

Weekly Article

When to Stop Mowing Hay

9-15-20

Hello, my Name is Richard Purdin with OSU Extension, Ag and Natural resource Educator for Adams County. I hope to better inform local producers and the general public of the latest news in the world of Agriculture. Looking at the weather forecast for the next several days chances of an early frost is not likely, but the weather can change fast in southern Ohio. With the day time temperatures forecasted to be in the mid to upper seventies and lows in the mid to upper 50's combined with the shorter day light hours crops will be maturing rapidly and pastures will be growing steady and preparing for winter.

So as the fall season fast approaches many producers are preparing equipment and grain storage facilities for hopefully a bountiful crop. One thing the producer might forget about and easily so is the markets. Two of the busiest times of the year for Market movement is spring and fall. This is also the two times of the year the farmers are super busy and distracted by their chores. Producers need to stay vigilant on marketing their crop. Here in the last week or so the corn and soybean markets have really been active. With todays technology farmers can get an update on your phone when the market moves. This can be a good thing when the arrows are green and going up but when they are red and going down it can be quite depressing especially when you get updates 3-4 times a day! But as producers, we can use this information to track trends and movements in price. As producers/marketers, when can also control the size of our paycheck this fall by being active marketers. Now of course we cannot control everything in the marketing of our crops but here is a list of things that should be considered.

1. Do you know your COP (cost of production)? The goal is to produce a crop for the lowest amount of money and sell it for the highest price possible. But sometimes knowing your COP can dictate if the selling price is high enough or not.
2. Be informed- Todays grain markets and livestock markets are global and constantly changing even while you are asleep! Use Technology such as market apps and websites to stay in the know. 30 years ago, a drought in south America had little effect on the American farmers corn crop but today with Brazil and Argentina being one of the worlds largest corn and soybean producing countries it can have a big effect.
3. Use marketing tools- Forward contracting, hedging, storage, these are all marketing tools that can be used to capture prices that can pay great dividends.

4. Avoid being greedy or getting scared. When the market is tanking be patient and let it correct itself, this is also a good time to know the COP, where is the breakeven point. Greed does not pay, remember making a profit is the goal.

Some other details to go over is

- Farmer Safety-Net program sign up deadline is September 30th This is a program that allows producers to update yield date for the PLC or the ARC program. If you have questions, contact West Union FSA at (937) 544-2033.
- Farm Science Review is Next Week 22-24, it is virtual and **FREE** at <https://fsr.osu.edu>
- The Highland county Soil and water District is taking pre orders for their fish sale and annual Meeting that is going to be held September 19th. The fish will be handed out the day of the meeting from 10am to 1pm Check out our web site (adams.osu.edu) and Facebook page for details, you can also call the Highland county soil and water conservation district at (937) 393-1922.
- Ask the Expert Sessions for the farm science review have been released. Check our web page or go to <https://u.osu.edu/ohioagmanager/2020/09/08/ask-the-expert-sessions-to-be-held-live-during-2020-farm-science-review/> to see the topics up for discussion.

From the Field

In scouting field conditions for Adams County, the following are things I have noticed.

1. Soybeans are maturing more and more each day.
2. Great strides are being made in the Tobacco harvest
3. Corn Silage harvest is in full swing with most corn maturing rapidly
4. New hay seeding being done no-till and conventional tillage.
5. Grasshopper and Stink bug feeding becoming more apparent in soybeans.
6. Squash bug and cucumber beetle having effects on pumpkins development finishing the growing season