



**Cogdill Farm Supply, Inc.** 800.235.5360 • [www.cogdillfarmsupply.com](http://www.cogdillfarmsupply.com)  
Grain • Feed • Seed • Fertilizer • Custom Application • Propane

**Dunlap, IA**  
108 N. 6th St., 51529  
712.643.5360

**Dow City, IA**  
104 W. Fulton St., 51528  
712.674.3344

**Panama, IA**  
P.O. Box 99, 51562  
Feed/Grain: 712.489.2535  
Fert/Propane: 712.489.2636

**Logan, IA**  
2801 E. Hwy 30, 51546  
712.644.2540

**Soldier, IA**  
310 State Hwy 37, 51572  
712.884.2201

**Jacksonville, IA**  
949 Rd. M56, 51537  
712.799.4291

## 2021 Pre-Harvest Grain Marketing Perspective

By: Rob Cogdill 7/15/2021

The next 60 days may be the most important two months for your crop marketing plan over the next year. During the next two months, the market will resolve the >\$1 difference between old- and new-crop prices, and USDA will put a firm estimate on yields, which will most likely set the tone of the markets the next 12 months. I will try to say this carefully: the next two months will probably offer the most profitable opportunities for you to sell corn or soybeans between now and Christmas.

Everyone remembers what happened last year: grain prices bottomed in August, just before a flash-drought and derecho tore through the heart of Iowa, and by October cash prices had increased by dollars. While it certainly could happen again, it is very rare: only twice since 1960 have there been back-to-back years when OCT/NOV/DEC corn prices exceeded prices available during JUL/AUG/SEP. In years of tight supplies, I consider the time period between late-July and Labor Day to be the graveyard for old bull markets.

In years of excess supply, the good prices are typically gone after mid-May. In “normal” years, that date shifts to mid-June. In years like this, opportunities for high prices (and volatility) will usually persist as late as Labor Day. This is because the market requires more evidence of how large the new crop will be before removing growing season risk premium. Prices shot up so high in early-May, that we probably won’t see even higher prices before harvest this year. However, very profitable prices are still available, especially considering our local yield prospects. Based on my own comparisons with similar previous years, I encourage you to have all of your pre-harvest grain marketing wrapped up before Labor Day.

- If you haven’t sold much of your new-crop corn or soybeans, consider making some sales right now. As I am writing this letter, prices are at levels where I have been happy to start contracting some of my own new-crop production.
- If you’re not ready to sell more at today’s values, but have a price in mind, consider putting in a target order for your next sale. Target orders are always free, they watch the market 17.5 hours per day without blinking, and they are the number one most effective tool for following through on a marketing plan.
- If you know how much you want to sell, and by what date you want it to be sold, but don’t know what to do about the price, consider using an averaging contract. Cogdill Farm Supply is now offering a “Mini-Max Averaging” contract, which replaces our seasonal averaging program. As the name implies, the contract allows you to price a small portion of your corn or soybeans every day during your chosen time period, but with the option of having a floor price locked.

Please give me a call if you are interested in the Mini-Max Averaging contract, or if you just want to discuss your marketing plans. I am best reached at my cell number: 712-269-5849. **If you want to see a more detailed version of my comments, including updated seasonal pricing charts, please check out my grain marketing blog at: <https://bullsheet.blog/>.** In the future I will use the blog (along with our website) to post market updates and other information, rather than sending physical mail.