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Winter Newsletter 2019



GROWING SEASON 2020 WEATHER PREDICTIONS

According to Weather Trends the 2020 growing season will have above average moisture in March, April and May (but not to the extreme of 2019 May). June is to be slightly drier than normal with July right around average, followed by a drier than normal August. Last year Weather Trends said that June was going to be extremely wet but as we know that actually happened a couple of weeks earlier than predicted. Remember Weather Trends predictions are done 11 months in advance.

REMAINING SEED DISCOUNT DATES

December 20, 2019 – 7%

February 21, 2020 – 6%

PREPAY FERTILIZER & CHEMICALS

NOW THROUGH JANUARY 10, 2020

Mark your Calendars for March 19, 2020 (at the Rendezvous in Muscatine, IA).

We want you and a guest to join us for drinks/dinner and guest speaker Damian Mason



Imagine a talk show host mixed with an Agricultural economist with a healthy dose of comedian. That's Damian Mason!

Damian delivers a crisp, current Ag commentary packed with humor. His content and message is a vast departure from the usual Ag meeting fare of weather and market updates. Damian's positive, hilarious, straight talk resonates with Ag audiences from across the spectrum.

Check out his website at: www.damianmason.com for more information!



Propane Supply Issue

We assume everyone is aware there has been a propane supply issue happening in the Midwest since the end of October. The pipeline that we use has gone on allocation that will continue through the end of December (and some people are anticipating may continue the rest of the winter). Blue Flame Propane has been able to continue to supply farmers and residential propane to its' customers throughout this emergency. We have also been able to honor our contract pricing to our customers so far even though the current market has been going up and we've had to supplement our local supply of propane with gas trucked out of Missouri (which means greatly increased freight and terminal costs).

Many of our competitors purchase gas from other sources than we do. These sources will offer discount pricing for dryer gas or winter propane but the problem is once the demand picks up (as it has this year), those other sources don't have allocation and those suppliers are forced to wait in 6-12 hour lines to get gas either in Iowa or out of state. Many times, this year even after waiting in lines, they have to drive away with no gas as the pipelines they depend on keep running out of propane supply.

Blue Flame has invested in on-site bulk storage (we have 120,000 gallons of inventory capacity).

In addition, we provide outstanding service and have an excellent track record of providing propane to the customers during peak usage

year after year while finding ways to maintain our contract pricing. We provide the propane we committed to at the price we committed to during the drying and heating season which is more important than saving a few cents.

If you have any questions, please feel free to call us at 319-726-3103.



FREE STORAGE

Nichols Ag is offering free storage in the form of deferred pricing from December 26th 2019 until August 31st 2020. This is a great way to open up bins in the winter time without having to take the winter price. Please contact Nichols Ag for details.

ENLIST OR DICAMBA SOYBEANS?

We have decided, as seed dealers, to maintain our support of the Dicamba System simply for genetic reasons. The newest genetics are not in the Enlist soybeans and most, if not all, Enlist soybeans for sale during the 2020 season in our relative maturities are all the same bean. Meaning, that no matter which company sells them they ALL come from the same place!

NITROGEN HEDGING PROGRAM

We will be offering the Nitrogen Hedging Program again in 2020! Please make sure your local sales person knows you are interested so they can contact you when we see a good buy signal!



2019 What Did We Learn?

We can all probably agree on one thing, that we cannot wait to get 2019 behind us! With that being said we think there are some pretty good takeaways from this challenging year we were faced with. Every year between the 3 companies we try to do several field trials to reassure that we are helping our growers be as successful as possible. Probably the biggest yield increase trial that we saw in 2019 was nitrogen, we had one trial where we left a 90 foot pass with no additional nitrogen added and what we saw was a 25 bushel increase where the nitrogen was applied vs the untreated check (we had a second test that showed a 66 bushel increase vs untreated). With all the early season rains we are contributing the yield increase to keeping the nitrogen in the soil profile where the plant can access it.

The second takeaway we noticed was corn yields vs planting conditions, when planting conditions were marginal to unfit we saw a substantial decrease in yield. Soybeans on the other hand are a lot more forgiving in those marginal to unfit conditions and we really didn't see any yield loss on the soybean acre.

The last takeaway that we thought was a really good learning tool from 2019 was the replant, most of our fields that had replant done vs just the original stand, we saw our replanted acres yield anywhere from 125 bushel to 180 bushel. If you take that yield vs what would have most likely been a 0, your whole field averages were a lot lower than where no replant was done.

In conclusion we can all learn some valuable lessons from what Mother Nature has taught us in this unforgettable 2019 crop year.



FUNGICIDE PRODUCT TESTING RESULTS

The fungicide products we tested at Letts are shown in the maps attached to this newsletter. The Lucento was sprayed 120 ft. around the outside and on the west side of the field (shown in brown on the map). The other fungicide Miravis Neo was sprayed on the balance of the field (shown in green on the map).

The Miravis Neo showed an increase of 5.79 bushels per acre over the Lucento. Keep in mind that this was an increase over the other fungicide not just an increase over an untreated check!

There is no better way to double your money (or better) than fungicide on beans!