

FALL 2023

HOW WE EXECUTE BUSINESS PLANS MATTERS



Sean Slowinski, CEO

Developing a business plan for the year is the first step towards a profitable year. How you execute that plan makes all the difference short-term and

long.

As a cooperative, we depend on the plans we make to fulfill our mission as stated above. Actually providing quality and competitive products and services that create value for our patrons depends on how we execute those plans.

A good example is staffing. As we look ahead, we know we have some long-time employees planning to retire. We also know we will have younger employees leaving, sometimes to farm and at other times, exploring other options. Turnover is part of any business. We plan for filling those positions by establishing attractive pay scales and benefits. We know that without them, we will be unable to execute our plans, and you, our member/owners, will not get the products and services you expect.

Effective planning requires short-term and long-term thinking. In the short term, our operations and grain divisions plan carefully for the harvest rush by estimating potential yields. It is relatively easy to clear out space at our local elevators by consolidating grain at Bisbee. It requires making sales and scheduling trains to haul grain out before and during harvest.

However, when fields yield more than expected and crops mature faster than expected, executing the plan becomes challenging. This is where long-term planning by your board and management team come into play. Long-term investments in storage and handling facilities, as well as rolling stock of semis and long trucks, pay off.

Encouraging a wide range of staff to get commercial driver's licenses (CDL) has expanded the pool of available truck drivers. Office workers and agronomy center employees climb behind the wheel to help keep the plan on track and space available at local elevators.

With harvest still underway, we will see how well our long- and short-term planning succeed. It is a real challenge when more grain can come in a single day than a 120-car train can haul away. However, our entire staff is dedicated to executing those plans as well as we can.

The importance of planning and executing the plan was evident this past spring. Our agronomy division developed a plan to ensure adequate fertilizer supplies going into the planting season. We worked with you, our member/owners, to determine that demand. We placed orders based on bookings and prepaids and gave ourselves a 4,000-ton buffer.

Unfortunately, a fluctuating fertilizer market encouraged some growers to hold back on placing orders. They didn't execute their plan. Prices appeared to peak in January and fell until March.

When fertilizer prices exploded upwards, late orders began to come in. We found ourselves short by 4,000 to 5,000 tons. Those member/owners executing their plans late found themselves paying premium prices.

Our agronomy department went into overdrive as demand rose. To make things worse, an expected trainload of fertilizer was late to arrive. To cover the shortfall, staff called other co-ops around the state to source needed supplies. If we were short of phosphorus and they were short of urea, we would trade. If they had extra product, they loaned it with a promise from us to pay it back.

CDL holders who normally didn't drive truck, as well as truck drivers from other divisions, hit the road to retrieve the fertilizer that had been secured. It made for long days, but everyone pitched in to get the job done.

We made our plan, but it was how we executed it that mattered. As a result, we met your input needs. It wasn't easy, and in some cases the end product may not have been the member/owner's first preference. And latecomers to the market paid a significantly higher price. The experience put a spotlight on how important it is for you, our member/owners, to share your plans with us and keep us updated on revisions. You may plan for so many tons of urea or other products, but if you don't share that with us, we may not have it. How you execute your business plan matters to you and to us.

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The experience also highlighted the best aspects of being an independent, locally owned cooperative. When we went looking for needed supplies, it was other independent cooperatives who responded positively.

Farmers are known for pitching in to help a neighbor they might otherwise compete with for land. We have long competed with CenDak, Fessenden (recent merger partners) and Valley United cooperatives. However, when we needed their help, they were there for us, as they know we would be there for them.

Unfortunately, I can't say the same for the large regional co-op facilities in



When a trainload of fertilizer didn't arrive on time, it was other independent cooperatives that came through.

the state. While we are one of their member/owners and a customer, their doors were closed when we needed them. They chose to execute their business plan to their benefit and ignore needs.

That decision is one we all wrestle with.

Do we support our local stores or go online? In the case of Legacy Cooperative,

the local elevators, energy department and agronomy centers get the business or do member/owners go looking for a better deal in the short term.

Providing tires, hardware and parts for sprayers are services we know our member/owners need and appreciate.

However, they contribute little, if anything, to our bottom line. It is the agronomy and energy products and grain elevator services that contribute to our net income. They pay salaries, make investments in facilities and equipment possible and produce patronage paid out at year's end.

By going elsewhere to execute the cropping year's business plan, the availability of those other services is endangered. Potential patronage is reduced.

Member/owners need to ask themselves, "How does saving 50¢ on a gallon of glyphosate or making a dime on a bushel of wheat balance off against keeping those services available?"

In the same way, we hope that large regional co-op asks itself why we should be loyal to them. How business plans are executed really does matter!

VIEW FROM THE BOARD



Bradyn Henderson

Harvest is a challenge this year, but then, isn't it always? It is for us on our farm, and it certainly is for Legacy Cooperative.

As a board member, I see a lot of parallels between the farm and the cooperative. One of them is the value in doing business locally.

It is always tempting to look for a deal, to save some money. That can come at a cost. If we buy from the local dealer, they will be there when we need service.

If we need parts, we won't have to drive 100 miles or more to get them, and if it's the wrong part, reorder and make the drive again, or ship it back and hope the next one is the right one. We can talk

to the parts person face to face and get problems resolved.

The same holds true for Legacy Cooperative. When we do business with the local agronomy center or elevator, we trust they are there to help us. It is a trust co-op management and staff earn every spring and fall.

At harvest they earn it by efficiently handling and storing our grain. As the speed we can harvest continues to increase, we have come to expect they will. Sometimes we member/owners take the fact that they do for granted.

It didn't just happen. In years past, the co-op made a plan to upgrade storage and handling. That paid off this year. Wheat came in as fast and in greater volume than expected. Harvesting started earlier than expected on other crops also.

Meeting those expectations is as important to the cooperative as it is to

member/owners. If Legacy Cooperative can't take the crop in fast enough, the farmer may build bins. If it is sitting in farm bins, the farmer may decide to shop around for an extra 10 to 20 cents per bushel. Like saving money on parts or equipment by not buying local, there is a trade off to be considered. And it's not just added fuel costs.

That lost business can affect the ability of the co-op to offer tires, parts and hardware supplies and maintain convenience stores. The upgraded fuel service at Rock Lake didn't make financial sense, but it was important to member/owners.

Without a co-op committed to the area, how far would we drive for these services? Not having to truck wheat to distant elevators all winter means more time with the family so we can catch the kids' games and events. That has a value too.

MANAGE RISK AND MAXIMIZE YIELDS WITH LEGACY COOPERATIVE AGRONOMY

Legacy Cooperative member/owners benefitted by following their agronomist's recommendations this year, starting with pre-ordering fertilizer this past winter. Those who did managed their risk of higher prices and availability. Those who didn't ended up paying a premium.

"Last spring we had to really scramble to supply fertilizer to those who delayed ordering," says Joe Kremer, Legacy Cooperative Agronomy Manager. "We accomplished it with extra man-hours, but it got really expensive, as fertilizer was going to the highest bidder."

A similar scenario is unfolding for member/owners who skipped applying a pre-emerge herbicide program in their soybeans this past spring. Those who followed their agronomist's recommendations saw positive results.

"The pre-emerges that went on worked for the most part," he says. "Where they weren't applied, weed control was harder than it should have been and often came at an added cost."

Kremer points to herbicide resistant kochia and other weeds as an example of what happens when pre-emerge herbicide application is bypassed.

"Kochia continues to be a problem, though we have been making headway on controlling it," says Kremer. "However, if corners are cut like they were this spring, it is right back."

He points out that one of the main reasons for using pre-emerges is to manage future herbicide resistance. "If we had used them in the past, we would have preserved some dependable weed control products that are no longer effective," he says.

Dry weather once justified passing on

fungicide applications, but that is no longer the case, notes Kremer. "Fungicides have proven their value regardless of the weather," he says. "In fact, it may be more important to apply fungicides in dry conditions than in wet. It is all about plant health."

Kremer is hearing from member/owners who saw benefits in their soybeans when they had applied a starter fertilizer. "They tell me the beans held on longer and look better than beans across the road where no starter fertilizers were used," he says. "We are seeing similar results in wheat with fungicides. We have aerial photos that clearly show the benefits in side-by-side fields."

As with spring applied fertilizer, member/owners who pre-ordered fertilizer for fall application appear to be ahead of the game. "Fertilizer will be extremely tight this fall if we get rain across the Midwest," says Kremer. "The urea market really jumped a month ago and then settled back, but it is really tight this fall."

"Anhydrous supplies tightened up this summer, and we did a lot of contracts," he adds. "Anhydrous prices are getting substantially higher as we move into fall."

As was the case last year, fall contracts for anhydrous ammonia expire December 1st. "If we can get nitrogen on this fall, it could be a real cost savings over spring," says Kremer.

Legacy Cooperative is as ready for the fall rush as it can be, suggests Kremer. That is true of product and application equipment.



The right side of this field was treated with Prosaro Pro and produced 8.8 bushels more per acre. The \$20 per acre investment produced a return of \$63 per acre.

"We can only guess so close on what the demand will be," he says. "The better our member/owners plan and share those plans with us, the better we can prepare."

When it comes to application equipment, the cooperative has likely never been better prepared. "Our floaters, sprayers and tenders did a great job last spring, but we did have a couple big breakdowns near the end," says Kremer. "As a result, we are making some major upgrades. We traded off all our floaters for seven new John Deere floaters and three new sprayers."

LEGACY COOPERATIVE MANAGES HARVEST CHAOS...AGAIN

Harvest came in a rush this year with better wheat yields than expected. The canola harvest started before wheat was finished and soybeans well before they were expected. It has been chaos at the elevators, according to Legacy Cooperative Grain Merchandiser Brooks Larson.

However, it has been well-managed chaos, thanks to investments made in storage and handling, equipment and people.

"Harvest is a challenge every year," says Larson. "We plan based on what we have done in the past, make educated guesses and then adapt. It is a different crop every year."

This year the educated guess suggested a need for fewer sales and therefore fewer trains reserved due to the drought. "Most were pretty pessimistic on the crop, and we didn't know how much freight to book," says Larson. "When we heard how big the crop was, we had to make some last-minute sales."

Making those sales and getting in extra trains helped with space issues, adds Larson. However, even trains every few days is barely enough to keep space open.

"We are at the mercy of the railroad, and a train every three to five days is about the best we can do," he says. "Loading out 420,000 bushels of wheat in a train seems impressive, until you consider we were taking in from 500,000 to 550,000 bushels of wheat company-wide each day at the peak of harvest."

Higher than normal moisture in wheat coming off the field further complicated the harvest. "We had 15 to 18 percent moisture on wheat delivered to the elevators through the majority of harvest," says Larson. "It is tough to keep high moisture wheat segregated and getting it dried takes a lot of time

and dedication. Hats off to Legacy Cooperative Operations Manager David Berginski and his crew. They kept the dryers going day and night."

Adding to the chaos is that it was a tough market to sell into. A larger than projected winter wheat crop and a bigger spring wheat crop than anyone expected drove down markets. Regular rains in the western part of North Dakota boosted wheat yields in that region, adding to market pressure.

"Sales made in advance were better than those closer to harvest," he says. "Buyers were looking for 14 percent protein, and there wasn't much of it coming in. Western North Dakota had high yields, but had a lot of 12 percent protein instead of their usual 15 percent."

As a result, he notes, the protein spreads in the market really widened out. What started at \$.02 each 1/5 up and \$.03 each 1/5 down moved to \$.06 each 1/5 up and \$.06 each 1/5 down as harvest progressed and protein levels were realized.

"Protein scales haven't been that aggressive in recent years, and many growers have shifted to higher yielding wheat versus higher protein wheat varieties," says Larson. "The market changed this year." The areas in Legacy Cooperative's trade territory with the least rain did end up with some higher protein. However, the majority of the wheat harvested came in around 13 percent.

"It makes it more of a challenge to sell now as it is a bit of a shock to the market, but in time buyers will adapt to the quality of the wheat that's out there, and we will have more opportunities to sell some lower protein trains," says Larson.

Russia canceling the grain marketing agreement with Ukraine has not had the

expected impact on the world market. Primarily, this is due to other countries producing enough to make up for the shortfalls in Ukraine. Russia continues to produce record amounts of wheat and export it at much cheaper values than those of the US.

"Their prices are the lowest in the world, and they seem to have an endless supply of wheat," says Larson. "However, there is still a chance something significant could happen over there that might stir this market up in a hurry."

Soybeans are a different story from wheat, suggests Larson. The big crop in Brazil delayed purchases by China, raising demand concerns in the market. China finally showed up to buy some US soybeans recently, calming some of those concerns.

"The Chinese are back buying, with more export sales announced every morning the last week of August," says Larson. "At the same time, concerns about yields in the southern U.S. due to hot, dry weather have caused the market to rally."

A carryout of only 240 million bushels is expected to get even tighter. Lower projected yields overall, as well as less overall acres compared to prior years, is combining to support prices at harvest.

In contrast to soybeans, corn has a large carryout due to an increase in acres this year as well as poor export sales. While soybeans are holding steady with some rallies, Larson notes that the corn market was off several dollars by the end of August.

"Markets can change and change quickly," notes Larson. "It is always important to have a marketing plan in place that can take advantage of opportunities. We have tools to help with it."

HANDLING HARVEST BEGINS WITH A PLAN DESIGNED TO FLEX

The plan was in place, with local elevators nearly empty of wheat, soybeans and canola. The Bisbee terminal was in good shape with trains scheduled. Significant investments made in recent years to storage and handling provide capacity for 4.2 million bushels. Then the yields began coming in, and the plan began to flex.

"Everyone tends to underestimate the size of the crop, so we always over plan," says David Berginski, Legacy Cooperative Operations Manager.

This year they didn't over plan enough. "We planned for what space we thought would be needed, where we would move grain and the people needed to be in place to move it," recalls Berginski. "Our goal, as always, is to have space at our satellite elevators for our member/owners' grain."

By the end of August, things weren't going exactly by plan. Heavier than expected wheat yields were streaming through the door.

"By the 30th of August, we had 2 million bushels of storage at Bisbee dedicated to wheat," says Berginski. "Company-wide, the day before we had dumped almost half a million bushels in a day, with a quarter million bushels coming into Bisbee alone from farms and local elevators."

With Bisbee nearly full, the decision was made to pull the drivers off the road and wait for a scheduled train to arrive on September 1st. Additional trains had been added to the plan. Four were scheduled for the first two weeks of September, but only three had been confirmed. Another was scheduled for later in September.



When trains arrive, loading crews have to swing into action, whether morning, noon or night, weekday or weekend. Shuttle trains have to be loaded and ready to leave within a specified period of time or extra costs will be incurred.

"The railroad has gotten better, but it is still a struggle," says Berginski. "We end up with lots of weekend trains and after-hours stuff. It requires more planning on our part to have enough people in place."

Berginski is relieved that operations is fully staffed and employees understand that trains need to be loaded. However, having a crew to load a train after hours puts a strain on daytime operations, and they can be enough in themselves. That is especially true this year when the grain dryer at Bisbee has been running 24/7.

Berginski has seven full-time drivers ready to move grain from locations as they fill up. If needed, additional commercial driver's license holders may be drafted to get behind the wheel.

"The plan is to distribute drivers and their trucks to all locations taking grain in," he says. "However, the local elevator managers let us know what their needs

are, and we react accordingly."

That may mean adding drivers to shuttle grain from a nearly full location to Bisbee. If Bisbee is filling up, the grain may go to another elevator that has space before moving it on to Bisbee.

When things get hectic, communication between Legacy Cooperative member/owners and their local elevator becomes more important than ever. Berginski emphasizes that if the local elevator knows wheat or beans will be hauled in, they can plan better to handle it.

"It is ideal if member/owners keep us in the loop as to what their plans are," says Berginski. "We try to accommodate them as best we can. We can't save space for one particular person, but we can try to help, such as staying open a little later than usual."

Berginski knows that good communication is the co-op's responsibility also. "We try to let our member/owners know what is going on at the local elevator and at Bisbee," he says. "If it is possible we will be full in the afternoon, we let them know that they should call ahead by a certain time or start setting up their own bins and augers."

The co-op uses social media as well as texting in the communications effort. "We normally put the terminal's status on our Facebook page and also use our bid-texting service to push out when we are filling up," says Berginski. "We can use it for other locations also. We try to get the word out via several different platforms. We recognize that it takes two to dance."

DIESEL FUEL SUPPLIES REMAIN TIGHT AND AT RISK OF HURRICANES

Diesel fuel supplies remain tighter than normal heading into fall due to extensive maintenance at the Laurel, Mont., CHS refinery. That and potential shortfalls in the near term are all reasons for Legacy Cooperative member/owners to stock up on their diesel fuel, according to John Lovcik, Legacy Cooperative Energy Manager. Given the tight supplies, communicating needs with the co-op is more vital than ever.

"Make sure to plan ahead for ordering fuel," says Lovcik. "Give us a day or two notice to top off your tanks. Because of the shutdown, we've been playing catch up all summer."

He explains that every five years the Laurel Refinery shuts down for a major round of technical tune-ups and upgrades involving thousands of employees and contractors.

"The effort, known in the industry as a turnaround, is vital for safety and dependable operation," says Lovcik. "However, for customers like us, it meant finding other sources during the shutdown and as the refinery came back online."

The situation was made worse as fluctuating oil prices on the world market affected the price of fuel coming out of refineries and later at the pump. As a result, everyone from refiners to distributors and retailers tried to stay a little ahead of demand with limited product in storage, just as Legacy Cooperative member/owners do.

"The oil market had looked weak, but then it turned into a bull market due to OPEC and other factors," says Lovcik.



Diesel supplies in the region are still recovering from the "every five year" shutdown of the CHS refinery at Laurel, Mont. Should a hurricane force a shutdown of Gulf Coast refineries, supplies will tighten once more.

"Many of our member/owners have hung back, waiting to see if prices would fall again and ordering smaller amounts. That is fine, but it is important to have what you need on hand. If supplies tighten up further, the price will go up."

Adding to the risk is an active hurricane season with the potential for more supply problems. Aside from the Minot distribution point for the Laurel Refinery, the region depends on supply points in Fargo and Grand Forks, explains Lovcik.

"They are on the Magellan pipeline, which gets its supply from refineries in the southern US," he says. "If one of those refineries gets hit by a hurricane, it has a ripple effect. Fargo and Grand Forks will start pulling from Minot."

Compared to diesel fuel, propane supplies are in good shape, reports Lovcik. "Our \$1.50 prepay winter contract price is down 50 cents per gallon from last year," he says. "Supplies look much better than last year, and the five-year

average is up pretty good from last year. We aren't anticipating a heavy drying season, so supplies and prices look pretty stable."

Leak checks of Legacy Cooperative member/owners' propane systems are continuing. The periodic checks are important for system safety.

"We may call to schedule an appointment if a delivery driver notices an out-of-date regulator or if we don't have a leak check on file," says Lovcik.

Food items are not in short supply at Legacy Cooperative C-Stores, notes Lovcik. "Cando, Rolla and Dunseith have the broadest options of hot, fresh food, ready to go," he says. "Call ahead to order or use the Hunt Brothers App to order pizza at Rolla and Cando. Rock Lake has sandwiches and hot dogs, and all the stores have snacks."

Lovcik reports that all the stores enjoyed steady business this summer, although staffing remains an issue. He adds that the back-to-school tire sale got a good response as member/owners took advantage of sale prices. "We have a good supply of implement and farm equipment tires on hand for the fall season," he says. The new staff at the tire shop are trained in and ready to go with on-farm service."



Work continues on the new C-Store (left) at Rolla. While there are the usual setbacks, as with any construction project, it remains on track. Plans are for it to be open for business early next year. Visit www.legacycooperative.com for a virtual walk through of the interior (above).

SAFETY FIRST WHEN IT COMES TO ANHYDROUS AMMONIA AND YOU

Anhydrous ammonia (NH₃) is a valuable tool for Legacy Cooperative member/owners. However, like many tools, it is essential that it be handled properly, warns Val Christensen, Legacy Cooperative Safety Director.

"Handled carelessly or with damaged or malfunctioning equipment, it is a deadly hazard to operators and those around them," says Christensen.

This was driven home earlier this year with the injury and resulting death of a 64-year-old, North Dakota farmer. Investigators believe he was walking away from his anhydrous ammonia tank as it exploded.

A neighbor eventually found him at the scene. Emergency responders rushed him to an area hospital. Later, he was transported to Regions Burn Center in St. Paul, where he passed away a few weeks later.

Several problems were identified by investigators. The pressure relief valve on the tank had expired. The rain cap had been missing long enough for the insides of the relief valve to become corroded.

"If the pressure relief valve had been replaced prior to filling or if the nurse tank had not been filled due to the condition of the relief valve, this tragic death would have been avoided," says Christensen. "To prevent tragedies like this from impacting us and our communities, Legacy Cooperative will start inspecting each member/owner's anhydrous ammonia nurse tank prior to filling."

The North Dakota Department of



Had the anhydrous ammonia tank (above) been inspected per the Nurse Tank Inspection checklist (right) it might not have exploded, resulting in the death of a North Dakota farmer.

Agriculture's Anhydrous Ammonia Nurse Tank Inspection Checklist will be used for the first inspection of the NH₃ season. If a serious safety hazard is identified, the nurse tank will not be filled until the problem has been corrected, advises Christensen.

Key points from the 32-point check list (found at www.ndda.nd.gov/sites/www/files/documents/files/SFN59727NH3Checklist.pdf also linked on our website at www.legacy-cooperative.com/safety) include:

Check the pressure relief valve to ensure the pressure relief valve is not expired and that the rain cap is on.

Check the five-gallon water container to make sure it is full and fill if needed. Ensure side by sides, doubles or twins have a five-gallon water container on each tank or one 10-gallon water container on the front, reachable from both sides.

Check the safety kit required on each carriage and trailer and ensure it contains gloves and goggles.

"At Legacy Cooperative, we take safety seriously," says Christensen. "It is our first core value. Our commitment to safety is a mindset. By always being aware of best practices and executing them, we demonstrate the highest level of concern for employees and member/owners."

ANHYDROUS AMMONIA NURSE TANK INSPECTION CHECKLIST		Percent Full	
NORTH DAKOTA DEPARTMENT OF AGRICULTURE PESTICIDE AND FERTILIZER DIVISION SFN 59727 (10-2015)			
YES	NO		
		1) Tank is ASME Code constructed	Gallon Size:
		2) Tank is Nation Board registered (if built after 1987)	NB Number:
		3) Data plate is readable and not painted over or obscured	Serial Number:
		4) Post-construction welding on seams and nozzles	Location:
		5) Safety valve is date current and in good condition	Replace Date:
		6) Safety valve rain cap is in place	
		7) Transfer hose is date current and in good condition	Replace Date:
		8) "ACME" type fitting used to secure the transfer hose	
		9) Paint is in satisfactory condition (not more than 10% of surface is rusted or missing paint)	
		10) Slow moving vehicle emblem is in place where required	
		11) "INHALATION HAZARD" decals in place on each side	
		12) "1005" DOT decals in place on sides and heads	
		13) "ANHYDROUS AMMONIA" decals in place on sides and heads	
		14) Legible transfer and safety decals in place	
		15) Nurse tank is numbered and identified with name and contact information	Tank Number:
		16) Protective gloves and 287 rated goggles in a container	
		17) Five gallons of clean water available in a container	
		18) Water container hose in serviceable condition	
		19) 0-400 psi pressure gauge in operable condition	
		20) 85% fixed liquid level gauge in serviceable condition	
		21) Float liquid level gauge in serviceable condition	
		22) Hydrostatic relief valve on liquid withdrawal valve set 350-400 psi and date current	Replace Date:
		23) Protective caps in place for liquid and vapor valves	
		24) Excessive flow valves on liquid and vapor connections	
		25) Tires in serviceable condition with at least 2/32" of tread	
		26) Safety chains and hooks (2) in good condition; hitch pins OK	
		27) Wagon tongue and undercarriage in good repair	
		28) Pressure vessel and pressure parts are leak free	
		29) Fittings protected from physical damage (i.e., rollover) with approved roll cage	
		30) Tank to carriage attaching bolts are adequate and tight	
		31) Any dents on tank surface (photo requested)	
		32) Date current and properly installed break-away (if applicable)	
Comments			
Inspector Signature		Tank Owner Name	Date of Inspection
Address, City, State, and ZIP Code		Telephone Number	

"Safety comes before all other concerns," he adds. "Legacy Cooperative will never sacrifice safety for any reason. Production concerns, time limitations or unexpected problems never justify unsafe or unhealthy procedures. Legacy Cooperative is actively involved in improving safety and health concerns in the lives of our communities."



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NEW HERBICIDE TRAIT BOOSTING YIELDS IN SOYBEANS

The introduction of XtendFlex to major soybean seed lines, including Croplan, Asgrow, NK and Proseed, is upending traditional expectations. The new triple-stack soybeans are tolerant to dicamba, glyphosate and glufosinate herbicides.

"Usually, the first generation with a new trait platform has lower yields and takes a while to build back up," says Brandt Lemer, Legacy Cooperative Seed Manager. "That is not the case with XtendFlex. Last fall it significantly outperformed regular Xtend varieties across the northern half of North Dakota from east to west."

Lemer is looking forward to seeing the results of 2023 trials and how drought tolerant the new platform is. He expects



New triple-stack XtendFlex soybean varieties are outperforming regular Xtend varieties.

results by mid-October, if not earlier.

"Last year we had ample rainfall," notes Lemer. "This year may be different."

What is certain is that there will be a

large turnover in numbered soybean varieties. In fact, the major difference is the additional herbicide tolerance.

"A lot of old varieties will no longer be available," says Lemer. "However, the new ones have updated and improved genetics."

While there are no big changes coming in canola, Lemer does expect to see more new varieties in Certified Seed Only (CSO) wheat from Croplan and WestBred.

"We are selling more CSO wheat seed every year, even though it can't be saved for seed," says Lemer. "Yield-wise, it tends to be more consistent and successful."

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