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Ray-Carroll Cooperative News

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Never say never to nitrogen

Data shows spring N shines in wet years.

Sometimes it pays to be late.

Nitrogen application is one of those times, said University of Missouri Extension nutrient management specialist Peter Scharf.

Scharf, who has researched nitrogen application in corn, wheat and other crops for 35 years, continues to favor spring nitrogen application over fall-applied application, especially during wet years, which are becoming more frequent.

“Early nitrogen is not a big deal,” said Scharf. He knows this is controversial but says his years of research validate it.

In 14 on-farm corn experiments, there was only a 1 bushel per acre difference between fields with zero pre-plant and 200 pounds single-shot side-dressed nitrogen and fields with an even split (100/100) between pre-plant and side-dress. “There was no payback for that extra trip,” Scharf said.

Similarly, in continuous no-till corn, eight-year total yield remained unchanged when comparing plots where pre-plant N rate was either zero or 50, followed by side-dress N.

“That 50 pre gave us no benefit,” Scharf said.

Early nitrogen has its place sometimes, but be prepared to replace it.

Some worry about stressing corn even for short periods. “Do not worry about early stress in corn. Instead, worry about N stress when corn is going great guns,” he said.

Spring in the Midwest continue to trend wetter, and this points to the need for late-applied nitrogen.

Twenty-four of the last 39 years have had above-normal precipitation, according to MU Extension climatologist Pat Guinan. Additionally, heavy



rains are happening more often. Missouri has seen a 35% increase in 3-inch daily rain events over the past couple decades. Scharf said these trends call for changes in application timing.

In May of 2013, a wet year, Scharf applied 140 pounds per acre of nitrogen as anhydrous ammonia plus N-serve to test plots. He recorded a 60-bushel-per-acre advantage compared to the same application in October or December. He also used urea and Agrotain, where a single July application beat a single April application, with a 75-bushel advantage.

The later the better in a wet year, he said.

Scharf looked at nitrogen timing in no-till corn over a decade. Side-dressed plots showed an advantage of 318 bushels over 10 years with 190 pounds less nitrogen, compared to plots with pre-plant N. Less nitrogen and more corn translate to more profits for the producer, says Scharf.

During six years when precipitation was above 15 inches from April to June, Scharf found a 20- to 100-bushel per acre advantage to side-dressing.

Scharf has tested rescue treatments over six years in plots in four states. In wet years, yellow corn still has hope. “The worse it looks, the better it

See “Spring Nitrogen,” cont. on pg. 8

Ray-Carroll Cooperative News moves to quarterly publication schedule

The Ray-Carroll Board of Directors has voted to move the Coop’s newspaper publication schedule from monthly to quarterly beginning with this issue, the first of the paper’s 85th year.

“The Board believes this cost-savings measure is in the best interest of the cooperative at this time,”

said General Manager Beau Hepler. “We will still be communicating all important details with our Coop members on a quarterly basis and through our social media channels.”

Hepler said the Coop won’t hesitate to reach out directly via mail if and when there are any urgent matters that need to be communicated.

Set up fuel contracts by Feb. 19 deadline

Fixed Price Contracts and
Max Price Contracts Available from
March 1 through Nov. 30

For information on
current contract pricing, contact the
Fuels Department at (800) 722-4470.

Ray-Carroll County Grain Growers, Inc.

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Richmond, MO 64085
(816) 776-2291 | (800) 722-4407

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Richmond, MO 64085
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To contribute story ideas, photos or com-
ments, contact editor Laura Williams at
laura@lwilliamscreative.com.*

Is the Noninsured Crop Disaster Assistance Program Right for You?

Farmers and ranchers rely on crop insurance to protect themselves from disasters and unforeseen events, but not all crops are insurable through the USDA's Risk Management Agency. The Farm Service Agency's (FSA) Noninsured Crop Disaster Assistance Program (NAP) provides producers another option to obtain coverage against disaster for these crops. NAP provides financial assistance to producers of non-insured crops impacted by natural disasters that result in lower yields, crop losses, or prevents crop planting.

Commercially produced crops and agricultural commodities for which crop insurance is not available are generally eligible for NAP. Eligible crops include those grown specifically for food, fiber, livestock consumption, biofuel or biobased products, or be commodities such as value loss crops like Christmas trees and ornamental nursery, honey, maple sap, and many others. Contact your FSA office to see which crops are eligible in your state and county.

Eligible causes of loss include drought, freeze, hail, excessive moisture, excessive wind or hurricanes, earthquake, flood. These events must occur during the NAP policy coverage period, before or during harvest, and the disaster must directly affect the eligible crop. For guidance on causes of loss not listed, contact your local FSA county office.

Interested producers must apply for coverage using FSA form CCC-471, "Application for Coverage," and pay the applicable service fee at the FSA office where their farm records are maintained. These must be filed by the application closing date. Closing dates vary by crop, so it is important to contact your local FSA office as soon as possible to ensure you don't miss an application closing date.

Among other things, the following are very important features to NAP:

- Maintaining accurate and verifiable production records
- Timely notification of plantings and losses
- Not destroying crops without authorization

If these do not fit in with your operation, the NAP is not the right program for you.

At the time of application, each producer will be provided a copy of the NAP Basic Provisions, which describes how NAP works and all the requirements you must follow to maintain NAP coverage. The Basic Provisions is an important component to the application and participants must take the time to read and understand what is required in their policy. Failure to follow all the provisions could result in ineligibility for indemnities. NAP participants must provide accurate annual reports of their production in non-loss years to ensure their NAP coverage is beneficial to their individual operation. Verifiable evidence must be maintained to prove the production amounts.

Producers are required to pay service fees which vary depending on the number of crops and number of counties your operation is located in. The NAP service fee is the lesser of \$325 per crop or \$825 per producer per administrative county, not to exceed a total of \$1,950 for a producer with farming interests in multiple counties. Premiums also apply when producers elect higher levels of coverage with a maximum premium of \$15,750 per person or legal entity depending on the maximum payment limitation that may apply to the NAP covered producer. The service fee can be waived for beginning, qualifying veteran, socially disadvantaged and limited resource farmers and ranchers. These farmers and ranchers can also receive a 50 percent reduction in the premium.

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Final USDA report spurs highest harvest-time prices in past six years



john graverson
grain merchandising

WOW, grain markets have accelerated higher in the last month! These are the highest prices in the last six years. Our producers are certainly feeling better nowadays as they have been big sellers of both this year and next year's crop. As this rally started in September, with prices moving almost in a straight-up line, farmer selling has been brisk and quite consistent.

The most recent rally was fed off of the U.S. Department of Agriculture's (USDA) final crop production report of the year, on January 12th. Suffice to say it was quite bullish. In a nutshell, they conservatively lowered the ending U.S. corn carry from 1.7 billion bushels to 1.55 billion bushels. But there are two glaring questionable estimates in their new S&D tables.

The first one being U.S. export demand. They lowered it by 100 million bushels, to 2.55 billion bushels, when in fact, most market analysts think the final number will likely be closer to 2.9 billion bushels. And the second questionable variable is that they did not really reduce South American production to any appreciable extent as they all but ignored the ongoing drought in South America. Again, most market analysts are looking for bigger crop reductions in Brazil and Argentina.

Along with the bullish scenario in corn, beans are even more so friendly. They reduced the U.S. ending stocks estimate from 170 million bushels to 140 million bushels. Just as in corn, market analysts feel that U.S. exports will be higher and southern hemisphere production will be much lower than what the USDA is currently using.

As a quick recap for Missouri production, they raised the final yield for the state up 4 BPA to 171 BPA and that brought the total corn crop in the state to 561 million bushels. That compares to last year's crop of 466 million bushels and the record crop was from 2014, at 629 million bushels. For Missouri soybeans,

they raised the final yield by 1 BPA, to a state average of 50 BPA and final production of 291 million. Last year's bean crop total was 257 million and the previous record was the 2017 crop at 281 million bushels. So, we set a new state record this year for soybean production!

These markets have certainly been nothing short of amazing. Most of our producers have been aggressive sellers right thru harvest over the scales and then post-harvest out of their on-farm storage bins. And not to be ignored, we are also seeing a lot of early selling of new crop 2021 production, locking in some of the best harvest-time prices to be seen in the last six years.

Going forward, we continue to need to watch further developments in our ag markets. Will China continue to come to the U.S. marketplace and keep up its torrid pace of buying? Will South American production end up much lower than USDA estimates? There is certainly a strong undercurrent that we are heading into an environment that will require some rationing of

“ There is certainly a strong undercurrent that we are heading into an environment that will require some rationing of demand for the rest of this current marketing year. And there's really only one way to effect that rationing – price!”

demand for the rest of this current marketing year. And there's really only one way to effect that rationing — price!

Can beans and corn move higher still? Yes, they certainly have the potential. The market has two jobs to accomplish going forward. The first being the rationing of demand. The second is to incent increased planted acres this spring. Most estimates are of the opinion that the U.S. needs to see an increase of corn and bean acres that totals 4-5 million more acres this year.

Keep watching these markets and make sure you are selling some remaining production as values escalate. Have a plan for where you set your pricing targets and use offer contracts. I hear many producers lamenting their prior, lower-priced sales. But I always remind them that, until you are completely sold out, you really want prices to go higher.

Best prices now on our high-quality 2021 seeds





glen waters
Purina Animal Nutrition, LLC

“...all the programs listed below are designed to utilize your home grown and available forages in the best possible way.”



FEED GREATNESS™



Winter Care for Your Cows

With the winter season upon us, many cow/calf operators have started planning how they will care for their cowherd through the upcoming months of rain, sleet, snow, ice, etc. The most important issue to deal with is to provide plenty of a good, nutritious forage source. This may be standing, stockpiled forage grown this past fall. Others may be providing hay to their cow herd or even alternative roughage sources.

The key insight for you to know is that all the programs listed below are designed to utilize your home grown and available forages in the best possible way. These programs will help cattle more efficiently and effectively use your forage resources to achieve greater nutritional outcomes than you would with just the forage alone. If you are considering a supplemental feeding regimen for your cows this winter, Ray-Carroll has multiple options you should closely consider:

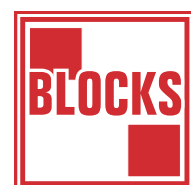
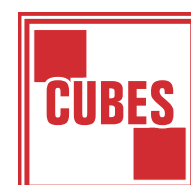
Ray-Carroll offers the Rangeland 25 tub from Purina Animal Nutrition for free-choice supplementation of protein and energy to your cow herd. Cows will consume approximately 0.5 to 1.0 pounds per head per day of this molasses-based tub. The tubs weigh 225 pounds and come in a convenient plastic container. They are weather-resistant, so they can be kept outside. This is a cost-effective method to free-choice feed your cows because of the conservative intakes that cows will have. We recommend approximately 20 cows per tub in the pasture. We also recommend that you continue to keep your Purina Wind & Rain Storm cattle mineral out at all times for your cows as well, as the RangeLand 25 tub does not provide the full amount of minerals your cow herd will need.

Another product offering from Purina, which has been used by several producers successfully in the area, is our traditional poured, weather resistant cattle block product, infused with a patented, extruded, high fat “nugget” to add extra energy. This is called Accuration Hi Fat Block. It carries 12% fat...which on a pound-for-pound basis, rivals #2 Yellow Corn for energy, while also delivering the benefits of supplemental protein in a self-fed option that enhances utilization of the block, plus your homegrown forages that your cows are

consuming. This block will likely be consumed at a rate of 1 to 3 pound per head per day and can increase the body condition score (BCS) of your cows while they are nursing a calf on their side.

If you prefer to hand feed your cows or need to get more protein and energy into your cows to enhance body condition score (BCS) than what the RangeLand tubs will allow, then Ray-Carroll offers Purina 4-Square Breeder 20 cubes from Purina Animal Nutrition. This is the same nutrition that the tubs provide, but you regulate the intake daily by how much you feed your cows. The cubes are less costly per ton than the tubs, but you do have the costs associated with feeding/delivery of the feedstuffs to your cows each day. Just like with RangeLand tubs and Accuration Hi Fat blocks, we recommend you keep Purina Wind & Rain Storm cattle minerals out to your cows all times, even if you are supplementing them with Purina 4-Square Breeder cubes.

Ray-Carroll routinely leverages the best volume incentives and buying programs from Purina to offer these unique products to you at competitive prices. If you have interest in any of the options described above, please make certain to visit with your nearest Ray-Carroll location for details and to ensure access to the product and program you prefer for this winter.



Have you visited the **PORTAL** lately?

Track all of your Ray-Carroll accounts in just one place, plus so much more!

Visit **ray-carroll.com** and click on Customer Portal

A good sale yesterday is still a good sale today



zach petzoldt
grain originator

A very strange year for everyone. That's how 2020 will definitely be remembered for a long time. The same is true for the grain markets that had a drastic change and unexpected change over the course of the year.

In January 2020, the new crop corn cash price was in the \$3.60 area while new-crop beans were just above \$9.00. Those prices ended up looking good throughout late spring and summer as the country shut down for COVID and prices fell to below \$3.00 and \$8.00 in April and May.

Now here we are after a strong rally beginning during harvest and the same bushels that could have been sold at those prices could have been sold above \$4.80 and \$13.50.

I don't bring up those numbers to show that it was a mistake to forward contract or sell grain during harvest but to show how much markets can change and to show how the market can go from being so bearish on one thing and bullish on another within the same year without warning.

A rally into harvest like we experienced this year is not the norm and I don't think that farmers should just look to 2020 as the reason why they don't forward contract bushels simply because the market took off in a way that no one could have predicted and their \$9 or \$10 beans were suddenly worth \$13. The rally seems to be continuing to trend up as of writing this article but every rally has an end and just as risky as it is to not forward contract for fear that prices will be higher during harvest it is just as bad to miss a good price looking for the peak in a rally only to have the price of corn and beans begin to drop as fast as they climbed.

Many farmers are kicking themselves for selling their grain at lower levels but a good sale yesterday is still a good sale today if you had a plan in mind and knew that the selling price was one that fit into your marketing plan.

Like I say every time I write one of these articles, only you can determine what a good sell to you looks like based on your cost of production, expected production, and the current climate of the corn and bean markets.

Scholarship applications now available from RC

Scholarship packets are now available in school counselors' offices of the schools within the Ray-Carroll County Grain Growers, Inc. service area.

Each year, Ray-Carroll donates thousands of dollars to deserving high school senior young men and

women as they embark on their path of continuing education. In the past, scholarship amounts have ranged from \$500 to \$1000 per student. Scholarship recipients must be a member or child of a Ray-Carroll member and must attend a school or university in the state of

Missouri.

All applications must be received in the Richmond Main Office by the Friday, March 5 deadline.

Winners will be announced in the Second Quarter issue of Ray-Carroll News.

INCREASE YOUR PROFITS

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MICROESSENTIALS SZ VS MAP

MicroEssentials® SZ™ vs. MAP

Objective

- Evaluate the yield response of corn to MicroEssentials® SZ™ (12-40-0-10S-1Zn) compared to MAP (11-52-0).

Overview

- MAP is a common phosphorus (P) fertilizer used in corn-growing regions of North America.
- In addition to nitrogen (N), P and potassium (K), corn is very responsive to sulfur (S) and

Trial Details

Locations and Crop Management:
CROP: Corn (Zea mays)
YEARS: 2004-2013
DATA SOURCE: Field studies conducted by university and/or third-party, independent researchers.

CROPPING CONDITION:

- P Rate: 65-90 lbs P₂O₅/ac
- Balanced across all treatments

Results

7.2 bu/ac

Increase with MicroEssentials SZ over MAP

MicroEssentials

Mosaic

Replant Option (RO) with Early Bird Feature

Manage risk when taking advantage of good early planting conditions

Replant Option (RO) supplements your federal crop insurance policy and offers up to \$50 per acre replant insurance protection with Early Bird Planting Protection on most crops where offered. Early Bird Planting

Protection provides replant coverage on acres planted prior to earliest planting date and applies whether or not you meet the federal crop insurance 20 acre/20 percent rule

SUPPLEMENTAL REPLANT OPTION WITH EARLY BIRD PLANTING PROTECTION FEATURES

- Getting plants in the ground early may potentially increase odds for a faster maturity and earlier harvest. The earliest planting date (EPD) for this option is up to 20 days before the federal crop insurance planting date.
- Second crop acreage is insurable under the Replant Option policy.
- Available on high-risk classified ground insured by federal crop insurance.
- Your federal crop insurance policy may not cover all your replant expenses.
- Replant Option policy pays based on the insurance per acre selected, or if selected on your application, by share.
- RCIS reserves the right to suspend sales.

Replant Option is available on high-risk classified ground insured by federal crop insurance.

PLANTING DATE	20/20 RULE MET	INDEMNITY
After EPD option payment	Yes	Federal Crop Insurance plus RCIS Replant Option
1-20 days prior EPD	Yes	RCIS Replant Option payment only
After EPD	No	RCIS Replant Option payment only
1-20 days prior EPD	No	RCIS Replant Option payment only

Contact your RCIS agent to find out if the supplemental Replant Option plan with Early Bird Planting Protection is offered for your crop in your area and to see examples of how RO might work for you!



Decisions made today affect your operation's future.

Help control your risks and protect your revenue. Talk to your Ray-Carroll Insurance agent today about crop insurance planning. We work with Rural Community insurance company (RCIS), Rain & Hail, & Great American — three of the biggest and best AIP's to work with in the industry!

Time is Running Out...

Make time for the important things, like knowing you have the right crop insurance plan in place through your local RCIS agent.*

DON'T MISS THE MARCH 15 DEADLINE!

Last day to add, change, or cancel coverage on spring crops

Brunswick - David Maasdam or Brynna McCollum (800) 722-4482

Carrollton - David Maasdam (800) 722-4482

Corder - Ryan Minnick (660) 394-8888

Hardin - Zach Tolson (800) 356-4388

Mayview - Ryan Minnick (800) 248-6010

Contact the following local agents in your area:



RURAL COMMUNITY INSURANCE SERVICE

Norborne - Lacey Warren (800) 248-6010

Richmond - Lacey Warren (800) 248-6010

Slater - Ryan Minnick (877) 289-2676

Sumner - David Maasdam (800) 722-4482

Wakenda - David Maasdam (800) 722-4482

KEEP FULL THIS WINTER



816-776-3098

TODAY

Increase revenue insurance coverage on your corn and soybeans

Increase revenue coverage over and above your existing federal crop insurance coverage with a Revenue Protection Policy (RPP) through RCIS from your Ray-Carroll Insurance representative. RPP can provide a higher level of revenue insurance protection.

SUPPLEMENTAL REVENUE COVERAGE

Revenue product options available through RCIS agents can help producers operating under tight margins by providing a higher level of revenue insurance protection with simplified revenue crop insurance products.

- RPP was designed for simplified use and product understanding.
- RPP increases revenue coverage over and above existing federal crop insurance revenue coverage

UNIT STRUCTURE

RPP unit structure will be an Enterprise Unit unless one of the following applies:

- Enterprise Unit by Practice (EP) if your federal crop insurance unit structure is EP.
- Optional Units are available regardless of your federal crop insurance unit structure, if selected on the application.

Harvest Price Option (HPO)

This option allows your RPP guarantee to be added to the higher of your federal crop insurance projected price or harvest price guarantee.

RPP COVERAGE DETAILS

- Coverage available for federal insurance coverage levels 70 to 85 percent.
- Coverage is available at one percent price increments of the federal projected price.
- RPP can provide coverage for second crop acreage insured on the federal crop insurance policy.
- Exclusions include high-risk ground, organic and Following Another Crop (FAC).
- RPP can provide coverage for double crop soybeans in counties without an FAC practice.
- Policyholder may select option to only insure irrigated acres at application time.
- A loss is payable when the revenue to count, including federal crop insurance indemnity payments, is less than the revenue guarantee.
 - Does not require a revenue loss on the federal crop insurance coverage.
 - Sales Closing Date (SCD) varies. Check actuarial documents for the crop insured in your area, or talk to your local RCIS crop insurance agent.

RPP LOSS CALCULATION EXAMPLE - HARVEST PRICE IS LOWER

Corn approved yield: 182 bushels per acre
 Federal crop insurance policy level: 85%
 Federal crop insurance projected price: \$4.00
 Federal crop insurance harvest price: \$3.50
 Harvested production: 150 bushels per acre
 RPP price election (10% of the federal projected price): \$0.40

\$618.80 federal crop insurance revenue guarantee (182 x 85% x \$4.00)
 + \$61.88 RPP revenue guarantee per acre (182 x 85% x \$0.40)
 \$680.68 combined revenue guarantee

\$618.80 federal crop insurance revenue guarantee
 - \$525.00 production to count (harvested production 150 bu x harvest price of \$3.50)
 \$93.80 federal crop insurance indemnity per acre

The example provided at right, is for informational purposes only. Please refer to your policy for coverage terms. Contact your Ray-Carroll crop insurance agent for additional information

\$680.68 combined revenue guarantee
 - \$525.00 production to count
 - \$93.80 federal crop insurance indemnity per acre
\$61.88 RPP indemnity per acre

RPP LOSS CALCULATION EXAMPLE - HARVEST PRICE IS HIGHER (WITHOUT HPO)

Corn approved yield: 182 bushels per acre
 Federal crop insurance policy level: 85%
 Federal crop insurance projected price: \$4.00
 Federal crop insurance harvest price: \$4.50
 Harvested production: 150 bushels per acre
 RPP price election (10% of the federal projected price): \$0.40

federal crop insurance revenue guarantee
 \$618.80 (182 x 85% x \$4.00)
 + \$61.88 RPP revenue guarantee per acre (182 x 85% x \$0.40)
 \$680.68 combined revenue guarantee

revised federal crop insurance revenue guarantee
 \$696.15 (182 x 85% x \$4.50)
 production to count (harvested production of
 - \$675.00 150 bu x harvest price of \$4.50)
 \$21.15 federal crop insurance indemnity per acre

\$696.15 combined revenue guarantee*
 - \$675.00 production to count
 - \$21.15 federal crop insurance indemnity per acre
\$0.00 RPP indemnity per acre

*Without HPO, the final combined revenue guarantee is determined by whichever is GREATER of:
 • revised federal crop insurance revenue guarantee (\$696.15)
 • combined revenue guarantee (\$680.68)

RPP LOSS CALCULATION EXAMPLE - HARVEST PRICE IS HIGHER (WITH HPO)

Corn approved yield: 182 bushels per acre
 Federal crop insurance policy level: 85%
 Federal crop insurance projected price: \$4.00
 Federal crop insurance harvest price: \$4.50
 Harvested production: 150 bushels per acre
 RPP price election (10% of the federal projected price): \$0.40

federal crop insurance revenue guarantee
 \$618.80 (182 x 85% x \$4.00)
 + \$61.88 RPP revenue guarantee per acre (182 x 85% x \$0.40)
 \$680.68 combined revenue guarantee

revised federal crop insurance revenue guarantee
 \$696.15 (182 x 85% x \$4.50)
 production to count (harvested production of
 - \$675.00 150 bu x harvest price of \$4.50)
 \$21.15 federal crop insurance indemnity per acre

\$758.03 combined revenue guarantee*
 - \$675.00 production to count
 - \$21.15 federal crop insurance indemnity per acre
\$61.88 RPP indemnity per acre

*With HPO, the final combined revenue guarantee (\$758.03) is EQUAL TO the revised federal crop insurance revenue guarantee (\$696.15) + the RPP revenue guarantee per acre (\$61.88)

The examples provided at above are for informational purposes only. Please refer to your policy for coverage terms. Contact your Ray-Carroll crop insurance agent for additional information

USDA suspends debt collections, foreclosures and other activities on farm loans due to coronavirus

Due to the national public health emergency caused by coronavirus disease 2019 (COVID-19), the U.S. Department of Agriculture (USDA) announced the temporary suspension of past-due debt collections and foreclosures for distressed borrowers under the Farm Storage Facility Loan and the Direct Farm Loan programs administered by the Farm Service Agency (FSA).

USDA will temporarily suspend non-judicial foreclosures, debt offsets or wage garnishments, and referring foreclosures to the Department of Justice. USDA will work with

the U.S. Attorney's Office to stop judicial foreclosures and evictions on accounts that were previously referred to the Department of Justice. Additionally, USDA has extended deadlines for producers to respond to loan servicing actions, including loan deferral consideration for financially distressed and delinquent borrowers. In addition, for the Guaranteed Loan program, flexibilities have been made available to lenders to assist in servicing their customers.

The announcement by USDA expands previous actions undertaken by the Department to lessen

financial hardship. According to USDA data, more than 12,000 borrowers—approximately 10% of all borrowers—are eligible for the relief announced today. Overall, FSA lends to more than 129,000 farmers, ranchers and producers.

The temporary suspension is in place until further notice and is expected to continue while the national COVID-19 disaster declaration is in place.

FSA encourages producers to contact their county office to discuss these programs.

"Spring Nitrogen," cont. from front cover

responds," Scharf said.

Scharf's 2015 experiments showed an average 45-bushel per acre payback in the four worst fields when rescue nitrogen was applied at tassel stage.

Crop color is the most accurate way to diagnose nitrogen needs, he says. Several tools exist to help corn growers know how much to apply in fields where the nitrogen supply varies, but crop color is the most accurate indicator.

Corn crop sensors can show year-to-year variability. Aerial photos, reflectance sensors and hand-held meters also help. Soil tests are less accurate than assessing crop color.

Spring application, especially in growing corn, comes with risks. Wet weather can hamper application. Scharf recommends that producers have a backup plan for aerial application or other means.

Wheat needs fall nitrogen, but there is some in the soil already. In eight experiments, Scharf did a 40- and 80-pound split application on some plots and a 120-pound spring application on other, nearby plots. There was a 1-bushel yield difference. Delaying nitrogen application to spring is not a problem in wheat, he said.

This may not be the case on sandy soils and when tillers are thin, but neither case is common in Missouri. A single shot pre-jointing seemed to work best in Missouri fields with adequate tillers at green-up. With on-farm field-scale wheat experiments in 2020, shifting N from the green-up stage to the pre-jointing stage (about a month later) netted the farmer 5-10 extra bushels of wheat.

Preside CL® revs up soybean engines for a faster start.

Preside CL® soybean inoculant — powered by Verdesian's Take Off® nitrogen utilization technology — increases nutrient use and efficiency and creates greater yield potential while reducing nutrients from getting into groundwater.

Faster emergence leads to greater yields.

Preside CL improves soybeans' ability to emerge, establish a stand and effectively utilize the increased levels of nitrogen available to the plant. You can see the difference in just one or two days. For growers, that means more than just a better-looking field. It means healthier, more vigorous plants that produce stronger yields.

The science behind Preside CL.

Preside CL uses Take Off technology to accelerate nutrient acquisition and assimilation into the plant. Preside CL offers up to four times more rhizobia (*Bradyrhizobium japonicum*) with multiple strains for more consistency. It provides up to 65% more nodulation and nodule mass to increase nitrogen-fixing capacity spurring faster canopy closure so the plant can capture more light and preserve soil moisture.

Waste less. Treat more. Make more.

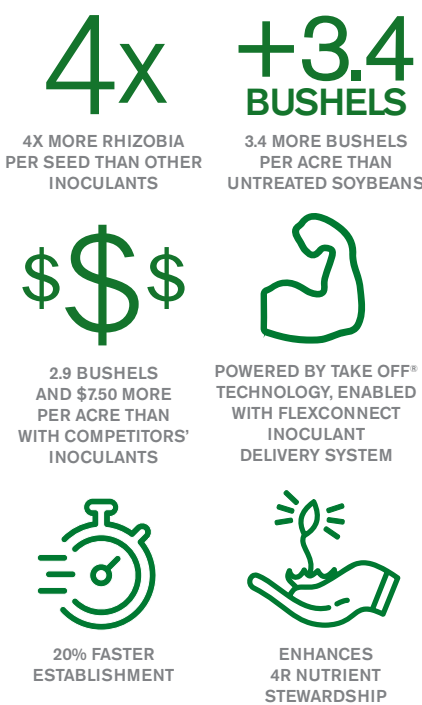
Preside CL, treated via the revolutionary FlexConnect® delivery system, ensures you get the highest quality inoculant with the highest rhizobia per seed for consistently superior performance.



LEFT: Base inoculant. RIGHT: Preside CL. Preside CL results in 20% faster establishment.



LEFT: Base inoculant. RIGHT: Preside CL.



Verdesian Life Sciences makes farming more efficient, more sustainable, and more profitable. Verdesian Life Sciences develops nutrient use efficiency and management technologies to enhance crop uptake, reduce nutrient losses to the environment, and improve yields. As a 4R Nutrient Stewardship Partner, Verdesian is committed to researching and developing environmentally sustainable products.



For more information: vlsci.com | 800.350.4789

Data on file. Important: Always read and follow label use directions. The Nutrient Use Efficiency People is a trademark and FlexConnect, Preside CL and Take Off are registered trademarks of Verdesian Life Sciences. © 2018 Verdesian Life Sciences. All rights reserved. VLS 18.0487



FEBRUARY		MARCH		APRIL	
16th	Ben Turner Norborne	7th	Jill Jennings Richmond	7th	Daryl Borgstadt Corder
26th	Bob Brown Richmond	7th	Clifton Kugler Millwright	7th	Karyn Lammert Richmond
3rd	Chris Rennison Hardin	11th	Johnny Giger Slater	10th	Charlsey Brunscher Carrollton
6th	Nate Moore Millwright	12th	Jerry Shier Mayview	12th	Clint Shackles Slater
6th	Brittany Renfro Richmond				
12th	Sean Kaullen RC Fuels				
14th	Dana Wright Carrollton				
		14th	Mike Barringhaus Slater	14th	Mike Barringhaus Slater
		15th	Christy Miller Hardin	15th	Christy Miller Hardin
		17th	William Soendker Mayview	17th	William Soendker Mayview
		20th	Samara Gant Corder	20th	Samara Gant Corder
		23rd	Paul Harris RC Fuels	23rd	Paul Harris RC Fuels