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[00:00:00] **Speaker 1** Find a market farm and that's the thing you know I've been asked in the past well are farmers going to go and just start growing other things well we can't just switch like that that would be like saying to a car manufacturing plant you're building trucks in this plant we don't need trucks right now so why don't you build Corvettes there's not that capability to make that switch where we have all of our equipment for corn and soybeans and stuff like that so to switch to sunflowers or hemp or hazelnuts or something like that you can't just make that switch and I mean it's equipment it's knowledge on how to grow these things I mean we've spent many years and every year we're learning more and more about you know different technologies and different you know things that we can do to make our products better and so to switch to something else and then also you have to look at your area okay you said hazelnuts there's not a market for hazelnut in this area so yeah you even if you could grow them you go okay now what do I do with them so you're kind of locked into a point I mean there's corn there's soybeans there's alfalfa there's wheat we do have you know few more people growing sunflowers but even there they have to transport all that to Green Bay or you know find a processing plant for that so that is where the you know problems kind of come in as okay yeah I'm not getting paid for this but what else can I do with it and you know like like said earlier we're not going to just let the ground sit because we're paying for this ground whether it's owning it or renting it you know we're we're payin and so we have to get something back out of it and it's also not good for the soil to just what it's set

[00:02:05] **Speaker 2** so give us an assessment of people drive by what are we looking at

[00:02:14] **Speaker 1** so yeah you sit here and I mean we're at the stage now where the soybeans are drying down and hopefully here in another week two weeks they'll be dry enough to combine with soybeans you want them down around that 14 and a half percent moisture anything over that you're going to get docked on price anything under you're not getting docked on price but you're losing test weight because you know when we sell stuff people go oh you're selling by the bushel well people that remember an old bushel basket yeah that's a bushel basket but that's not really it's not on volume it's on weight like soybeans are every 60 pounds is a bushell and so the heavier your soybeans are the less soybeans you need to make up that bushel so you want that heavier test weight so the more they dry down the less test weight you're going to get so the less you know more soybeans per bushel, so you're you're kind of losing money on that so you wanted to combine them at about that right time like I said we're about on this field here I'd say we're probably about two weeks out from combining they have to combine them they have to lose all the leaves so you see the yellow and some greenish leaves out here all those leaves pretty much have to fall off and onto the ground so it's just the stalks with the soybeans and you know you don't want the green stems you don't want you know the leaves and so then but you just look at this and you look at all these pods the more pods per plant you know, the better you're looking and you know usually it's three soybeans per pod and there there is a formula out there so if you came out and you measured a certain area you can kind of generate you know what your yields are going to be and but yeah the more soybeans like I said on the plant the better this plant is looking good because it's soybeans all the way down you know some years depending on rain there's only soybeans at the top or the soybeans on the bottom there there might be pods but no soybeans in it you know every year every field is different so no this this plant right here is looking good I mean as a farmer you always want more than what's there but looking out there I it's going to be a good year I don't know if it's going to a record year for us but it's good I think it's gonna be a real good year for as on our yields

[00:05:06] **Speaker 2** so when you break one of those pods open and you look at the beans inside I mean what is it that you're crushing it out for the oil or you're mixing it down for feed what is that we're actually looking for

[00:05:21] **Speaker 1** yeah you so like here's the three three soybeans in there and I mean you're you're kind of wanting you know the larger soybeans the better and usually our long edges are not as good once as once you get into the field but yeah once these soybeans harvested and go to we'll say the crush plan is open yeah they'll crush them they go through processes to get all the oil out of it and like I said they'll take the oil and they'll sell that to different markets like I say whether it's you know selling it to a refinery for making biodiesel selling it two companies to make cooking oil we're working here in Wisconsin on some tax credits for a sustainable aviation fuel and you know hopefully we can get something going on that to make you know fuel for the airplanes clean burning fuel so there's so many uses for the soybean oil you know like second going to it goes into a lot of food products and everything but then once they get the oil out they have the rest of the soybean that you know that it's a soybean meal that they take that and you know they'll sell it back to you know local farmers or farmers in the Midwest if you know the crush plant was open in Evansville and those farmers will use it as a cheaper feed for you know raising their animals whether it's chicken dairy beef it's that cheaper feed for that so that way they don't have to pay the higher price for other things you know other byproducts and then also a lot of it would go to you'll get shipped off to other countries for you know to help feed their animals

[00:07:24] **Speaker 2** it's a small little thing to be at the center of the international trade

[00:07:28] **Speaker 1** yep it's these three little beans right here you know are part of you know like you said right now it's kind of causing world chaos and everything and yeah like I said it just starts right here you know it'll be soybeans like this that next year we put on the ground and put in the ground and start all over again

[00:07:50] **Speaker 2** all right is there anything else that I mean we need we'll get some shots and some video