

PILOT GROVE COOPERATIVE ELEVATOR, INC.
JUNE 2015 NEWSLETTER

GRAIN MARKETING New crop prices currently aren't very interesting to anyone. But you can change that by entering some new crop grain targets for the price that you want. Example: Just last week, all the \$5.00 a bushel wheat target orders were filled. Of course, in order to get the \$5.00 a bushel price, you had to have had a target order in place. Currently, new crop wheat is trading at \$4.47, new crop soybeans are at \$8.52, and corn at \$3.28. Just like the example above, when you get busy and don't have time to listen to the markets, let the market work for you by having some new crop price targets set. Give the Cooperative a call today, and set some target orders for at least part of the crop that you'll raise this year. As a matter of fact, most of the best opportunities for contracting new crop grain is always during the first six months of the year. After the crop gets planted, and the rains start, prices tend to move down. The only target orders that are useless are the ones that never get entered. Old crop grain prices are \$3.27 for corn, and \$9.25 for soybeans.

Wheat harvest will be here before you know it. The Cooperative will be open longer hours to accommodate our wheat farmers. It looks like the wheat price is going to be relatively cheap during harvest, and a good option to use when prices are cheap are grain options. Options allow you to get most all of the current cash price, plus get the increase in the futures market over a specified period of time for the cost of the option. In the past, we have called these contracts minimum price contracts, because you are guaranteed a minimum price, plus you can benefit if the price appreciates over time. Instead of waiting for the price to improve, if it does, with the minimum price contract, you have all the use of your money, and you are not paying any storage costs. If you bring your wheat to the elevator, and wait for the price to improve, you have lost the interest on the money because you don't have your money, plus you will be paying for the storage. If you have any questions on how the options work, give Earl a call @ 834-5412. The Cooperative has plenty of storage to store your wheat.

CORN TOPDRESSING With the moisture that we've been having, no doubt some of the nitrogen that you were planning for the corn to use is already below what the corn roots can reach. If you think that you may want the Cooperative to top dress your corn, give us a call so that we can schedule you in on the high wheel spreading truck. The Cooperative also has a high wheel fertilizer spreader that you can use to top dress your corn. In addition to the dry forms of nitrogen available for topdressing, the Cooperative has NH₃ applicators to rent for side dressing. All research shows that adding extra nitrogen later in the growing season pays big dividends in the end. If you have never added another source of nitrogen later in the growing season, you might try a field, and do your own research.

HAYING SEASON The Cooperative has a full line of hay baling products. From net wrap, twine, to baling wire, the Cooperative can keep you in supplies. We also have net wrap, over the edge wrap, bale bonnets, and hay tarps. If you need it, we've probably got it. Give Robbi or Larry a call @834-5412.

FEED NEWS This is the time of year when everyone gets busy with field work, and the cow herd takes a backseat, and is forgotten for a while. However, with the record dollar highs in the calf market, now is the time to think about that cow, and her care to insure she raises a big calf in 2015, and breeds back to calve on time in 2016. A solid mineral program is the back bone to good cow nutrition and performance. Kent Feeds and the Cooperative offer several different mineral products to fit your specific needs. From basic minerals to minerals that have Chlortetracycline added to help with summer

health and Altosid for horn fly control, the Cooperative has it. Talk with our staff to make sure that you are feeding the mineral that best fits your herd's needs.

In addition to a mineral program, a creep feeding program will also help to keep that cow in condition, by reducing the stress of feeding the calf. Creep feeding those spring calves will increase the rate of gain, increasing your profits accordingly. Figuring conservatively, it looks like it will take approximately \$.60-.65 to put on a pound of gain, which equates to a 3:1 return. Kent Feeds is again offering 0% feeder finance on all Kent Beef Feeds. Check with the Cooperative for more details on this program.

The dreaded fly season is here. There is no product that controls flies exclusively, but there are steps that can be taken to help control them. 1) IGR or ATC minerals-for cents a day, fly control minerals are the first step in controlling flies and providing daily nutritional needs. 2) Ear tags-now is the time for placing ear tags-most have a label for 120 days, which will get you through September. Always put two (2) tags on a cow, why? Because a cow swings her head both ways, and you need treatment on both sides of the cow. Calves can get by with one tag, due to the smaller surface area that needs treating. 3) Back rubbers and dust bags are a good source for fly control. Especially if you have a gate way that the cattle frequent, for water or mineral. 4) If you need to hammer the population quickly, spot spraying will give a few days of relief, and allow other fly control measures to catch up. The Cooperative has a new Vet-Gun which uses a capsule of insecticide to apply fly spray directly to the cow. It can be a fun new way to spray cows. Stop by the Cooperative and check it out.

Starting in early June, all Kent pet foods will have new lower pricing.

GARDEN SEED When it dries up, the Cooperative still has a good supply of garden seed. We have bulk bean seed, bulk corn seed, and several small packets of misc. garden seed.

SOYBEAN SEED Double crop soybean planting will coincide with a lot of regular season soybean planting this year. Like last year, a lot of early season soybeans did not get planted until June, and look at the yields from last year. If you are still in need of some seed, give Ryan or Larry a call for maturity and variety that you want. We have a good supply of seed available. The Cooperative also has a good supply of sorghum sudan grass and pearl millet for your summer pasture grazing and haying needs.

RECYCLING PLASTIC CHEMICAL CONTAINERS The Cooperative is again participating in a chemical recycling program. You can drop off your triple rinsed jugs at the Cooperative. Please have all paper removed, as well as the plastic lids. We will take any amount of jugs you may have. This program keeps plastic jugs out of ditches, polluting the land, and from burning, polluting the air. Please conserve and recycle our resources.

A lady hurried to the pharmacy to get medication, got back to her car and found she had locked her keys inside. The woman found an old rusty coat hanger left on the ground, she looked at it and said, I don't know how to use this. She bowed her head and asked God to send her some help. Within 5 minutes, a beat-up old motorcycle pulled up, driven by a bearded man who was wearing an old bike skull rag. He got off the bike and asked if he could help. The lady said that her son was sick, and she had locked her keys in the car. I must get home, please can you use this hanger to unlock my car? He said, sure, he walked over to the car, and in less than a minute, the car was open. She hugged him through tears, and said, "Thank you so much", you are a very nice man. The man replied, "Lady, I'm not a nice man, I just got out of PRISON yesterday, I was in for car theft. The woman hugged the man again sobbing. "Oh thank you, God! You even sent me a Professional." Is GOD great or what!?!"

