

SEPTEMBER 2023

HARTMANN FARMS

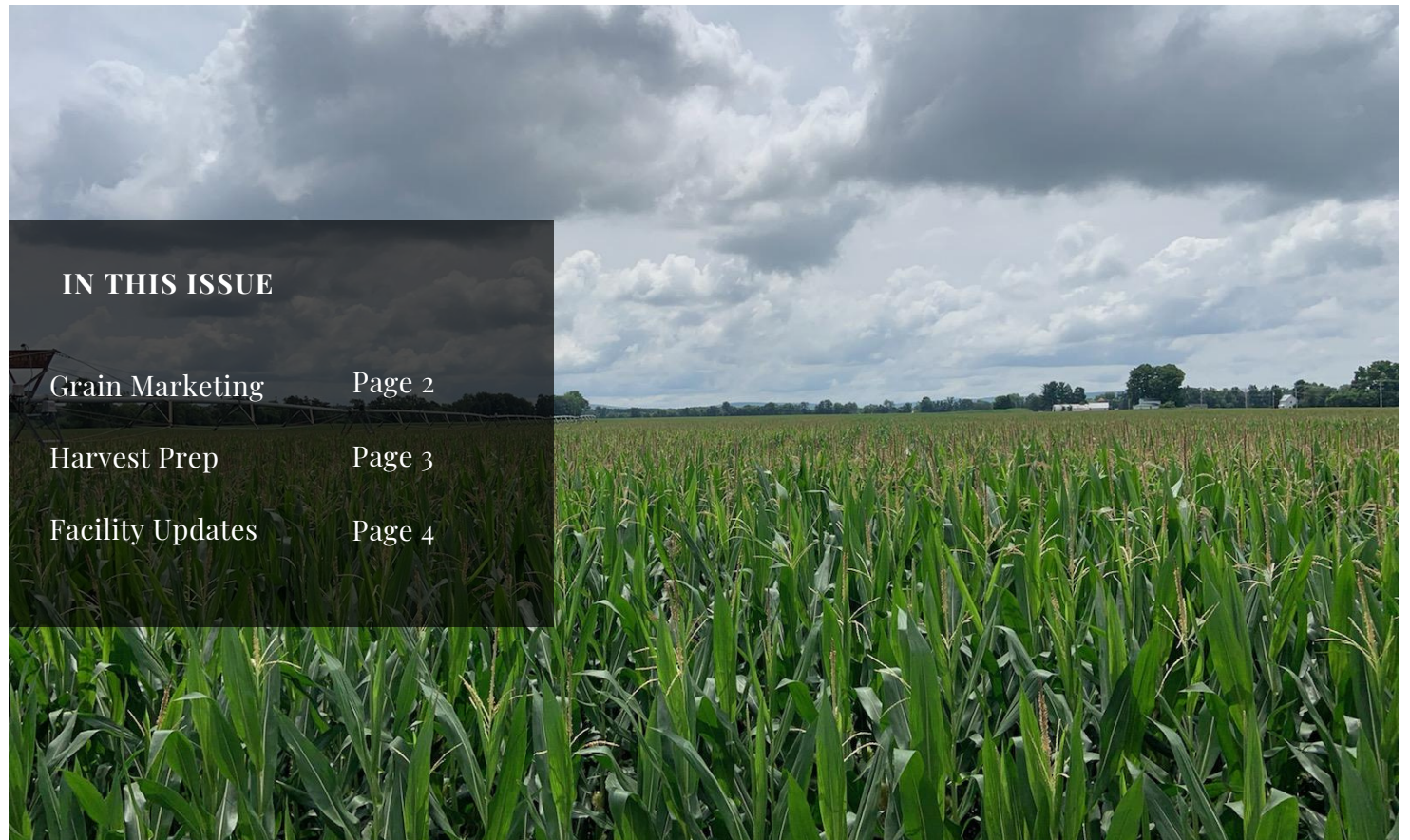
NEWSLETTER

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It feels like everyone just wrapped up planting, but we are now gearing up for harvest. We're optimistic the new grain facility addition will be ready to receive grain this fall, and we look forward to seeing customers again soon!

CONTACT US

<http://www.hartmannfarmsgrain.com>

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Hartmann Farms, LLC

GRAIN MARKETING

In a matter of weeks, your fall crops will mature. There are fewer unknowns than when you began planning for this crop. It is probably a good time to reassess what you do know or can reasonably expect along with what opportunity is still available.

	CORN	BEANS
What is your total cost of production?		
How much have you sold? (bu sold x price)		
What is the difference between total cost and what is sold?		
How many estimated bushels do you have left to sell?		
What would be the income using today's price?		
What would be your total income vs total cost?		
Should you sell more bushels today or put in targets to reach your goals?		

MISCELLANEOUS UPDATES

Need help with harvest, hauling, spreading lime, or tillage? We do all of the above! Give us a call for rates or to get on the schedule.

If you haven't downloaded the [Hartmann Farms Bushel App](#) yet, now is a great time to do so! The app is helpful during harvest to check cash bids, review scale tickets, view settlements, and receive important notifications from Hartmann Farms. If you need assistance getting set up, please call or stop by the office!



TIPS AND TRICKS FOR A SAFE & SUCCESSFUL HARVEST

CROP QUESTIONS?
CONTACT THE OFFICE
AND ASK FOR
DANIELLE

With the 2023 drought still lingering, there is only one question looming over every farmer...what are yields going to look like?

But let's not forget that there are a few key jobs we need to do as we prepare for harvest:

1. Assess Fields Prior To Harvest - Take a walk through your fields prior to jumping in the combine. With the stress that crops have endured this year, beans could have a weaker pod structure, allowing for more shatter loss prior to harvest. In corn, weak roots and stalks could be an issue, so it is a good idea to perform either a push test or pinch test to determine standability.
2. Build a Harvest Plan - Take what you learn from field assessments and put together a harvest plan. Prioritize fields that need to be harvested early due to poor stalk quality, shatter/grain loss or just further along in the drying process.
3. Set Your Combine - There are a lot of factors that can affect how well a combine can harvest a field. Follow combines and check frequently for any changes that may require readjustment. An example would be to narrow up the deck plates to prevent smaller ears from wedging.
4. Don't Change Based On The Drought - 2023 was a tough year for all of us. However, try not make any major decisions or changes to your management practices based solely on this year and/or the data it provides.

Harvest Kickoff Lunch

- October 3, 2023
- Starts at noon
- First come, first served!
- Catering by Wood BBQ



GRAIN ADDITION UPDATES

The new scale is in place, and the bins are up! Plan to check it out on October 3rd after you grab some lunch. Usage of the new setup this fall will be dependent on timing of project completion, so we ask for patience while we get a grasp of how to best utilize the system for better flow through the entire facility. We plan to utilize signage and app notifications to keep customers updated, but please ask if you have questions!



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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