

■ HANLEY FALLS · COTTONWOOD · ECHO ■  
 GRANITE FALLS  
  
 MINNESOTA FALLS  
 ■ MONTEVIDEO · TAUNTON · MINNEOTA ■

# FARMERS COOPERATIVE ELEVATOR CO.

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 Website: [www.farmerscoopelevator.com](http://www.farmerscoopelevator.com)

July 2017

**Hanley Falls:**  
 507-768-3448  
 800-626-2510  
**Hanley Falls South Elevator:**  
 507-768-3602  
**Hanley Falls Uptown Elevator:**  
 507-768-3484  
**Minnesota Falls East:**  
 320-564-3835  
 320-765-4100  
**Minnesota Falls West:**  
 320-564-3834  
**Montevideo:**  
 320-269-6531  
**Cottonwood Mill Office:**  
 507-423-6235  
 800-423-6230  
**Cottonwood Elevator:**  
 507-423-6489  
**Echo:**  
 507-925-4126  
**Taunton:**  
 507-872-6161  
**Minneota:**  
 507-872-6134

## From the manager... Weather has affects on area

There has been nasty weather in parts of our territory so far this growing season and I feel bad for those of you



By Scott Dubbelde

that are affected by this. It appears, preliminarily of course, that yields could be all over the board. As I've said many times, we budget for an average yield each year. Let's hope and pray that the weather settles down and that we have timely rains from here on out. What a difference a year makes.

I would like to remind you of some of the benefits of doing business with a Cooperative. Such as: you own the business that you are patronizing and share in the financial success, you get an audited financial statement annually, you are represented by a Board of Directors that understands current on the farm issues because they are in the same boat as you, and Coop's just plain and simply put have a lot of transparency. FCE prides itself in its strong conservative balance sheet and we do not take the future for granted. We know that we have to keep up with the times and we do our best to serve you with the proper speed, space, and market access all while keeping FCE operationally efficient and financially sound.

# Annual Customer Appreciation Pork Chop Feeds



4:30  
 to  
 7:30 p.m.  
 each  
 day

**Monday, July 24**  
 at the Sportsmen's Club in Minneota

**Tuesday, July 25**  
 at Cottonwood Community Center

**Wednesday, July 26**  
 at the  
 Montevideo Community Center

**Thursday, July 27**  
 at  
 Granite Falls Memorial Park

All  
 Patrons and  
 families are  
 invited to attend  
 one of these  
 events.

We hope to see you and your family at our upcoming Pork Chop Suppers. It's one of my favorite times of the year when we can get together as an FCE Community and socialize and fellow-ship together. And the Pork Chops and trimmings are always delicious. See you in a week or so.

## When does Old crop become New crop

Old crop basis levels are depressed and have been all year. It is a result of big crops in consecutive years and the resultant carryover from year to year. Too much supply causes buyers to slow the movement via basis. It is something that is relative year to year and the years of over supply have kept basis wide. It makes FCE's marketing decisions tougher too. The market tells us to carry old crop grain into the next year. Yet we are responsible to our patron/owners for having speed and space at harvest time. A harvest of old crop corn coming to town now means two harvests in 4 or 5 months. It is a very delicate balancing act that will play out moving forward. Rest assured FCE will be prepared for harvest and will take care of our customers.

New Crop corn bids are higher. The rally has allowed us to buy some corn at favorable numbers for the producer.

By  
Ben Hedtke  
Grain  
Merchandiser



Beans are also trading New Crop values at prices not seen for a while. This makes for great chances to market grain. FCE will offer you the best prices we can. We have updated our website to include bids delivered to some of the local processors.

Our agreement with Granite Falls Energy ends on August 31st. In order to make a clean cutoff, our merchandising team is trying to manage our purchases and deliveries into GFE on a daily basis. Please check with us for current bids and delivery rules, and don't forget just like our other processors, we plan to have a bid into GFE moving forward. FCE continues to offer

many contracts to help producers with their marketing. This can be a real advantage to doing business through your local cooperative.

Remember to join us at the Pork Chop Feeds!

**It's A Good Idea  
To Take A Good**

**LOOK**

**At The Grain  
Stored On Your Farm  
Once A Week**



### Feed Mill Utility Person

**FCE is searching for candidates for a feed mill utility position.**

The utility person will be required to learn computerized mixing system, deliver feed and haul grain when needed as well as other assigned duties.

Must be able to lift and carry 50# bags, climb ladders and qualify on forklift.

Must be proficient on computers. This position requires a class A license. The ideal candidate will be self-motivated, hardworking, have good time management skills, and be a great communicator in a team environment.

**Apply directly to Ron at the feedmill 507-423-6235 in Cottonwood, or via the instructions below.**

Applications are available at [www.farmerscoopelevator.com](http://www.farmerscoopelevator.com) or in person at the mill or Hanley Falls office."

## FOR SALE

### 1993 Chevy Cheyenne 2500 5-7L motor.

4WD, 120,000 miles  
with attached  
Northman A200A series  
snow plow. Good rubber.  
Can be seen at Hanley Falls.

Please submit  
your sealed bid by  
July 28, 2017 at 5 p.m.

## Supply side issue

We have been doing very well at growing bigger crops in the US and the rest of the world. Technology and beneficial weather patterns have made it “easy” to get bushels. I highlight easy not to make light of the struggles of production agriculture, but to make sure that we stay grounded and realize that a lot of things that make our crops are far beyond our control.

Supply has been ample over the last three plus years. Demand can and does help us alleviate oversupply. Too much supply keeps prices lower and thus the need to grow more with less.

That is likely changing and at a pace that might shock some. The US crop will be less than optimal. It may be way less than optimal. Either way the market is starting to react to a supply side issue. South America grew a fantastic crop is past winter and that will replace what the US cannot supply.

BUT, usage globally continues to grow at a very well defined pace and issues in production (supply side) begin to change the global balance sheet. Even though the US may not get a nicer slice of the demand pie, usage is usage and we have to recognize that on a global scale.

Weekly and monthly reports, daily weather forecasts, and economic news have always been there. Now the amount of volatility they create has been increased tenfold. 48% of the trades done in commodities are now done by non-humans. That is a very scary statistic. That facet of trading has left us struggling to market for the last 2-3 years. Now it may give us the opportunity to get ahead of the curve and market for the next 2-3 years. Be ready, do your due diligence, and worry about the things you can worry about. Production will be what it is. But

By  
Bill Doyscher  
Assistant  
Manager



the chance to market forward can be very good in the coming months.

See you all at the Pork Chop Feeds!

Bill Doyscher  
riskmanager@mvtvwireless.com

\*\*\* This information is taken from sources which we believe are reliable, but is not guaranteed. This info is sent to you for information purposes only. There is a risk of loss when trading commodity futures & options, and is not suitable for everyone \*\*\*

## Answer Plot and Farm Fest coming up

We started out wet and muddy this spring...2 months later we could really use some rain.

The wheat has changed a lot in the last few weeks. Hopefully, the protein is good. 3419 look really good.

If any one or a group of farmers wants to go to Minnesota to the Answer Plot to look at all the new varieties

please let me know.

We also will have a booth at Farm Fest...Croplan United. It will have all seed representatives on hand to answer questions. If you need a ticket...let me know also.

Have a good remaining summer and thanks again for your business!

By  
Steve Fry  
Seed Team  
Leader



## Mold growth uses much of the digestible nutrients

This year's corn crop has already seen its fair share of weather events with the recent hail in the area. Cattle producers should be on the lookout for the next challenge, mold growth. If you are seeing visible mold growth in your crop, much of the digestible nutrients have been used up by yeasts, which grow first, causing the crop to heat. The worst case scenario....the mold that grows could produce mycotoxins, which can bring down production, affect herd health and fertility, and even be a food safety hazard. Mycotoxins can cause serious problems in the feedlot, ranging from

By  
Ron Hodges  
Feed  
Department  
Manager



reduced feed intake to a suppressed immune response.

During the ensiling process, mycotoxins tend to occur in hotspots. In addition, toxin production and mold growth can occur where air is trapped. This typically can happen if silage is not packed properly or if surfaces are

poorly sealed.

If mold is visible, it should be discarded. Even small amounts of mold has been shown to reduce dry matter intake and digestibility of the ration.

We can't control what comes in from the field, but we should focus on decreasing or eliminating mold growth during the ensiling process. Use a good inoculant as part of your overall management. Talk to Beth or Ron about Nutretain Plus for your silage AND haylage needs.

## Markets making a move

With drought conditions covering the Dakotas, Nebraska, the Eastern third of Montana and creeping in to Iowa and Minnesota, will the rally keep going? Well, we have hurdles to get over. On the June 30th USDA Report: U.S. Corn stocks were at 5.225 billion bushels which is 514 million bushels more than the 2016 Report. U.S. Soybean stocks were at 0.963 billion bushels which is 91 million bushels more than the 2016 Report. Brazil is starting to harvest a record Safrinha corn crop (2nd crop of the year) estimated at over 67 million tons. The

biggest factor is the value of the U.S. Dollar. The stronger the U.S. Dollar, the less competitive we are in the world grain market. On top of that, a weak Brazilian Real and Argentine Peso, makes the two Countries the cheapest grain in the world. With commodity prices not at cash flow levels, you may ask yourself, what options do I have for marketing my grain. A couple marketing tools available at FCE are: Price Builder Bonus (\$0.20 or more premium over current futures price) and Bonus Premium Program (\$0.10 or more premium over current cash

By  
Grant Velde  
*Grain  
Originator*



price). I would be happy to help you with any questions.

"Farming looks mighty easy when your plow is a pencil and you're a thousand miles from the corn field"

Dwight D. Eisenhower

# Marketing Meetings

Presented by Advanced Trading, Ben Peters

## Tues., August 15, 2017

Minneota Community Center @ 8:00 a.m.

Cottonwood Community Center @ 10:30 a.m.

Granite Falls Kilowatt Community Center @ 1:30 p.m.

Pizza Ranch – Montevideo @ 3:30 p.m.