

MAX AGRONOMY

Our Goal Is Your Soil Health Success



Preparation!

Friends,

As we start into the harvest season, we realize that most have only a couple things on their minds and that is getting the crop into the bin or piling grounds and keeping equipment in line to do just that. My friends, the landscape in Ag is changing at a blistering pace. And as nervous as that might make you, it also comes with great opportunities. Two areas to keep an eye on

that are not just a fad. Data and soil health. We have been talking data for years now and the value it contains. To be clear, the value of data is what it allows you to do and that is help with decisions. The simplest example historically is test plot data for things such as varieties. The second area, soil health is really multi-faceted. On the one hand we need good soil health for optimum production with sustainability but the other thing is that other people are demanding to know what we as growers are doing about it! This gives it a marketing angle not before seen in the industry.

With that being said, we will be keeping an eye on your data, news on input pricing and supply chain, and planning for the future both immediate and longer term. So, we would like to just make you aware that organizing data is key to realizing the value that it holds. We can help do that if you so desire. The first opportunity you have to go over a spring plan we would like to sit down and discuss that with you as well. If you know what the 2023 crop plan looks like, a quick call to us and we can record it or you can enter it into the AIPro platform. Once there, we can get the spring recommendations ready so you can have information going forward that will allow you to plan and make adjustments early. Budgeting is going to be incredibly important not just this coming year but from now on. I think most have at the very least a fair idea of costs of production per acre for each thing you grow but is it good enough in today's business and banking world? How do you manage those costs for both short-term financial stability and long term sustainability of your business and the possibility of the next generation coming into the farming operation? If you need our input on these matters, with things that fall within our area of expertise, just reach out.

With regards (again), to soil health, you must keep in mind soil physical conditions. Aggregate stability is, I believe, the most important aspect of the overall topic of soil health. Aggregate stability directly impacts the soils' ability to breath and to drain. If you can control that, 90% of your battle is won. Tillage, (or the lack there of) and the use of cover when it makes sense,

will have the greatest impact on aggregate stability. If you want to benchmark that, there is a test for it that we do indeed run.

Continued good luck and stay safe out there.

Referrals Welcome!!

MAX Agronomy is growing, and your referrals are welcome. If you are finding these newsletters informative, please let us know by dropping us a line and sharing it with other growers. If there is a topic you would like see discussed, please drop us a line or email us at jkoenig@MAXAgronomy.com. Thank you for choosing MAX Agronomy.

The Power of Together!



Max Agronomy

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