



CAPTURE PROFITS BY MANAGING GRAIN STORAGE AT HOME

As farmers collect and analyze 2019 yield data they have the ability to determine a solid breakeven price for the new crop. This information helps to make decisions about selling a few more bushels versus storing grain, especially in situations where cash is needed.

One great way to gain more profit from this crop is to store grain at home. As I write this column in September, the carry from December to July 2020 corn is running close to 30 cents and November to July 2020 in the 50-cent range. The market is trying to tell producers it will pay to store those bushels at home. While no one knows the direction of the market, one dynamic stays consistent: we typically see basis improve from harvest up until summer months.

“One great way to gain more profit from this crop is to store grain at home.”

— Matt Bennett, Channel Grain Marketing Consultant

To capture this carry, a producer may consider selling July corn or soybeans, locking in price levels significantly above what they currently see. Having that price locked in might cause a margin call if the markets rally. However, as basis improves, the producer is able to see the value of their corn increase regardless of what the futures market is doing.

This strategy is quite similar to what most elevators use to maximize return on their storage. I believe those of us who store at home should treat our bins the same way. Any extra money we can generate by managing our bin space most appropriately is money that could be the difference between making money and not breaking even.

Watch for more of Matt's insights about navigating today's commodities marketing in upcoming issues of OnPoint and on Channel Chat.

- Sign up to receive Matt's grain marketing insights—text **JOIN** to **242665**
- Hear Matt's comments about commodity markets, anytime, at ChannelPodcasting.com/OnPoint



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A customer can participate in Prepay Early Cash Discount, John Deere Financing and HarvestPlan Fixed 0% financing programs BUT NOT ON THE SAME UNIT OF SEED/DOLLAR.

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BY DAVE WALLNER
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PRODUCT PLACEMENT YIELDS SUCCESS

HELPING FARMERS MAKE INFORMED DECISIONS USING THE FIELD CHECK UP SERIES

Every day, farmers make big decisions that affect the profitability of their operations. I make a difference for the farmers I work with by helping to identify their challenges and pinpointing solutions to help increase yield potential and profitability. The tools I use to help my customers be successful with Channel products include Field Check Up Series visits recorded with the Climate FieldView™ platform, which are then collected into a Custom Crop Report.

“When farmers are able to make informed decisions, they are more likely to succeed.”

— Dave Wallner, Channel Seedsman

I utilize the knowledge I collect from Field Check Up Series visits to help me place products for top end yield potential. A farmer can buy products from anyone. That's why Channel Seedsmen strive to provide their customers the best service possible.

When I'm doing my Field Check Up Series visits, often my customer is with me so they can see, firsthand, what's going on in their field. But, once you leave the field, it's easy to forget what you saw. The Custom Crop Report provides a history with pictures, pins and observations tracked in the field with Climate FieldView to make sure we address a problem either this season or next. The FieldView platform tells the whole story from planting to harvest, both the good and the bad.

I encourage all of my customers to use the FieldView platform to easily accumulate data and access it in one spot. Customers who share their fields with me provide a bridge to submit feedback and management suggestions. We can analyze data to help reveal what is, and is not, working on a field.

I really enjoy working with my Channel customers. The data and recommendations I provide through the Channel Field Check Up Series gives farmers the information they need to make tough decisions with confidence. When farmers are able to make informed decisions, they are more likely to succeed.

Visit Channel.com/FieldView to learn more about Climate FieldView, digital farming's leading software platform.

Channel Seedsman **Dave Wallner** is featured on **Channel Chat** discussing the advantages of using the Climate FieldView platform. Listen at ChannelPodcasting.com/OnPoint anytime!

CHANNEL SEEDSMEN FOCUS ON PRODUCT PLACEMENT

Being a Channel customer means having a dedicated Channel Seedsman who knows your fields and provides customized product recommendations based on your specific conditions. Here's what some Channel Seedsmen have to say about the importance of product placement.

“Knowing the agronomics and the local data we have about the product that we're placing gives us a full idea of how that product will perform and what to expect at the end of the year.”



Colby Woods, Channel Seedsman
Wahoo, Nebraska

“Products placed to perform' means selecting the best products based on the farmer's challenges. The concerns could be soil type, yield environment, disease pressure, weed management or tillage. We take his criteria and then narrow down the Channel product options to fit his maturity range to find that perfect product to put on that farm.”



Gabe Fiscus, Channel Seedsman
Eagle Grove, Iowa

“I look at the product needs of every one of my customers. We go through their operations, field by field, and develop a plan so the best products are placed to maximize the potential for successful yields.”



Gary Sorenson, Channel Seedsman
Storden, Minnesota

“Channel corn and soybean products respond differently in different environments. I put product recommendations together to increase the yield potential on each individual field on every one of my customers' farms.”



Greg Kleinhans, Channel Seedsman
Burbank, South Dakota

MAXIMIZE SAVINGS AND PERFORMANCE ON YOUR FARM

There's still time to take advantage of financing offers from Channel. The next Early Cash Discount* deadline is December 13 to save an additional 8% on your entire order! Contact your Seedsman to get started. See Channel.com/OnPointFinancing for more information.

