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Newsletter Spring 2020

KNOW WHAT YOU ARE PLANTING!

As spring is right around the corner we all know the challenges we can face with getting the crop planted, but in 2020 it has never been more important to know what seed traits you are planting. With 6 different trait packages available to choose from communication is key in making sure the right herbicide is applied to the correct soybeans. We are not asking you to understand all the different modes of action with these chemicals but for us to better serve you, it all starts with making sure we know what soybeans got planted where.

We are recommending that if a grower chooses a certain trait platform that all the soybeans they plant are that **SAME** trait.

Also, we would like your help in communicating with your neighbors on all your fields to see what trait package of soybeans they are planting around your fields. You might ask why this is critical? With some of the EPA regulations on certain chemicals there could be added buffers or certain wind directions that we

may need to follow to be in compliance with the EPA label.

If you do not purchase your seed from one of our three locations we ask you either save the bag tag or send your agronomist a picture of the bag tag so we can identify the herbicide trait of those soybeans.

It is an exciting time in the soybean industry with all of these options available but **WE ALL** need to be good stewards and do our part to make sure these traits are around for years to come.

Herbicide Tolerances Available for 2020

NAME	ORIGINATOR	INTRODUCED	HERBICIDE PARTNERS
XtendFlex	Bayer	2020	Glyphosate, Glufosinate, Dicamba
Enlist E3 Soybeans	Dow AgroSciences, MS Technology	2019	2,4-D Choline, Glyphosate, Glufosinate
LLGT27 Soybeans	Bayer CropScience, MS Technology	2017	Glufosinate, Glyphosate, HPPD Inhibitors
Roundup Ready 2 Xtend	Monsanto	2015	Glyphosate, Dicamba
LibertyLink	Bayer CropScience, MS Technology	2009	Glufosinate
Roundup Ready 2 Yield	Monsanto	2009	Glyphosate



Annual Customer Meeting Rescheduled for 2021

We were disappointed we were forced to cancel our annual customer meeting in March. We made the decision on the Wednesday before the meeting which turned out to be just in time as the Governor cancelled all gatherings over 10 people about 15 minutes after we made that decision. The Rendezvous and the speaker were great to work with we have already agreed on our date for 2021. Mark your calendars for Thursday March 11, 2021!

PRODUCT CHANGE!



We are switching to Anvol (from Agrotain) this year as our nitrogen stabilizer. It has multiple modes of action and lasts 25% longer. The best news is it is the same price as our old Agrotain!

**REMEMBER WE CAN TREAT ALL
YOUR SOYBEANS EVEN IF YOU DID
NOT BUY THEM FROM US!**



YOUR DATA IS VALUABLE!

We are not sure how many of you share your yield data with outside companies but you should be aware that there is a company out there looking to separate you from your rented land.

Tillable is a company with the vision of capturing the difference between super high rents and some of the lower rent situations we all know exist.

This company pays for your yield data from other companies who (in most cases) are given information from their customers for free. They then identify high yielding fields and use GPS to figure out who owns those fields. They will send the landowner a high rent offer. If the landowner likes the offer, they rent the ground, have a land rent auction, collect the rent, charge the land owner and renting farmer 2% commission and pocket the difference.

This has been happening a lot in Illinois. We want you to be aware of this company and use extreme caution when giving out your yield data to anyone but your trusted suppliers.



NOT HAPPY WITH CURRENT COMMODITY PRICES?

Consider an Accumulator contract or selling options in the form of a Price Max contract. Accumulators provide a higher price than the CBOT in exchange for two things; one, the chance of being “knocked out”, and two, the chance for a “double up”. A knockout occurs when the futures price drops below a certain price that has been specified within the contract, at that point accumulation of bushels on the contract ceases. A double up occurs if, at expiration of the contract, the futures price is above a certain price specified within the contract. At that point you are obligated to deliver double the original contract amount. Current accumulators can offer \$9.21 for November beans, \$3.95 for December corn and over \$4 for March 2021 corn!

Selling options (Price Max contract) can be a useful way to receive a premium from the market for the promise to deliver more bushels. The promise comes if the futures price settles above the selected option strike price at option expiration. If that does occur you are then obligated to deliver double the original contract amount. If this does not occur, you have no obligation for

further delivery and the premium received from the market came at no cost to you. These contracts can be done for delivery now or in the fall and can be tailored to your needs.

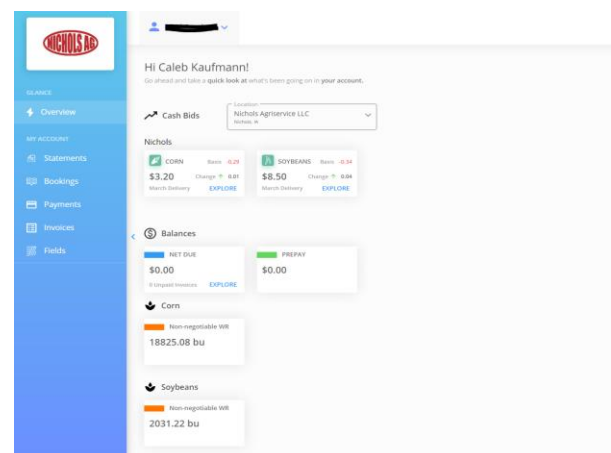
SIGN UP FOR GROWER360 TODAY!

Grower360 is a very user friendly online platform where you can access all your information about your business done through our companies.

View cash balances including prepay, invoices (both paid and unpaid), payment details, bookings and more!

For grain, you can access scale tickets, open contracts, storage amounts, and up-to-date cash bids. This data can be accessed on any device, anywhere, anytime.

Nichols Ag, Muscatine Ag and O’Toole all offer this access so contact your local office at any time to get registered!





PROPANE 2019/2020 UPDATE



As we are all aware the 2019 harvest and winter season brought on a shortage of propane especially in the Midwest. All propane companies were on extreme allocation starting suddenly in October and running all the way through the middle of January. Many of our competitors were forced to stop delivering propane to any non-residential customers which meant farmers could not get propane to dry their crops. These same companies did not honor their contract prices.

Blue Flame is proud to report we were one of the few propane companies in our area that **NEVER** ran out and also honored all our contract pricing throughout the entire season. We purchase exclusively through a propane broker that help us build valuable allocation amounts to ensure delivery of product through the fall and winter months. In addition, we have 130,000 gallons of storage on site which

helps us maintain a good on-site inventory level.

We are hearing reports that this summer and winter could be another challenging season with terminals shutting down because they can't afford to stay open and allocation running throughout the fall/winter season (and perhaps even during the summer months). Therefore, if you have not yet contracted for the 2020/2021 season, call our office today! Right now pricing is looking good for summer fills and for contract gallons!



Blue Flame Propane offers 3 product choices for dust control

We offer naturally safe Tree Sap dust control product. In addition, we offer a Calcium Chloride Product only. This product attracts moisture and is produced from a natural brine deposit found underground so it is also safe for the environment.

The third product is a Tree Sap/Calcium Chloride product blend which gives you the benefit of both product characteristics.

The county you live in determines the registration and application deadlines so call us today so you don't miss your chance to get signed up for this service!