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Winter Newsletter 2022



CAN YOU GROW 121 BUSHEL SOYBEANS?

We have had recent discussions with Nate Bloss, one of our distribution reps, about his experience last year on growing high yield soybeans on a 50 CSR field with poor fertility in central Missouri.

He entered the Missouri yield contest as an afterthought with encouragement from his

brother and placed 2nd in non-irrigated soybeans with a 121 bu/acre contest entry and lost by ½ bu. The whole field average was 95 bu/acre.

He was nice enough to share with us the exact products and timing that he used. Your agronomy location will be happy to assist you with trying some or all of this program on your farm.

He stated that the added cost to a “regular” program all in was \$105/acre. He does hire his spraying done.

Nate is going to do this presentation at our **Annual Customer Meeting March 16, 2023** so plan to attend as it was sure enlightening to our staff.

MARCH 16, 2023 ANNUAL CUSTOMER MEETING

Invitations will be sent in February for our Annual Customer Meeting.

As mentioned in the above article Nate Bloss of Rosen’s will be our introductory speaker. He will share his personal experience with growing 121 bu. Soybeans in 2022 (following family advice to treat his soybean acres like he treated his corn acres). He will share the recipe he used as

well as the key inputs he discovered to get there.

Our keynote speaker will be Jolene Brown. We heard Jolene speak before about tools to grow, fix and transition family farm business. This year her subject will be Celebration of Life on the Farm. She is always enjoyable to spend the evening with.

We are excited to get together at the Rendezvous again in 2023 to learn and celebrate with all of you!



TAR SPOT MANAGEMENT

Over the last few years, one of the biggest yield robbers in corn has been tar spot. The best approach to combat tar spot is by using a premium foliar fungicide at the VT growth stage. Although we are making timely applications of fungicide, and applying more acres every year. We can still find evidence of tar spot on corn leaves come harvest.

This year, we are going to take an additional step towards protecting our corn plants by applying a group 3 fungicide with our post trip herbicides. This plan will enable our corn plants to build a stronger foundation

to prevent the early onset of tar spot later in the growing season.

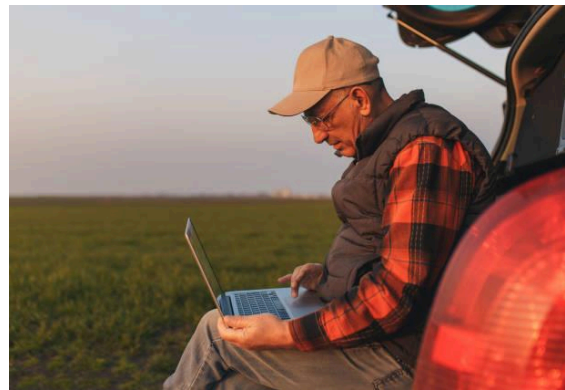
We encourage you to speak with our sales team about the benefits of adding fungicide in your corn post trip.

Seed & Chemical Financing

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%. These are fairly easy to get signed up for and approval doesn't usually take long.

Many of the chemical companies we deal with also offer financing ranging from 0% to 1.9% with due dates in November or December 2023.

Talk to your local agronomy sales person about these if it's something you might be interested in.



Grower 360

If you have not already signed up for Grower 360 you should ask your local sales person about it before the season begins.

We use software in our machines that syncs with our accounting and mapping systems. When we complete a custom application and we have your email in our system, you will receive a message with a picture of the field that was custom applied along with the products applied to that field.



Tripidity Seed Treatment

In 2023 growing season we will be adding a new component to our current soybean seed treatment program. Tripidity ST is a combination of 5 essential nutrients that are placed right on the seed to maximize early and efficient seedling uptake.

The benefits we think it will bring to your soybean acres is uniform germination, accelerated emergence and enhanced plant vigor which ultimately leads to greater yield potential.

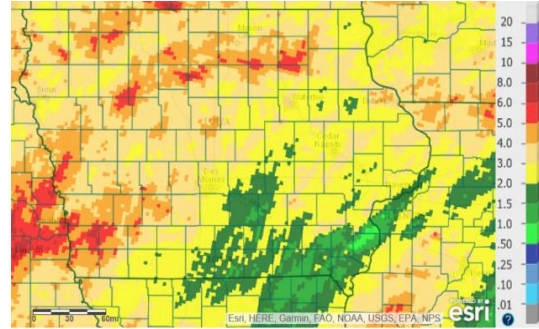
Please chat with your seed advisor to see how Tripidity ST will benefit your farming operation.

REMAINING SEED DISCOUNT DATE

February 17, 2023 – 6 %

PREPAY FERTILIZER & CHEMICALS

NOW THROUGH JANUARY 10, 2023



WEATHER TRENDS OUTLOOK FOR THE 2023 GROWING SEASON

The trend is to start out dry and turn wetter as the year progresses (especially in the June timeframe). Temperatures are to be in the average range throughout the summer.

If weather trends is correct then we should be on track for an above average crop in our area. If we see 92 plus million acres of corn planted this could have a negative effect on 23/24 crop prices.

Be sure to contact Nichols Ag to take advantage of profitable grain merchandising in the next couple months.



Communication is KEY!!

This is just a friendly reminder that communication is key in helping us get things applied to your fields after you get done planting or harvesting. It is critical to

have an open dialogue with your salesperson prior to planting or harvesting, that way when it comes time to execute the plan we are ready.

A good example of this is knowing which fields need to be soil sampled before harvest, once you are done harvesting let us know ASAP so we can turn that field in to be sampled. The turn-around time to get samples pulled and results back is usually 7-10 days and can be more depending on how much work they have to do.

Communication is also important in the spring with getting herbicides and nitrogen down before the crop emerges, last year with the seasonable warm temperatures we saw corn emerge in 4 days.

Please communicate either by text or a call to your salesperson when a field has been planted or harvested.



Propane prices have remained fairly flat since summer. Most of this is because we had very little dryer gas this fall, fairly mild temperatures and declining foreign exports. In fact this is the first year in the past 5 years we have not been on allocation yet.

During 2022 propane has remained a bargain as compared to other products in the energy market. However, it sounds like cold weather is about to hit most of the US

through the end of the year so we will see if the prices start to rise soon and if allocation is again imposed on us.

If you are buying any market gas we would suggest to call in for a fill soon before the cold weather sets in.



Grain Merchandiser Nichols Ag

We are excited to introduce you to our new Grain Merchandiser at Nichols Ag. Shannon Tigrett has been in a sales/communications role most of her career.

She will be working on meeting with our customers over the next few months as well as looking for ways to improve processes and effectively communicate programs with our customers on an ongoing basis.

If you have any questions about markets or merchandising opportunities please contact Shannon! (Her direct cell phone is 563-299-0633.)