



319-723-4221



563-263-2373



319-726-3891

## Summer/Fall Newsletter 2021

### Important Seed Discount Dates

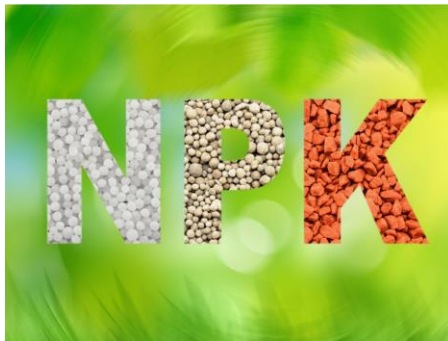
8% November 19, 2021

7% December 17, 2021

6% February 18, 2022

### DON'T WAIT TO CALL FOR FALL FERTILIZER!

Talk to your local representative about spreading your fertilizer before harvest arrives. That way once you have a field out we can get it spread and you won't have to wait on us later to do tillage or tile work. We will spread your P and K **and you have the choice of paying for it before or after January 1<sup>st</sup>.**



### MAKE THE MOST OF YOUR FERTILIZER INVESTMENT!

Regardless what the price of fertilizer is we need the most efficient use of every pound. Keeping soil samples up to date shows the best place for your fertilizer investment.

Grid sampling gives us the tool to use the exact right rate at the right place to reach the maximum efficiency.

Most PH results in fields can result in a good return on the grid sample investment with the variable rate in lime along with making the P and K pounds the most effective. Often times the first application of lime can pay for the cost of grid sampling.

### SOYBEAN TRAIT CONCERNS



With all the talk revolving around soybean traits for the coming year you should probably be thinking about what issues you have on your farm and be ready to address them with your seed sales person.

It looks like there will be plenty of supply for the E3 system and the Xtend Flex system but which one fits best on your farm for different reasons should be up to you and not what the sales person or seed company wants you to plant.

Some things you should consider are: What are your weed problems? What is your

neighbor going to plant? Will the correct chemicals be available?

Each of these questions can be quite complex to answer and it shouldn't be taken lightly. We feel that there may not be one correct answer but we hope to help you figure out which one might be the best for you.

Keep in mind that it will be very important no matter which direction you go that these two products don't mix. Be careful about making sure planters are clean and you can be sure that you know exactly what is planted on your farms because you could have major problems if they are sprayed with the wrong thing.

It appears our insurance company will begin requiring signed documentation from customers on what is being planted (especially) if is not sold by us.

## NEW LOCATIONS FOR THE NICHOLS AG GRAIN TEAM



Nichols Ag has aquired Duffe Grain (located in Wilton and West Liberty). We look forward to serving our current as well as new grain customers in 2021! Duffe Grain is a perfect addition to the company since they were a family owned, local company just like us. We are very excited for our future together!

## GROWER 360

Grower360 is a free to use online platform designed to give growers access to their farms' information at their fingertips. This portal allows you to view your account in real time, see past activity, and view details you need to make timely, informed decisions.

Grain > Scale Tickets > Scale Ticket #104159

Grades	Prem/Disc	Moisture	Prem/Disc
TW	0.0000	17.41	0.0000
55.60			
Damage	0.0000	FM-C	0.0000
1.00		1.00	
Trucking	0.0000	Vac.	0.0000
0.00		0.00	
Auger	0.0000	Load Out	0.0000
0.00		0.00	
Musty	0.0000	Sour	0.0000
0.00		0.00	
Splits	0.0000	Weevil	0.0000
0.00		0.00	
Moldy	0.0000	Heatdmg	0.0000
0.00		0.00	

Split Arrangement	Share
Customer	100.0000%

Details	Units	Contract	DPR
Customer	1,027.02		Open Storage

This portal allows you to view balances on grain contracts by disposition, scale tickets (as shown in the photo above), and review settlement checks.

Grower360 relays real time cash bids as the market moves throughout the day along with the related futures prices.

All that is needed to get signed up is a valid email address and internet connection,

please contact your local salesperson or Caleb Kaufmann in Nichols at 319-723-4221 to utilize this great feature today!

## **GROWER 360 AGRONOMY**

On the agronomy side of Grower360 you will have access to detailed field data including satellite imagery, field boundaries, current weather conditions, field split arrangement, and past field activity. See an up-to-date record of all activity done in each individual field and get an email alert when a job has been completed. View invoices, payments, and balances (regular cash, prepay, or unapplied cash).

## **TAR SPOT**



Tar Spot is a relatively new fungal disease plaguing Midwest corn fields. Discovered in Indiana and Illinois in 2015, the fungus made its way into Eastern Iowa in 2016.

Tar Spot produces small, raised, black spots on corn leaves. The spots can be confused with dirt or insect droppings but the Tar Spot fungus cannot be scratched off easily from the leaf. The spots can be few and far between during early infections, to widespread and overwhelming leaf area. The black spots kill living plant tissue and form large clusters overtime.

The fungus can infect stems, reducing stand ability and overall crop health. The fungus favors cool wet environments for infection. The

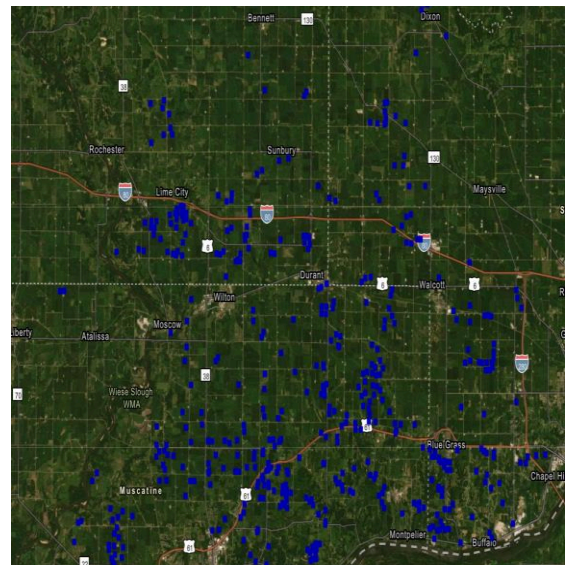
fungal spores overwinter in corn crop residue and infect plants through wind or rain splatter.

Crop rotation will reduce the amount of viable spores that would infect the next corn crop and management options include choosing hybrids that are less susceptible to Tar Spot or spraying fungicides labeled for the control of Tar Spot.

Tar Spot is prevalent in Iowa, and almost every corn field we have seen in the past two years had some level of Tar Spot infection. Yield loss potential is highest when infection happens closer to tassel. Tar Spot is a fungal disease to monitor in your fields, as it is likely to become worse in the near future.

Since this disease is new only a few fungicides are labeled for suppression. We sell two of those fungicides Veltyma & Miravis Neo.

## **AGVANCE SKY DISPATCH**



Last fall we made a large investment in technology. Agvance Sky Dispatch has made us more accurate and efficient in servicing our customers.

We have been using Agvance software for accounting, blending, mapping, planning and grain. Agvance has developed a program

that brings all of our current process's full circle with our operations and delivery of product.

Sky Dispatch is a program that once the sales person makes the blend ticket for spraying, fertilizer, or any custom application it then appears on an aerial overhead map and gets removed after completion.

At each location we have someone who is doing the dispatching/ scheduling. With this new program we are able to work efficiently in an area and be able to get added jobs covered while we are still in that trade area.

Another key feature of Sky Dispatch is when a job is scheduled to the applicator or nurse truck driver, it will give them turn by turn direction to each field.

Dispatch also allows us to filter the jobs by many different things (Ex- Extend and Enlist soybean traits) to make sure we eliminate any confusion of having the wrong sprayer sent to the wrong field.

**In addition, if you are signed up for Grower 360 (email provided) and we complete the job, you will get an email with the map of the field we have completed and what was applied.**



## **WINTER 2021 – 2022 PROPANE PRICING & SUPPLY CONCERNS**

The news that continues to be shared by the propane marketers paints a grim picture of winter supply and pricing.

Propane inventories in the U.S. are now 28% below where they were 1 year ago at the same time. If you look at the propane supply shortage in terms of days, we are short roughly

40 winter propane demand days compared to last year.

The added concern is how high pricing will go considering the low inventory levels. Remember last year in February (without an inventory issue) propane was over \$2 per gallon. This leads us to believe we could see \$3 or \$4 per gallon pricing before the winter is over.

Last but not least is the concern of where we will get any additional supply if we have a cold winter (which the Farmer's Almanac and Weather Trends is predicting). The propane marketers are telling us we may have to go as far as Texas to get supply if we have any major weather events in the U.S. or a prolonged cold spell.

It is important to be full going into winter so if you have not filled your tanks yet, call our office at 319-726-3103 to get filled up right away!

**MARK YOUR CALENDAR!!!**  
**YOU WON'T WANT TO MISS OUR ANNUAL CUSTOMER MEETING – MARCH 10, 2022**  
**IT WILL BE HELD AT THE RENDEZVOUS IN MUSCATINE, IA**



### **Damian Mason**

**We hope the 3<sup>rd</sup> time is the charm since we've had to cancel two years in a row. Luckily, Damian Mason has patiently hung in there and has agreed to join us in 2022!**