

May 14, 2018

“Accessing Innovation”

Evaluating Top-dress in Corn: Todd Grimes

Top-dress season throughout the Ag Partners trade geography is quickly approaching! This year we will be handling Ammonia Nitrate (34-0-0) & Ammonia Sulfate (21-0-0-24) for the nitrogen & sulfur needs of this year's crops. Both products provide the most stable form of nitrogen to be surface applied. In 2017, Ag Partners collected 126 tissue samples of corn from V4 to V7 growth stages, and found that both Boron & Manganese proved either deficient or responsive in 83% of those samples. To address this “hidden hunger”, we are recommending **CORN MIX LS**.

From an application standpoint, we will be providing both ground and aerial application options. To better serve the growing ground application demand, we have also added an additional machine to our fleet, so we can continue to service the needs of everyone in a timely manner.



Please contact your agronomist today to set up your top-dress application!

Sabetha & Bern Area	Preston Thomas	785-285-0848
Powhattan & Willis Area	Josh Hinkle	785-741-1453
Padonia & Rulo Area	Levi Lehmkuhl	785-741-1632
Hiawatha Area	Cole Remington	785-288-0785
Humboldt Area	Jerry Mott	913-948-2946
Highland, Fanning, & White Cloud Area	Brent Jeschke	785-741-1806
Robinson & Denton Area	Todd Grimes	785-288-1437

Grain Market Update: Lincoln Hillyer

The USDA released its May S&D's Thursday, and while a few of the numbers looked positive for both corn and soybeans, the market did not react with much fanfare. It will be interesting to see how the market digests the numbers over the next few sessions.

In corn, the US old crop carryout was left unchanged from last month at 2.182 billion bushels.

Looking forward to new crop a 1.682 billion bushel carryout was printed. While it is a significant reduction year over year, this number is fairly in line to what the market is projecting. The big surprise in corn was the '18/'19 world carryout number. It came in 23mmt's less than the average trade guess, leaving many scratching their heads as to why the market didn't react more favorably.

In the soybean complex the main surprise was a new crop carryout of 415 million bushels, significantly lower than the average guess of 535 million bushels. The USDA is projecting a year over year increase in exports of over 10%. This number seems very aggressive, considering we've been experiencing around 3% growth the past several years, especially with the ongoing conversations about possible tariffs. At the end of the day, I feel soybean demand will remain very strong but this number seems like a stretch.

Overall, the market should be fairly supported going into the main growing season. For the most part planting throughout the corn belt has gone well. Weather will move to the main focus going forward. With uncertainty in crop size and potentially looking at reduced stocks, it should create more volatility and hopefully more opportunities to market bushels.

Feel free to give us a call to talk strategies and help you add value to your bottom line.

Some Thoughts about Hail Coverage: Jim Ward

For many, Multi-Peril Crop Insurance (MPCI) doesn't cover much of a profit margin. For several others, it won't cover a solid break-even, but then comes Hail/Wind coverage. Outside of drought, the biggest factor in causing widespread loss is severe storms. An 80-mph wind preceding or during a violent storm, along with a few down drafts, can flatten a field of corn. Storm wind damages of 50-80% are not uncommon and can span several counties. Hail is more hit and miss, and may only affect a portion of the field, but damages on later season soybeans can also be massive. Once pods are set, nickel-sized hail with just a little wind can clip them off like a shotgun, causing immediate yield loss.

Hail/Wind coverage is a relatively price effective way to layer on additional coverage to your bottom line. In addition, this region is rated fairly low, so for \$6-\$10 per acre you can add \$400, \$500 or more additional coverage per acre to help protect your crops. MPCI gives protection against the same perils, but the deductible, depending on what percent of MPCI coverage elected, must still be met. Since Hail/Wind is top down coverage, it will pay as damage occurs, unless a small deductible plan is used to further cheapen costs. Please give me a call at **785-741-1652** for more information.

[Click here to check out our website!](#)

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