

FEBRUARY 2022

# HARTMANN FARMS

## NEWSLETTER



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Due to the ongoing COVID-19 pandemic and with consideration of current health guidelines, we have decided to forgo our annual winter meeting again this year. **Instead, we will be hosting a drive thru lunch on March 3rd. Please see page two for additional details.**

### CONTACT US

<http://www.hartmannfarmsgrain.com>

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 Hartmann Farms, LLC

## CUSTOMER APPRECIATION DRIVE THRU LUNCH THURSDAY, MARCH 3, 2022

- On the menu: Wood BBQ pulled pork, apple bacon beans, and cheesy mashed potatoes.
- Enclosed with this newsletter is a target offer contract - **the first 30 people who bring a completed target offer to the drive-thru will receive a gift!**
- **Please RSVP by February 24th** so we can get an accurate count for lunches.



### CROP CORNER

Success doesn't just happen overnight, so neither should your 2022 farm decisions. Your goal should be to build a plan that will start you off right, protect your investment, and then finish strong. Of course that is easier said than done, even for a typical year. However, this year we will have even more challenges to face. The rise of input cost has certainly caused a bit of a stir, with fertilizer leading the pack at almost double what it was a year ago. Take some time to evaluate your cost of production. It will provide you with valuable insight on how to use the market to your advantage.

As if high prices weren't enough, tight supply and freight issues burden us with difficult farm decisions and upfront input costs. If you haven't done so already, start thinking about your input needs and contact your supplier and/or your Custom Application dealer sooner rather than later. Doing so will allow you to secure products and make sure you receive them in time.



#### Rate & Timing of Nutrients

With high input costs, there's a lot of talk going on about reducing fertilizer rates. Proceed with extreme caution if this has crossed your mind. Limiting your fertility could spell for a disaster in a high production year. Try to strategize different opportunities that could allow you to utilize your fertility more efficiently before making significant changes. Dig out your most recent set of soil samples; they will be key to unlocking valuable insight on how to handle your fertility needs.

- Checking your pH levels. If samples are low, improving the soil with lime can help nutrients become more readily available.
- Run a Maintenance program by replacing the nutrients that were used by the 2021 crop or apply enough fertilizer to reach your 2022 yield goal.
- Apply lower rates more frequently throughout the season to spoon-feed your crop.
- Utilize nutrient stabilizers

### **Keep Weeds at Bay**

In any given year, weeds can certainly be a challenge, and the 2022 season will be no exception. Your goal for this year should be to create a management plan that allows you to start clean and stay clean.

- Minimize crop competition by utilizing multiple modes of action and layer residuals.
- Plant in the right conditions to get the crop off to a quick and uniform start. This will result in a quicker canopy closure and reduce the amount of stress placed on your residuals.

With tight supply, you may be utilizing products that you haven't before. Proceed with caution and make sure to read the label. This coming season, we can't afford to make incorrect applications. Read the label to make sure you check for the following;

- Optimum rates, Correct Nozzles and Proper Adjuvants
- Make sure the products you will be using can be tank-mixed and know the mixing order.
- Planting or Crop Rotation Restrictions

### **Protect Your Investment - Fungicide**

As you finish planning for the 2022 season, take some time to reflect on the previous season. It may have started rough due to the frost, but by tassel and flowering, the crops looked great. That all took a shift when the heat dropped and the humidity rose, giving way to favorable conditions for Tar Spot and White Mold. These two diseases had a significant impact on the crop, ranging from standability issues to large decreases in yield. Due to the high pressure we saw last year, you better believe these two diseases are here to stay. So why not plan to protect your investment? Ensure your crops against the dreaded Tar Spot and White Mold by planning a fungicide application.

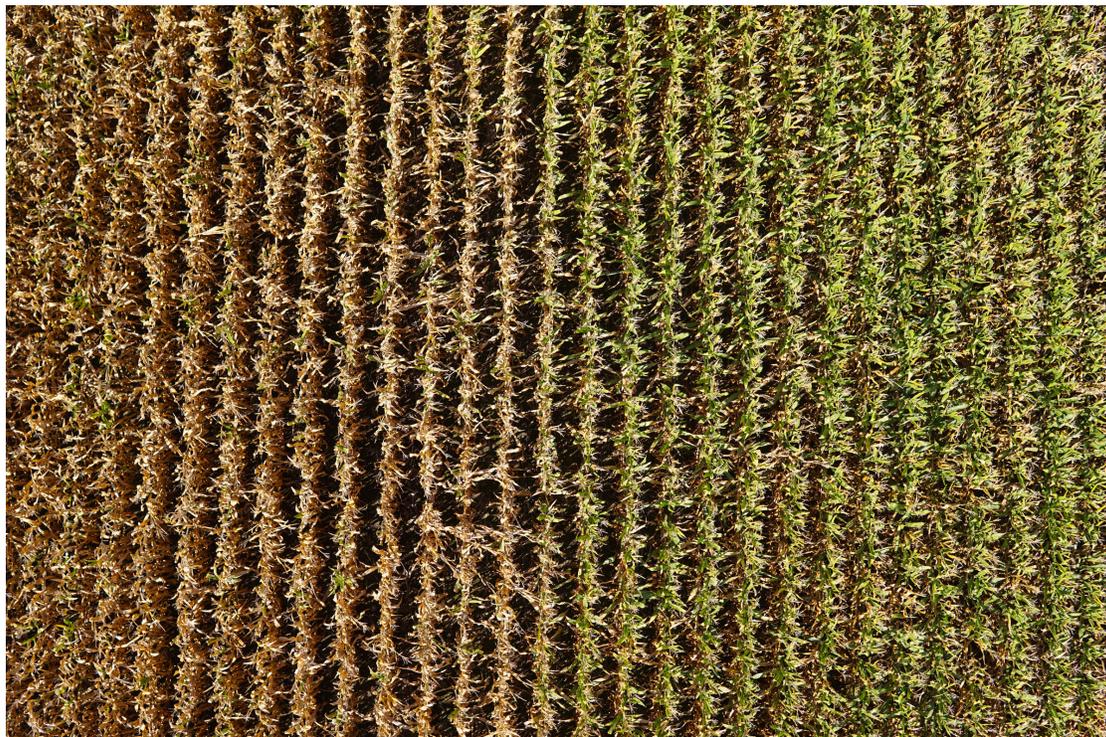
### **How We Can Help**

With a challenging year upon us, Hartmann Farms is here to help. We have an array of custom services available to keep your 2022 season running smoothly from start to finish.

If you have any interest in our spraying services, please contact us right away. This will ensure that we have product available, and that it arrives on time!

**no fungicide**

**fungicide**



\*photo taken 8-15-2021

\*in this field, average bushel per acre difference was 20 bu.

# GRAIN MARKETING UPDATES

- Things to consider:
  - Cost per acre calculation: leads to knowing a breakeven price and helps you set a profit goal.
  - Inputs: having inputs secured increases the accuracy of your cost per acre calculation. Even with higher costs this year, we are seeing that profit is still possible.
  - Market volatility: continue to expect volatility in the commodity markets. South American weather, South American harvest progress, the Russia/Ukraine conflict, and United States weather forecasts are all playing roles in the price fluctuation.
- **We will gladly sit down with you and walk through a custom marketing plan for your farm.** We'll go through cost of production and contract options, and we can get target contracts working right away.

## HARTMANN FARMS APP

A handful of our customers are already using the Hartmann Farms App, powered by Bushel, to keep track of scale tickets, contracts, and keep tabs on their storage totals.

Our goal with the app is to make keeping track of grain marketing information simpler. We truly believe using the app is a benefit to you!

We encourage anyone who is interested to download the app. Call or stop by the scale house; we're happy to help you navigate through the displays and explain certain features you may have questions about.

**\*\*Please note - to register for the app, all that's needed is a mobile phone number. However, this number needs to be on file with Hartmann Farms to link to your account. If you're having trouble getting set up, this may be the issue. Please call and confirm we have your mobile number on file if you're having trouble registering.\*\***



Bushel is continuously updating the features available through their apps with the newest being the ability to assign field names to existing scale tickets. This is a user-only feature, meaning this will not update the scale ticket we see and use in the Hartmann Farms grain software.

At the end of a harvest day (or field), you're able to go into the app, select tickets and add which field it came from (ie "home farm" or "back forty").

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### 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