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Spring 2019



Check out the information inside to learn more about Rio Creek Feed Mill's YieldSHIELD & YieldMAXX programs and how they can benefit your farm!

The feed mill & our offices will be closed Monday, May 27th for MEMORIAL DAY
(Depending on weather and work-load, we may be out doing some agronomy work for part of that day.)

♥ As mentioned in our previous newsletter, we are working on a special edition newsletter that pays tribute to Andy. Watch for it this summer. We again would like to thank our valued customers and friends, for the kind thoughts, faithful prayers, and gracious understanding, as we find our footing without him here with us. ♥

During June, receive a FREE ICE CREAM treat or string cheese when you stop in at our Rio Creek or Luxemburg office to make any purchase. June Dairy Month is a great opportunity to thank all dairy farmers, who provide us with great tasting milk, cheese, butter, yogurt, ice cream, and so many other delicious dairy products.

Mark Your Calendars to Support Dairy!

The Kewaunee County Dairy Breakfast on the Farm will be on Sunday, June 16th, at Kinnard Farms, N8200 Tamarack Road, Casco (Lincoln). Breakfast will be served from 8:00am-Noon with a Polka Mass at 7:00am. Spend quality family time enjoying horse and tractor drawn wagon rides, farm tours, a petting zoo, live music, and games! For more information, check out <http://dairypromo.com/kewaunee-county-breakfast-on-the-farm>

The Door County Dairy Breakfast will be served from 6:00am-11:30am on Sunday, July 7th at the NEWAPA (Threshere Grounds) at 5005 County View Road, Sturgeon Bay. There will be great food, live music by Modern Day Drifters, hayrides by Mayberry Carriages, and a petting zoo. Check out www.jacksonport.net/organizations/sevastopol-ffa-alumni-association for more info!

Grain Call Orders & Open Orders

While you're busy in the fields, don't forget that we offer the FREE services of Call Orders and Open Orders to help you track prices for your grain, which could aid in helping you achieve your optimum selling price. Prices often become quite volatile between March 31st and June 30th when various USDA crop-related reports are released, and weather-related concerns often arise. The highest soybean and corn prices have occurred between April and July over the last five

years. To place a Call Order, tell us your target price and we will call to inform you, if it hits. To place an Open Order, tell us your target price and we will contract your grain or sell your grain out of storage for you, if it hits.

Hayley's Helpful Hints

Hayley Doell; Nutrient Management Planning Specialist



Now that the 2019 nutrient management plans have been turned in to the counties, here are some important reminders. First, remember to grab a spring hauling manure sample from your pit if you have liquid manure. If you have solid manure, it isn't required, but it can be helpful to find out the nutrient value of your manure. Also, when hauling manure this year, be sure to fill out where and how much manure was applied to your fields on the hauling log sheet from the county. Tracking the manure accurately helps in planning for next year. After the hauling season is over, make sure to hand in the hauling log and analysis to the county. If you need a manure sample cup or hauling log sheet, stop in at either our Luxemburg or Rio Creek office. Remember samples need to be taken every hauling season, so if you haul in spring, summer, and fall, you need three separate samples. When samples are taken, please freeze them and drop them off at RCFM, so we can send them in to get analyzed. When spreading, be sure to have the correct restriction maps in the cab of your tractor for the correct hauling season. Those maps are found at the end of your 590 Plan, with a map legend that explains the restrictions drawn on the map. Since the new NR151 rule was put into effect, many restrictions have changed. Please read them carefully before going into the field. If you have questions regarding any restrictions or features marked on the maps, please contact Adam, Shaun, or me.

We are again offering a crop scouting program to assist customers in tracking their crop's health during the busiest time of year. The package will consist of 8 visits per field during the season (May - October). A report, summarizing findings, will be made at each visit and emailed or mailed to the client. If any problems are found, the client will be notified by phone to discuss a solution. A trained crop scout or certified crop advisor will check fields for winter wheat and alfalfa winterkill, perform emergence checks, population and stem counts, observe plant growth, scout for pests, diseases, and deficiencies, make corn yield estimates, perform one corn silage moisture test, make herbicide timing application and harvest timing recommendations for all crops. Any requested additional services performed while scouting will be billed at the current rates. The cost of the program is \$8.00 per acre, however, there are up to \$4.00/acre in discounts given for purchasing RCFM products. Give me a call if you'd like more information or if you'd like to participate in the program. ~Hayley

Winter Wheat & Triticale

If you planted **winter wheat** last fall, check your fields to determine the health of your crop. Your crop is more likely to be in jeopardy, if you planted it late and didn't get measurable emergence before it went dormant. We suggest that you apply fertilizer to your wheat and triticale fields to maximize yield and forage tonnage. The nutrients are more beneficial if they are available as soon as possible, while the plants do their tillering (multiplying) as they are coming out of dormancy. We can custom apply it for you with one of our floaters or you can rent a spreader from us to do the job yourself. If your wheat crop fails, the fertilizer you applied won't go to waste. It will reduce or eliminate the need to add nutrients for the next crop you plant. After your crop has been supplied with the nutrients it will need, the next step is to keep it safe. Applications of herbicides to wheat fields should be done in early May. Shepherd's Purse and Field Pennygrass are the most common problem weeds in winter wheat and are much easier to kill when they're young, rather than when they're already blossoming. We will be again be using Huskie and Affinity in our standard wheat herbicide program. This year we are adding Bumper fungicide at no extra charge and at an overall lower total cost than last year. Bumper helps prevent early-season diseases, such as powdery mildew and leaf rust. Huskie has a wide application window, up until the flag leaf stage without causing crop injury. If you have had a White Cockle problem in previous years, please let us know, so we can also add 2,4-D Ester to control it. Liquid nitrogen can be applied with Huskie, though this is not the preferred approach to getting nitrogen on your wheat. It will burn the foliage, but it is better than not applying any "N" at all. An ongoing concern with wheat is Vomitoxin (DON levels). It is a mycotoxin that is caused by the disease Fusarium Head Blight. Plants are generally very susceptible to Fusarium Head Blight if weather conditions are extremely wet throughout the heading out stage. Fusarium Head Blight can be controlled with our **YieldSHIELD - Wheat** program powered by Prosaro. Besides lowering Vomitoxin levels, Prosaro also increases yield and test weight. Participating in the YieldSHIELD program will earn up to a \$0.10/bushel premium in addition to any premiums earned for low VOM levels during harvest! Rio Creek Feed Mill also offers **YieldSHIELD programs for Oats, Oats with Alfalfa, Barley, and Soybeans**. All programs offer a premium per bushel delivered during harvest. If you'd like more information on these programs, give our office a call.





We're taking the "guessing" out of what fertilizer to use on your fields! RCFM's YieldMAXX Program offers balanced fertilizer blends for each crop. We offer the following YieldMAXX blends: Corn Starter Mix, Soybean Mix, Wheat4Fall, Wheat4Spring, HayLand, Small Grains Special, and Beet Mix. Each of these blends are available with or without phosphorus. One of the many benefits of our YieldMAXX blends is the added micronutrients each contain. As always, any combination of dry fertilizer can be custom mixed for your needs. Another offering in the YieldMAXX lineup is our **YieldMAXX Liquid Corn Starter powered by Energize.**

YMLCS is a balanced liquid starter blend that can be used as a pop-up starter to go directly on the seed for corn planters with liquid fertilizer attachments. Not only does it contain a starter amount of N-P-K, but also the micronutrients of Zinc, Iron, Maganese, Copper, Boron, Cobalt, & Molybdenum for "MAXX" yields on your farm! This product can also be foliar applied to soybeans or corn!

VERY IMPORTANT!

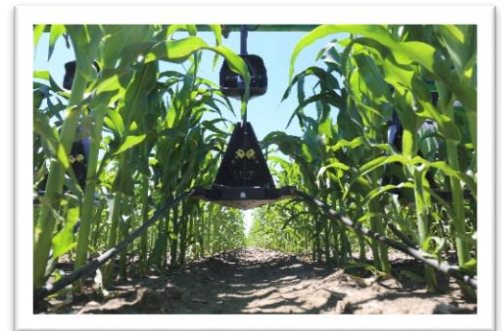
If you've used your gravity wagon or truck to haul any bulk treated soybean or wheat seed, make sure that it is properly washed out and free of any treated seed and/or chemical before loading it with feed or grain! If your contaminated grain is mixed in with other grain, you are responsible for the expense to dispose of all affected grain!

Seed Orders & Returns

The deadline to return unopened eligible seed is **July 1st**. PLEASE return any seed you will not need AS SOON AS YOU CAN, in case somebody else needs it! **If you will need any alfalfa, sorghum, or small grain seeds, please place your order as soon as possible. We don't stock much beyond what we have orders for, and we expect that it will be in short supply, due to the amount of winterkill in our area!!**

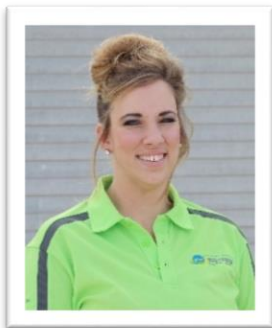
NEW Service Available!

To provide the best available technology to our customers, we are now offering 360 Y-DROP liquid nitrogen applications, which can be done well after other types are no longer an option. Studies have shown that this is the most cost-effective/yield-increasing method of applying liquid nitrogen to corn at the base of the plant, where it acquires most of its nitrogen. As an introductory offer, this new service will be available for the same price as our regular spray applications, though the industry standard price for 360 Y-DROP applications is \$3-\$6 higher per acre. Let us know if you are interested in "More Bushels, Less Nitrogen"!



Stephanie's Nutrition Notes

Stephanie Abts; Dairy Nutritionist



Spring is right around the corner; it sure is a welcome sight. As spring approaches, it's important to do planning which involves deciding your cows' forages and crops for the season. During times with challenging markets, penciling out the best bang for your buck makes a big difference. First and foremost, focus on forage yield and quality. Haylage should be anywhere from 160-180 Relative Feed Quality. Corn Silage varies a little more. The biggest key here is moisture. Bunkers and bags should be 67-70 percent moisture, with stave/cement silos coming in around 63-65 percent. Harvestors need it put up a little drier, with a target moisture of around 55-60 percent. If you would like to discuss varieties of corn silage that best fit your operation, feel free to reach out to me or another Rio Creek Feed Mill team member.

Another point I would like to touch on is grain corn. Some producers have the capability with their land to plant corn for grain. The question is "what is the most economical way to store this valuable crop?" There are many advantages to having either dry corn or high moisture shell corn. Your HMSC is generally a quicker source of starch for the cows with no drying costs. But it can generally be a coarser grind, a higher risk of mold and toxins, and bring a lot of variability to the TMR with the fluctuations of dry matter. Dry corn has a slower starch release but brings a lot of consistency to the TMR with standardized processing and a reduced rate of toxins or molds. How does this pencil out...?

	DRY CORN, Raised & Stored	DRY CORN, Purchased from Mill	HIGH MOISTURE SHELL CORN, on Farm
Milk Response	2.5 pounds of Milk	2.5 pounds of Milk	2.5 pound decrease
Harvest Cost	\$32.10/Acre	-	\$32.10/Acre
Hauling	\$0.122/BU.	-	\$0.11/BU.

Storage at Mill	\$0.18/BU. @ 6 Months	-	-
Drying Cost	\$0.18/BU. From 18%	-	-
Shrink Cost	\$0.17 @ \$3.15 Value	-	\$0.47 @ \$3.15 Value
TOTAL Harvesting & Shrink	\$0.86 Cents/BU.	-	\$0.96 Cents/BU. With Grinding, & Packing Cost
TOTAL Cost to Grow	\$1.51/BU.	-	\$2.47/BU.
TOTAL Input Costs	\$2.37/BU.	\$2.40/BU.	\$2.47/BU.
TOTAL Outcome with Milk Income	\$2.02/BU.	\$2.05/BU.	\$2.82/BU.

As you can see, HMSC has a higher input cost to put up versus dry corn; especially if you feed a yeast/mold binder with it. With shrink, labor, packing, and grinding, dry corn is a better buy in today's milk market. To lessen your variance in corn price, we have contracting options available. To discuss how dry corn can fit your operation, feel free to reach out to us. The summary table above is explained more in depth in a publication you can pick up at the mill.

Lastly, I am always available for an on-site nutrition consultation. Please call the office or me personally to set up a time that works for you! ~Stephanie

Additional Feed Note: Corn gluten feed pellets are a great "corn-stretcher" and "forage-extender", and are especially economically priced right now. Talk to Stephanie about how to best work this into your rations!

Jerry's Jargon

Jerry Barta; Owner & President



Are you ready for the upcoming crop season? April moisture has kept our soils saturated, so unfortunately this spring will not be an early one. Dairy, livestock and grain production have been challenging in recent years, so helping you determine the best plan to get maximum yields with minimum inputs is our agronomists' goal. Utilizing soil test results while writing crop plans, have often resulted in lower recommendations for phosphorus, the most expensive and environmentally concerning fertilizer input.

We start out each planting season with our Luxemburg and Rio Creek fertilizer sheds full, but have to continually refill throughout the season. We have recently been informed that due to the flooding on the Mississippi and Illinois Rivers, virtually all fertilizer barges are docked, and many railroad cars are parked, until the water levels go down. Therefore, local Urea and DAP deliveries during the planting season may be delayed. We have never encountered this situation before. It is more important than ever to order your fertilizer deliveries and applications extra far ahead of time. If you can store any of your dry fertilizer on your farm, we recommend that you get it in stock now, so you have it when you need it!

I'm guessing that my least favorite part of running a business, might also be yours! Managing credit and financing are not fun, but vital. Our lender is putting strict guidelines on the credit that we can extend to our past due customers. **If your balance is 90+ days past due, further credit cannot be extended, without a legally binding agreement.** To avoid a costly delay in planting your crops, an agreement with you and your lender must be in place ahead of time. If you haven't spoken with Allison or me, please call us. Other financing options include: your financial institution, the local FSA/USDA office, or RABO or John Deere Credit programs (we can help you with these options). Their rates are much cheaper than carrying an overdue balance with RCFM. Our terms remain the same (payment is due by the last business day of the next month following date of invoice), which allows basically 30-60 days from the date of invoice to make payment before a finance charge. If you have not returned your updated customer application form, please return it before making your next purchase. We sincerely appreciate your business and look forward to working with you into the future!

Please call in all orders for feed or agronomy products and services as far in advance as possible, so we can be prompt for you and others. We don't want you waiting, and we want to be efficient with our employees' time to limit overtime costs and allow them as much family time as possible, during our busiest time of the year. Just as in the past, we will not be taking in many, if any, grain deliveries during the "spring rush". If you need to haul in grain during that time, please call ahead to make arrangements for the time and location to deliver. Thank you! ~Jerry

Sam's Snapshot

Sam Barta; Project Manager & FSMA Coordinator



Let me start off by introducing myself to those of you that may not know me. I am Sam Barta, the youngest of the four Barta boys. I currently live in the New Franken area and enjoy spending time outdoors with my family and friends, as well as doing a little bit of tinkering on snowmobiles and vehicles. Winter being my favorite season, I really enjoy going up north snowmobiling and riding around here when possible. I grew up working at Rio Creek Feed Mill from a young age and have continued to work part time until becoming full time this January. I graduated from Algoma High School in 2010 and then graduated with an associate degree in Marketing in December of 2012 from NWTC. In January 2013, I began working at Gandrud Dodge as a Sales & Leasing Consultant. I transitioned to the new car manager position in 2017. 2018 was a tough year for our family and the RCFM team, with the passing of my eldest brother, Andy. Our family truly appreciates all the love, prayers, and support that everyone poured out to us. It is truly amazing to see how many great people are out there! Andy's passing leaves a huge hole in our family's hearts and the RCFM team. He will always be greatly missed, and we will make sure that his legacy lives on. I am excited to be here full time and will do my best to work with everyone on filling some of the many roles that Andy held.

I'm currently working with Amanda Barta and the feed mill and office crews to finish up on implementing the newly required feed safety regulations called FSMA (Feed Safety Modernization Act). These regulations assure less risk in the feed industry and safer feed for your animals. While most of the changes are internal (improved tracking of ingredients, new bagging procedures, etc.), you'll notice some changes on your end, as the feed purchaser. The first two changes you'll notice are with bagged feed batches. All bags are now labeled with your name, the date the feed was mixed, and the name of the batch. Since May 1st, anything bagged in the feed mill is being put into new bags, with no exceptions. This new regulation decreases the risk of cross-contamination between batches. We realize that this requires our customers to purchase more bags. Because we are now buying a much larger volume of bags, we are selling them at the lower price of 50¢ per bag, down from 80¢. If you would like your old bags that were stored here, for use around your home or farm, please have them picked up by May 31st. Any left here after that, need to be disposed of. If you have any questions on these changes, please feel free to let me know!

I am also in the process of overseeing the large bin expansion project that should be completed for fall harvest at our Luxemburg plant. We have had to put a large amount of corn on piles in Luxemburg the past three years. This means farmers are harvesting more than ever, which is a great thing. However; there was a large cost for making those piles, covering them, maintaining them, picking them up, and absorbing the extra shrink loss. This also created longer wait times for our valued customers to unload, as we coordinated filling the pile, while not overfilling our bins. The expansion will consist of a 135' diameter x 130' tall bin just to the north of our current largest bins in Luxemburg. This bin will have a capacity of 1,238,696 bushels of grain, which makes it our largest bin, by far. This will allow us to use some of our other bins for a variety of other grain products, as well as using some for feed products, such as canola and corn gluten feed pellets.

Let's hope for a safe spring and a great harvest! ~Sam