ag. “I worked for Domestic Seed and Supply in Madison for seven years, then spent 10 years with Helena after they acquired Domestic,” Ben notes. “I went back to college at Dakota State University in 2003 and applied for a part-time job at Domestic Seed. They put me right to work and I never left.”

His depth of experience with seed and chemicals is a great resource for Prairie Ag customers. “I enjoy the sense of pride you feel in getting the job done well for the farmer,” he states, “whether it’s placing the correct seed in the right field, recommending a fertilizer program that makes a difference or suggesting a chemical they may not have considered.”

Ben and his wife, Lisa, have three children: Amelia, 9, Isaac, 7, and Oliver, 2. He enjoys deer hunting, target shooting and golf. ○



WYATT
SPRUNG



JAYDEN
JANSSEN



BEN
FOX

MAP and Potash Demand High



BY SCOTT TOLZIN, AGRONOMY MANAGER

Crop ground throughout our area enjoyed a great spring with an ample supply of both heat units and moisture and very little stress. After the weather we've endured over the past two years, this spring was a pleasant surprise. A high number of our customers were able to plant two to three weeks ahead of schedule.

Thanks to those factors, yields this fall have been phenomenal and the crops also, for the most part, dried down nicely. Fertilizer application has been steady, with a one-week break for our mid-October snow event. Though it put a brief stop to our fieldwork, the moisture was welcome as our soil profile was dry. We quickly returned to dry fertilizer application and the strip tillers began to roll.

With a good crop pulling nutrients from area fields and many of our producers unable to apply much MAP

or potash for the previous two years, demand for those two fertilizers has been high.

In June, MAP prices were as low as I've seen in some time until an anti-dumping lawsuit was brought against Morocco and Russia by Mosaic. These nations are two of the United States' biggest suppliers. The U.S. government placed tariffs on inbound MAP from those two countries, and prices have risen sharply from that point.

The lawsuit was supposed to be reviewed by the end of November but will likely not be reviewed until the first of the year. If the ruling on the lawsuit favors the defendants, prices should fall. If Mosaic receives a favorable ruling, expect higher MAP pricing with tight inventories. Potash demand has mirrored MAP as soil tests are indicating a need for the nutrient across the U.S. interior. Supplies are getting tight and prices have started to move up.

Urea and 32% have been stable with India ramping up their nitrogen purchases. China has been supplying most of their demand thanks to the re-opening of their production plants. The result has been very few tons imported to the U.S. with domestic tonnage supplying current demand. Prices have been stable to slightly higher.

AMS and 10-34-0 have been fairly stable all summer but expect upward movement as we get closer to spring.

We had a great start to the fall application season, and any dry fertilizer tonnage we can move to the fields this fall will alleviate some of the pressure next spring.

Finally, we'd like to introduce you to some new faces in the agronomy department. It's a talented group, and you can read more about them on the front page. If you haven't met them yet, you'll be getting to know them over the next few months.

Hope you have a relaxing and enjoyable holiday season. ○



Definitely a Better Year



BY CHAD DYLLA, GENERAL MANAGER

From an agronomic standpoint, 2020 was clearly a big improvement from last year. We are having a very good fall for our grain handle and agronomy department. Obviously, we all wish we weren't doing business in the middle of a pandemic. We do appreciate your patience as we do our best to keep everyone as safe as possible. We are seldom fully staffed as COVID-19 impacts our employees and their families.

As we continue to recover from prevented planting last year and the virus in 2020, one bright spot — in addition to a good harvest — has been our new grain handling

capabilities in Bancroft. You can read the details in Craig's article on the back page, but we've heard a lot of great feedback on the new bin and leg. This was certainly a good year to add more capacity, and it was appreciated at harvest.

With commodity prices rebounding this fall and yields good, for the most part, in our area, you can feel a little optimism in the country again. It's good for our farmers and area businesses as well.

As we all look forward to a full return to normal, I want to thank you for choosing to do business with Prairie Ag Partners. I hope you are able to enjoy the holidays with family and friends. ○



Great Roughage Needs Great Supplements



BY BRIAN NELSON, FEED MANAGER

As opposed to 2019's many empty acres, we're blessed with an abundance of cornstalks this fall and, thus far, open access to stalk grazing. While stalks are a great source of roughage, additional protein is a must. Our 30-13 tubs are the perfect source of the protein needed to balance the diet and improve fiber digestion.

Also, consider adding Rumensin® to your high-roughage diet. Rumensin can improve feed efficiency by as much as 10% when feeding stalks and other high-fiber feeds.

Maintaining your mineral program is also critical, especially with second-trimester cows. If you still have cover crops in grazing condition, know that they provide great protein but are 80-90% water. Your cattle will need a lot of salt and mineral to balance their diet.

Questions about supplements or any other aspect of your feed program? Don't hesitate to give us a call. ○

Award-winning Safety



BY TREVOR KEATING

In 2019, Prairie Ag Partners instituted a safety award program at the suggestion of several of our employees. Working with our safety

committee, we put together a plan to evaluate the safety preparedness of each of our 11 divisions.

I walk through all the locations each month and look at multiple areas for safety readiness and compliance. We evaluate housekeeping, maintenance, emergency routes, tripping hazards, vehicle and equipment operations, guards, ladders, electrical, PPE cabinets and fire extinguishers. Each division begins the month with 2,400 possible points. At the end of every six-month period, I tally the points from my spreadsheet and name an award winner for the first and second half of the year.

For 2019, our first-half winner was DeSmet and our second half was won by Bancroft. Congratulations to both teams for their commitment to safety. ○



DeSmet: MARK HOJER, PAM FORBES, LOCATION MANAGER MATT CURRIER, JOSH HALVERSON. NOT PICTURED, RANDY WILDE



Bancroft: BRAD NICHOLS, LOCATION MANAGER CRAIG PURINTUN, VIN PERRY, JOANN WHIRLEDGE





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New Bin a Big Asset

BY CRAIG PURINTUN, BANCROFT LOCATION MANAGER

You can see it from miles away. Our new 750,000-bushel bin definitely stands out, and it was a standout at harvest this fall, too. We started filling it with 71,000 bushels of beans the first day and after 11 days it was full. The setup also features a 20,000-bushel/hour leg, 20,000-bushel/hour reclaim drag and a 5,000-bushel overhead bin at the loadout. It all performed beautifully from day one.

Future needs were taken into account when the bin went in. The top drag can handle 40,000 bushels/hour and the concrete is already poured for a second pit that

would feed another 20,000 bushel/hour leg. Though there are no immediate plans to expand, the long-term plans allow for two more 750,000-bushel bins, a 300,000-bushel wet tank and a 5,000-bushel/hour dryer.

We've certainly enjoyed an abundant harvest. By the end of October, we'd taken in 1,132,000 bushels of beans 1,628,000 bushels of corn — a great change from last year. ○

