

A Little Bit Country

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Ag Outlook Conference—Wednesday January 26

January 26th, 9:00-12:00, is the date and time for a special Agricultural Outlook Conference scheduled in Williston at the Ernie French Center located on the Williston Research Extension Center. Several members of the North Dakota State University Department of Agribusiness and Applied Economics will present information.

Dwight Aakre and Andy Swenson, both farm management specialists, will discuss input costs and projected crop profitability for 2011. Also, Swenson will discuss farm financial trends and outlook.

Frayne Olson, crops marketing specialist will present his outlook on crop markets and how to manage price risks.

Aakre and Swenson will provide a farm program update on the average Crop Revenue Election and Supplemental Revenue Assistance programs, wheat loan rates and an update on crop insurance for 2011.

The conference will end with an outlook on livestock markets by Tim Petry, NDSU livestock economist.

The conference is being made available to the public at no cost by the NDSU Extension Service.

Greetings:

A quote by J. Paul Getty "To succeed in business, to reach the top, an individual must know all that it is possible about the business."

Today's agriculture requires a lot from its food producers. The information needed to successfully produce a crop today can be overwhelming at times. Changes in knowledge requirements is much like comparing the equipment of yester-year to today's highly electronic, computer driven, hydrolyzed machines.

To help you with decision making for 2011 and beyond, I encourage you to study the enclosed brochure giving details of the 58th Wheat Show agenda. This newsletter also highlights information to be presented by some of the featured speakers.

Agriculture in this area of the state is fortunate to have producers and agri-business folks devote a great deal of time in the development of the Wheat Show agenda and activities. Additionally, the business community makes sure much of the event's activities are made available at minimal expense to those of you who work hard to produce food for this great nation and the world.

The program planning committee hopes that you will find the 58th Wheat Show as a source of new information which will keep you abreast of the ever-changing needs of food production.



P.S. Please note the enclosed brochure announcing the Farm/Ranch Transition and Estate Planning Seminar to be held in Williston.

Klinefelter—Keynote Speaker for Wheat Show

Danny Klinefelter, well known agriculture economist from Texas A&M University, will be the featured speaker during the 58th National Hard Spring Wheat Show scheduled February 7, 8 and 9 at Williston, North Dakota. He will speak on two issues. They are: 1) Twelve Best Management Practices, and 2) Being Prepared to Borrow in a Risk Management Environment.

Dr. Klinefelter is a seasoned Professor and Extension Economist with experience in commercial banking and agriculture production. He is director of the Executive Program for Agriculture Producers (TEPAP) and co-director of the Texas A&M Family Owner-Managed Business Program. In addition, he serves as executive secretary for the Association of Agricultural Production Executives (AAPEX). He is also a member of the board of Ag Texas Farm Credit Service and president of his family's Illinois farm corporation.

In addition to his academic career, Dr. Klinefelter spent ten years in commercial banking and the Farm Credit program. He is author or co-author of eight books and over 400 articles on management and finance. In 2009, the 25th anniversary issue of the Top Producer magazine listed him as one of the 25 people in the world who will have the greatest influence of American agriculture.



Minneapolis Business Development Specialist to Give Market Report

Another priority speaker scheduled for the Wheat Show is Joe Victor, Business Development Specialist with Minneapolis Grain Exchange. Mr. Victor will present a 2011 market outlook for wheat, corn, soybeans and discuss global issues which may impact profitability of agriculture producers.

Mr. Victor was Vice-President at Allendale, one of the largest commodity research advisory firms in mid-America and one of the brokerage firms that develops its own research. While at Allendale he was responsible for conducting research on grains and livestock in order to provide the worldwide data needed to inform and guide their clients. He has experience in conducting historical, statistical, and analytical research in the agriculture industry (grain and livestock) and providing consulting on trading services in agriculture, natural gas and precious metals industries.



Humor and Attitude Part of Wheat Show

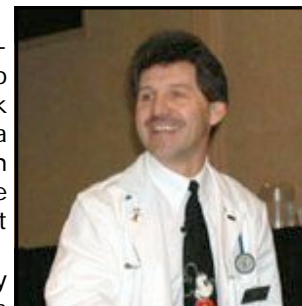


This year's Wheat Show agenda will be more than production and markets. Each of the two noon luncheons will include special speakers who will be entertaining and inspirational.

Speaking during the Tuesday, February 8, luncheon will be Sam Ting, played by Tom Gibson, Bottineau, North Dakota. Sam delights audiences of almost any age with his Norwegian accent and humor. He has appeared in twenty states and two Canadian provinces with a strictly comedic routine. He has been to places from Reno, Nevada to Rochester, New York to Charlotte, North Carolina performing in front of such groups as the American Shooting Sports Foundation, Rocky Mountain Elk Foundation and National Turkey Federation. Sam's specialty is presenting environmental education programs in schools across North Dakota and the region.

The Wednesday, February 9, luncheon coordinated by the Agricultural Committee of the Williston Area Chamber of Commerce will feature Terry Fleck, also known as "The Attitude Doctor". Those of us who attended a similar luncheon back in 2006 saw his enthusiastic presentation. He uses a great deal of humor to deliver a serious underlying message. Terry will help us discover if our attitude is worth catching or if it needs adjustment. His presentation will help us learn how to create an impact on attitudes, diagnose the cause of a negative attitude, clarify goals, get rid of clutter, create new strategies and prevent negative attitudes.

Tickets for both luncheons will be limited to approximately 150 people. Early purchases can be made by calling this office (701) 577-4595 or the Williston Area Chamber of Commerce (701) 577-6000.



Pesticide Certification

Private Applicators—Ag Pest Category (Herbicide, Insecticides, Fungicides)

A meetings for certified private applicators has been scheduled for thos private applicators who need to be recertified, first time applicators or have lapsed certificates as follows:

Tuesday, March 15, 1:00 p.m. - 4:00 p.m., CST, (please note time) Williston, KUMV-TV Farm & Ranch Trade Show

Other Pesticide Certification Trainings:

Ground & Aerial for AgPest, Right-of-Way, Seed Treatment, and Research and Demonstration


Recertification (Commercial Applicators & Dealers) February 10, 8:30-4:00, Williston Research Extension Center;

Fumigation Recertification (private & commercial applicators) February 15, 10:00-2:30, Williams County Courthouse;

Greenhouse, Ornamental and Turf Recertification, March 15, 9:00-4:30, Williams County Courthouse;

Public Health Recertification, May 26, 9:30-4:00, Williams County Courthouse.

2011 Pulse Day Schedule

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- 8:30 am Registration (\$20/person) and coffee
- 9:00 am Pulse Crop Variety & Production Update—*Jeremy Pederson, Area Extension Agronomist and Shana Pederson, NDSU Assistant Pulse Crop Breeder*
- 9:45 am Weeds, Weeds, Weeds—*Brian Jenks, Weed Scientist, NCREC*
- 10:15 am Break - View Exhibits
- 10:45 am Potential Pulse Crop Pest Problems— *Daniel Waldstein, Area Extension Specialist Crop Protection*
- 11:15 am Managing Pulse Crop Root and Foliar Diseases— *Michael Wunsch, Plant Pathologist at the Carrington Research Extension Center*
- Noon Dinner (Sponsored by Northern Pulse Growers) - View Exhibits
- 1:00 pm Enhancing the Power of Rotations With Pulse Crops- *Dr. Dwayne Beck, Research Manager; Dakota Lakes Research Farm*
- 2:00 pm Desiccation Research—*Brian Jenks, Weed Scientist, NCREC*
- 2:20 pm Break - View Exhibits
- 2:40 pm Pulse Crop Industry Update- *Shannon Berndt, Executive Director, or Kaye Effertz, Marketing Director - Northern Pulse Growers Association*
- 3:00 pm Future Pulse Crop Market Potential Based on Human Nutrition and Health—*Dil Thavarajah, assistant professor-pulse quality and human nutrition, NDSU School of Food Systems, Pulse Crop Quality Lab*
- 3:30 pm Production & Handling Issues from a Processor's Standpoint
Brion Norby, United Pulse Trading— Joe Bloms, Viterra
- 4:00 pm Workshop concludes

New Durum—Tioga Available

Durum growers can add a new variety, Tioga, to their list of choices for the coming growing season. A 240 bushel allocation was awarded to the Williams County Agricultural Improvement Association this past spring. The Association's Directors selected three contract growers. Unfortunately some of the 2010 allocation was subjected to the long, wet harvest season, resulting in substandard germination. Thus, total supply of seed is much lower than expected. Larry Berg, Williston, has conditioned his production and he's ready to respond to interested growers. The quality of his seed is good with germination in the higher 80's. Based on a preliminary test this fall, Troy Kupper, Ray, expects the final germination test on his production to be in the high 70's.

Tioga durum was developed by the NDSU Durum Breeding Program and released by the North Dakota Agricultural Experiment Station. It is a result of a cross between the NDSU varieties Plaza and Maier. It has shown excellent yield potential as well as good yield stability across multiple environments. Tioga has the largest kernel size among the predominant grown varieties in North Dakota. Thus, the test weight is very good.

Tioga has been given an overall quality rating of "excellent" by the NDSU Cereal Chemists. This overall quality rating is based on agronomic, milling and spaghetti processing performance. Another feature of Tioga is its good protein content. It has the highest mixograph score and gluten index among NDSU varieties.

This is good news for growers in regions often hit by the FHB disease. The scab tolerance of Tioga is close to that of Divide which is slightly better than Grenora, Alkabo, Lebsock, Mountrail and Pierce. Tioga has a moderate level of resistance to foliar diseases which is similar to Divide and Mountrail.

Although yield tests in northwest North Dakota do not show Tioga as superior yielding when compared to other very high yield varieties, it does offer superior quality and slightly taller stature which may be advantageous during drier years often experienced in western North Dakota.

Seed can be purchased directly from the grower at a statewide price of \$14.60 per bushel as established under seed increase agreements.

NDSU PROJECTED 2011 CROP BUDGETS—NW ND	Spring Wheat	Durum	Field Peas	Lentils
	Per Acre	Per Acre	Per Acre	Per Acre
Market Yield	29	29	30	1270
Market Price	7.00	7.31*	6.30*	0.23
MARKET INCOME	203.00	211.99	189.00	292.10
DIRECT COSTS				
Seed	13.75	15.75	31.5	30.10
Herbicides	20.00	20.00	26.00	33.00*
Fungicides	1.50	1.50	1.50	0.00**
Insecticides	0.00	0.00	0.00**	0.00***
Fertilizer	44.00	44.00	13.76	9.71
Crop Insurance	12.50	13.40	5.70	15.50
Fuel & Lubrication	11.29	11.29	13.61	13.57
Repairs	12.87	12.87	15.08	15.51
Drying	0.00	0.00	0.00	0.00
Miscellaneous	6.50	6.50	8.00	8.00
Operating Interest	<u>3.06</u>	<u>3.13</u>	<u>2.88</u>	<u>3.13</u>
SUM OF LISTED DIRECT COSTS	125.47	128.45	118.02	128.52
INDIRECT (FIXED) COSTS				
Misc. Overhead	5.68	5.68	6.18	6.15
Machinery Depreciation	14.56	14.56	17.58	17.75
Machinery Investment	8.07	8.07	9.68	9.87
Land Taxes	0.00	0.00	0.00	0.00
Land Investment	<u>31.30</u>	<u>31.30</u>	<u>31.30</u>	<u>31.30</u>
SUM OF LISTED INDIRECT COSTS	59.62	59.62	64.74	65.07
SUM OF ALL LISTED COSTS	185.09	188.06	182.76	193.59
RETURN TO LABOR & MANAGEMENT	17.91	23.93	6.24	98.51
LISTED COSTS PER BUDGET UNIT				
Direct Costs	(bu): 4.33	(bu): 4.43	(bu): 3.93	(lb): 0.10
Indirect Costs	2.06	2.06	2.16	0.05
Total Costs	6.38	6.48	6.09	0.15

Wheat Notes:

*Durum price is for milling quality. There is risk of lower quality and price.

** Early season foliar fungicide would cost about \$3-\$4.50 and late season fungicide would cost about \$4-\$14 per acre, plus application. Trials consistently show yield response of 5-10% with early season fungicide, IF wheat planted into residue, and 15-20% with late application IF weather favors disease development.

***wheat midge insecticide would cost about \$6 per acre plus application.

Field Pea Notes:

*Food quality price. Use \$3.50 price estimate for feed quality peas.

Lentil Notes:

*Includes pre-harvest dessicant.

**Fungicide treatment for ascochyta would cost about \$16 plus application.

***Insecticide treatment for cutworms would cost about \$5 per acre plus application (usually tank mixed with herbicide)