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HARTMANN FARMS

NEWSLETTER



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HARTMANN FARMS, LLC

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GRAIN MARKETING

MARKET INSIGHT

There has been little relief for grain prices as we have sped through summer.

Since May corn has fallen over 80 cents and beans have tumbled \$1.80. Hedge funds put on a record short, pushing prices down. This was accompanied by August and September's USDA WASDE report which indicates record yields on corn and beans. There will be some crop loss due to initial high moisture, coupled with increasing drought after July 4th, but it won't be enough to over shadow increased production numbers in addition to how much stored grain is still sitting in bins.

Arguably, grain marketing is many farmers least favorite part of production. Each producer has things they love about their job: a love of the land or maybe getting new equipment. Marketing often doesn't make that list, but without a continued profit, farming can quickly become unsustainable. Correct marketing is how profit is achieved. Input costs and market values are always changing which is why knowing your profit margin goal is so vital to financial gains. The goal should never be to price at the top of the market, especially as markets drop off. The goal has been and will continue to be ensuring you are operating at a profitable level that is specific to your production needs.

Current prices may not look the way we all hoped this season, and it can be difficult to make decisions when the number isn't what you're looking for. Having an action plan is far better than having a reaction plan. If current grain prices are not profitable, set some targets. If they are profitable, sell a percentage of production and lock that profit in.

Below is a chart provided by White Commercial that shows correlation between supply of grain, and the respective prices each year. The graph speaks for itself. High supply means lower prices, but it doesn't have to mean lower profits. The staff here at Hartmann Farms is here to take the stress of marketing off of your shoulders. Our priority remains getting you the best price for your production. Should questions arise as harvest begins, whether it's about when to sell, contracting or setting targets, please always reach out to the office.



IMPORTANT NOTICE

HARTMANN FARMS, LLC PARTICIPATES IN WISCONSIN'S AGRICULTURAL PRODUCER SECURITY PROGRAM. IF WE FAIL TO RETURN YOUR GRAIN ON DEMAND, YOU MAY FILE A CLAIM UNDER THIS PROGRAM. THE PROGRAM MAY REIMBURSE YOU FOR THE LOSS OF UP TO \$100,000 WORTH OF GRAIN. FOR MORE INFORMATION, YOU MAY CONTACT THE WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION, 2811 AGRICULTURE DR., P O BOX 8911, MADISON, WI53708-8911, PHONE (608) 224-4998. SECTION ATCP 99.26(2)(A) OF THE WISCONSIN ADMINISTRATIVE CODE – GRAIN WAREHOUSE KEEPER DISCLOSURE TO PRODUCERS. HARTMANN FARMS, LLC PARTICIPATES IN WISCONSIN'S AGRICULTURAL PRODUCER SECURITY PROGRAM. IF WE FAIL TO PAY YOU FOR GRAIN WHEN PAYMENT IS DUE, YOU MAY FILE A CLAIM UNDER THIS PROGRAM. THE PROGRAM MAY REIMBURSE UP TO 80% OF THE FIRST \$60,000 OF YOUR ALLOWED CLAIM, AND UP TO 75% OF ANY ADDITIONAL AMOUNT. FOR MORE INFORMATION, YOU MAY CONTACT THE WISCONSIN DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION, 2811 AGRICULTURE DR., P O BOX 8911, MADISON, WI53708-8911, PHONE (608) 224-4998. SECTION ATCP 99.14(2)(A) OF THE WISCONSIN ADMINISTRATIVE CODE – GRAIN DEALER DISCLOSURE TO PRODUCERS AND PRODUCER AGENTS

HARVEST PLANNING

With harvest upon us, it's the perfect time to plan your harvest order of operations in order to maximize yield potential. The following steps will assist in assessing fields and aid in determining harvest strategy:

1. Evaluate Nitrogen Levels for Next Season.

Given the significant rainfall earlier this season, there is a good chance nitrogen was lost. Observable nitrogen firing may lead to stability issues come harvest. It is important to also keep a record of which fields experienced a loss of nitrogen. These insights can be utilized to re-evaluate programs for the 2025 season.

2. Assess Corn Stalk Integrity and Moisture Content

Cool, cloudy, and wet conditions could lead to stalk rot on farms. Check for stalk rot diseases by performing a pinch or push test. For a pinch test, firmly pinch about 6 inches above the soil; if your fingers touch, the stalks are compromised. The push test will comprise of slowly pushing the stalk from waist-height toward the next row. If the plant does not return to an upright position; and the stalk snaps or breaks, it fails the test. Test these two methods on ten stalks per row on multiple rows throughout the field. Prioritize harvesting fields that have significant breakage (15% failed).

3. Moisture Content and Lodging Potential

Heavy early rains depleted crops of their significant nutrients and disease potential was high. Be prepared to harvest grain at higher moisture levels to prevent lodging. Also watch early maturing hybrids to avoid excessive drying and increased harvest loss from head shatter.

4. Scout for Diseases

Look for corn and soybean diseases; they often overwinter on residue like leaves, stems, and cobs. Fields with continuous corn or minimal tillage are more susceptible. If diseases are present, prioritize harvesting these fields.

5. Observe Weed Levels for Next Season

Assess weed control efforts during harvest and keep detailed records of any escapes. Use these notes when planning for the 2025 crop.

Mother Nature has kept us guessing this year, but utilizing available tools and strategies will help you manage your harvest effectively. Feel free to ask questions before harvest or while preparing and buying inputs for the 2025 cropping season.

CUSTOM HARVEST/TRUCKING

Hartmann Farms prides ourselves on our dedication to putting our customers first. We offer a variety of harvest services including custom harvesting and on farm grain pickup. Please call the office if you need anything scheduled.



*Andy Swanson,
Accounting*

EMPLOYEE SHOWCASE

This summer Hartmann Farms welcomed a new employee to our scale house office. Andy Swanson will be assisting with the books, origination, and various day-to-day operations. Andy graduated from Edgewood College in 2016 with a BS in Accounting and currently lives in Columbus with his wife. Andy brings 3 years of agricultural accounting experience. In his free time, Andy enjoys golfing and fishing. If you see Andy, please introduce yourself and welcome him to our team!

Harvest Lunches

Our hit harvest farm lunches will be returning this fall! Starting back up in October we will be hosting a variety of your favorite local eateries for you to enjoy while delivering grain, picking up checks, or stopping by to ask questions.

HARVEST REMINDER!

HARTMANN'S EMPLOYEES CHECK FOR TREATED GRAIN. PLEASE ENSURE YOU ARE DOING THE SAME BEFORE DELIVERING TO OUR FACILITY.



EVERYONE HAVE A SAFE AND HAPPY HARVEST. WE LOOK FOWARD TO YOUR CONTINUED BUSINESS!

!WARNING!

The
U.S. Food and Drug Administration
and the
U.S. Grain Standards Act allow

ZERO TOLERANCE
for treated seed
occurring in grain.

**Make sure all equipment is
thoroughly cleaned and inspected
before using it for grain.**

WI Department of Agriculture, Trade & Consumer Protection - Division of Agricultural Resource Management
For more information:
www.datcp.state.wi.us

ARM Pub 172.qxp 04/07