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Summer/Fall Newsletter 2022

EARLY CASH SEED DISCOUNT DATES & FINANCING

8% November 18, 2022

7% December 16, 2022

6% February 17, 2023

If you are interested in financing your seed for 2023 please contact your local seed advisor. There is financing available for all the seed brands we sell, some for as low as 0%. There are also bridge loans available to take advantage of early cash discounts if you haven't paid for last year's financing. These are fairly easy to get signed up for and approval doesn't usually take long.



FALL FERTILIZER COMMITMENTS

The fall fertilizer season is right around the corner. As many of you already know there is volatility in the grain and fertilizer markets. With that being said, your agronomy advisors will be out talking to growers about fall commitments.

Our planning goes hand in hand with your decisions on fertilizer. We will be able to cover all of our customers fall needs but early conversations about acres and tons aid in our business planning.

Also, this fall we ask that you communicate with your agronomist when fields are harvested. We can begin to cover acres and be more efficient with our fall applications.



FALL WINTER WEATHER TRENDS POINT TO EARLY END TO ANHYDROUS & STRIP TILL SEASON

As many of you know we subscribe to Weather Trends to help us monitor weather conditions a year in advance. Statistically to date they have been 82% accurate with their weather predictions. This is by far better than local weather predicting only a week in advance.

The last two years we have been fortunate to be able to apply anhydrous ammonia and strip till until the Christmas time frame. However, this year it appears (according to the weather predictions) that the ground will freeze hard by December 10 or 11 and temperatures will not get above freezing after that date for any prolonged period of time the rest of the winter.

According to Weather Trends November will be 69 heating degrees and December 178 heating degrees colder than last year. January will be 176 heating degrees and February 90 heating degrees warmer than last year (we had a very cold January and February last year). Finally, March will be 53 heating degrees colder than last year.

What does this mean for people having us Strip Till or apply custom Anhydrous Ammonia?

It means two things. First, we will have a much shorter period of time to get the work done therefore please let your servicing location know as soon as you get a field harvested if we have custom work to do on that field.

Second it could also mean we (or you) may not be able to get the anhydrous ammonia applied before the hard freeze. We are unsure at this time how the manufacturers will handle any anhydrous ammonia contracted but not taken. If they allow us

to cancel the contract with no penalty we will allow you to do so too. However, if they charge a storage fee or penalty we will have to pass that along to you. This is why we want to get the work done as quickly as possible this year in particular.



HARVESTING CORN TIMELY

The days of letting your corn dry down to 15% in the field is over. With corn diseases like tar spot, and anthracnose making their way into our corn fields, harvest ability and lodging become a big concern.

Tar spot is a fungal disease that appears as a series of black spots containing spores on corn leaves. Depending on the date of infection, the spores may proliferate on the plant's leaves and cause reduced photosynthesis, which can lead to stalk cannibalization and poor standability.

Anthrachnose leaf blight lesions may merge onto the entire leaves, which wither and die. The top die-back (phase 2) stage of anthracnose is the most damaging to yield because of stalk rot and leaf loss. Phase 3 of corn anthracnose occurs late in the season, leading to lodging and harvest problems.

The optimum harvest moisture for corn is 23%-25%. At this moisture range, growers will minimize head loss and will decrease risk for stalk lodging.

Nobody likes combining lodged or down corn, don't let these diseases take yield away from you.



CHEMICAL SUPPLY ISSUES TO CARRY INTO 2023

As we wrap up the 2022 growing season and move towards harvest let's take a minute to reflect back on some of the supply chain issues we were faced with. Glyphosate was the first and probably the biggest product that started bringing light to how bad this supply chain issue was. As we started to move through prepay season and started getting closer to planting season, a lot more products that were ordered many months ago still had not showed up.

The phrase "just in time" was heard way to often in 2022. Continuing into fungicide season we saw even more squeeze on the supply chain issue with the record number

of acres being treated with a fungicide. So, what does this mean for the 2023 growing season?

In Ag Retail we start to transition and turn our focus to purchasing herbicides, fungicides, and insecticides for the 2023 season. The supply chain issues are still very real but we do think some of the products that will be tight have changed a little. For 2023 we are hearing products like 2-4,D, Atrazine, Liberty, Metolachlor, and Acetochlor and those are just a few to mention. Also, we believe the fungicide products will be in tight supply again.

Being a dependable loyal customer helps dealers' price and buy ahead with the assurance of sales to those reliable buyers. Business loyalty sometimes carries a price but it can pay huge dividends in times like these.



24/7 GRAIN UNLOADING AT 2 NICHOLS AG LOCATIONS

Nichols Ag now has two 24-hour grain unloading systems. The latest facility is in Columbus Junction. It will be capable of

unloading soybeans 24 hours a day. We still have 24-hour corn unloading in the Nichols location. We look forward to serving you this fall with our advanced grain facilities.

Call the Nichols office today for more details and to get your access card set up at Columbus Junction before harvest starts.



WINTER 2022 – 2023 PROPANE PRICING & SUPPLY CONCERNS CONTINUE

The propane inventory and pricing problems look to continue for this fall and winter. The supply problem could be amplified if we have excess crop dryer demand as inventory in the United States is now at an 8- year low. Exports overseas remain at record levels which is doing nothing to help us build product for domestic usage.

Pricing stayed relatively reasonable during the summer months (when there is very little demand) but is already rising as the United States starts to enter our September – March contracting period when home heating starts to pick up.

It is important to be full going into the drying season and winter since we will most likely see early allocation this year due to

the low inventory levels in the Midwest (and looking at the early cold/freeze predicted by Weather Trends in the earlier article). If you have not filled your tanks yet, call our office at 319-726-3103 to get filled up right away!

SAVE THE DATE!!!
YOU WON'T WANT TO MISS
OUR ANNUAL CUSTOMER
MEETING – MARCH 16, 2023
IT WILL BE HELD AT THE
RENDEZVOUS IN MUSCATINE, IA



JOLENE BROWN

Back by popular demand Jolene Brown has agreed to join us this year and cover a couple of new topics – Harvest the Humor: A celebration of life on the farm and Wrinkles of Wit and Wisdom.