

We wish to thank **Kenneth Ryan**, a former director of Farmers Elevator and retired farmer who brought in this **vintage seed corn grader** (photo below). This unit likely dates back to the early 1900's and Kenneth explained that in the days before farmers could buy hybrid seed corn seed, the farmer simply went to the corn crib, shelled some ears into the top of the grader that has 2 screens that are offset. When shaking the corn on the grader, any trash or oversized kernels that remained on top could be discarded and the small broken kernels and tips fell out through the bottom screen for discard. The good kernels that could be used for planting slid out the side and could then be bagged for use in planting the new spring corn crop that year.



The brand on the side of the grader is **Hibbard, Spencer, Bartlett & Co.**, a descendent a firm that began

NEW!

We are now carrying
Land O'Lakes
HERD MAKER
MILK REPLACER

22% Protein, 15% Fat
Proven to perform equal to a
20% protein, 20% fat traditionally
Formulated product.

in the mid-1850's and by 1865 had sales of \$1 million! In 1932 they introduced a line of tools they trademarked "True Value." In 1963, Cotter & Co., a wholesaler that supplied a cooperative of 25 hardware retailers in Illinois and other Midwestern states and which sold through catalogs and had \$20 million in annual sales spent \$2.5 million to acquire the hardware operations and "True Value" trademark. This brought 400 new retailers into the Cotter cooperative and doubled the size of the business. Today the company is known as the TruServ Corp. Based in Chicago, TruServ was a member-owned cooperative supplying over 10,000 independent hardware retailers worldwide and with annual sales of over \$4 billion and nearly 2,000 employees in the Chicago area.

FARMERS
ELEVATOR & EXCHANGE
"Serving Agriculture Since 1919"

Farmers Elevator & Exchange Co.
107 So. Chestnut Street
P.O. Box 7
Monroe City, Missouri 63456

Open 7:30-5:00 M-F
Open 7:30-noon Sat.
Ph. 573-735-4543
www.farmerelevator.net

Look for our booth at the **Lewis-Marion County Cattlemen's Scholarship Banquet/Auction** on the evening of **February 21** in **Palmyra**! Call for details.

IT'S ALMOST CHICK DAY!

Chicks will arrive
April 8.
Please contact us
to place an
order by March 5

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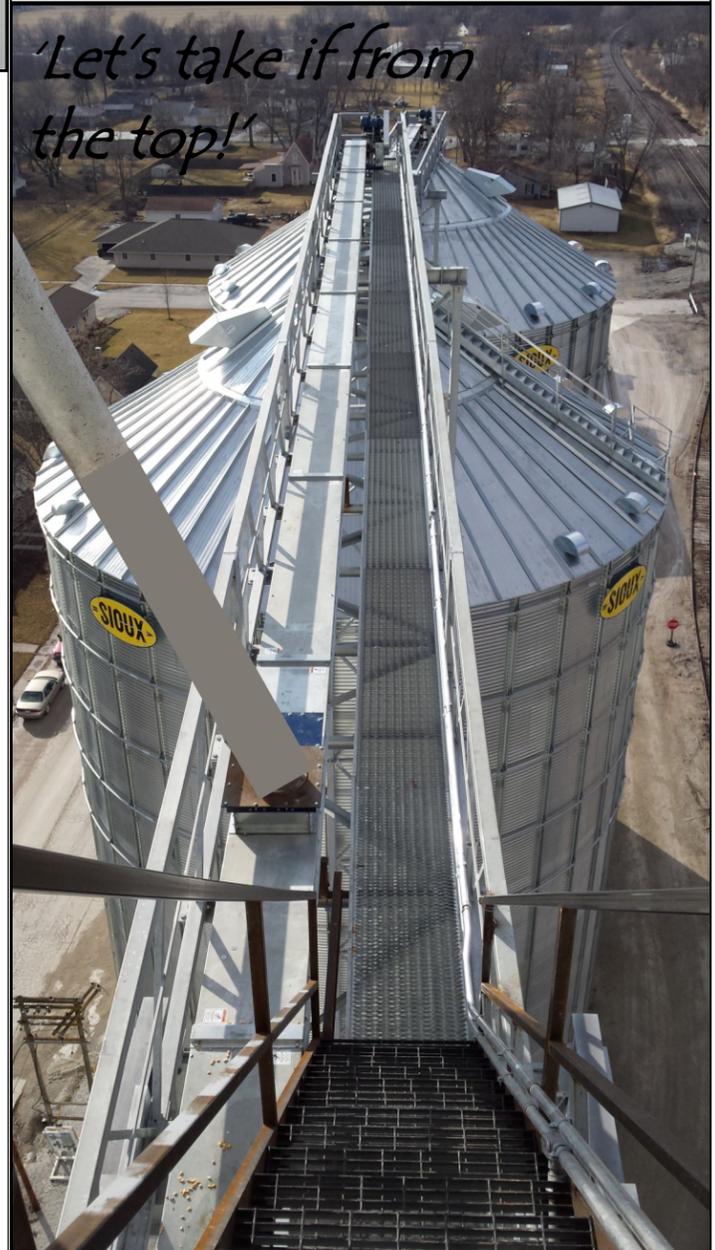


Manager's Corner by Marlin McCormick

There is no doubt that during my time in Monroe City you have heard me refer many times to my dad who was my first mentor, first teacher, first boss, first disciplinarian, first business partner and of course a true life-long friend. A word I describe this 89 year-old retired farmer is dedication. In January he was honored for 45 years of service as a Director of our hometown bank from which he retired that day when the above photo of Dad, my sister and me was taken. I consider having my dad at my side for so many years is a 'perk' and I appreciate that he encouraged me to be dedicated to this business of agriculture so many years ago. Another perk during my career in working at cooperative elevators has been the view above the tree tops that I have had from grain facilities in several small Midwestern cities. As a kid my dad accused me of being a lot like my Grandpa who my dad proclaimed, 'didn't care how high he got just as long as he could keep one foot on the ground!' I did not like to climb trees but when standing atop a grain elevator I do pretty well, even with no feet on the ground! I recently toured our new grain tanks and as I peered out across the city and the countryside from a perch high above the land, I was getting a tiny glimpse of what God must see each day. From that elevation, everything below appeared very peaceful and noneventful. At that moment, I took a deep breath and thanked our Maker for seeing us through these past few months and for keeping all the workers safe as they toiled to construct these new grain tanks! All the hiccups, challenges and struggles that hampered the completion of this project and that created anxiety at times, seemed at that moment to simply

fade away and turn meaningless. That phase is now behind us. Our focus today is to embrace the energy from our feeling of accomplishment of this project and to know that we have a better opportunity to serve you our members and patrons whom we care for, in a more efficient and effective manner as you toil in service to produce food and fiber for the world!

In closing, we ask God to please bless each of those who got us to this point, those who are here now, and may He bless all those who are yet to come in order to carry out the mission of caring for others. Amen.



Crop Care

by Gary Carr, Agronomy
Sales Mgr.



The 2015 countdown to spring planting season has begun! Yes folks, planting time is only 60 plus days away and coming fast! And remember, seventeen of those days are weekend days. First question: Do you have your 'ducks in a row' and are you getting prepared to go? Have you thought about your crop fertility and weed control and do



you have a plan in place of what you need and finances lined up to purchase them? Please remember that very little ground was treated with fall-applied herbicides in 2014 which means that many fields will be turning purple with henbit and will be lush with green winter grasses in the spring. Control of these is very important and if we don't control them in the spring, chances are that we will get to look at them all season long. Choose your weapon now: apply herbicides, conventional tillage or plow them under. Remember, CLEAN is good!

Over the course of a few months I have been asked hundreds of questions pertaining to crop production and pasture care. Some questions are easier than others to answer; Do I have all the answers? Absolutely not. Beware of Dr. Google - not all internet answers are correct for every situation. So let me ask a few questions. Do you know your per bushel cost of production? Why should you soil test? Why do you buy traited corn or soybean seed? Are seed treatments important? If so, what type and why? Are all seed treatments the same? Why plant corn early—beans last? Should

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you use more than 2 modes of action in a herbicide program? Do all ag chemicals play together well? Will certain chemicals affect seed emergence? Do you have resistant weeds—why or why not? Compaction—is it important? Do you have compaction issues? Do you know why? Are micro nutrients important? If so, why? Is plant health important to corn and soybean yields? Is tissue-testing a waste of resources? Should you side-dress corn? Do I have nematode's in my fields? Is your seed nematode resistant? Do the traits in your corn plants protect them from some or most insects and disease? When do you start harvest and why? Do you pre-sell yield? Do you pre-pay for inputs? Why yield-map a field at harvest? Why fall-apply chemicals, NPK and gypsum? Why go south in the winter? I believe the only dumb question is the one that is not asked. Our **Legacy 21** and the **Agri-Edge Excelsior program** addresses most all of these questions. Both programs are successful, well-received and are available right here at your local co-op, Farmers Elevator & Exchange Company. If you want to hear more about either program, call or come by the office. We want to answer all your questions.



As you know, after 4+ years, China will import corn with the Vip-tera trait. Farmers Elevator has some Golden Harvest corn and NK soybean seed available, but, as I said before DO NOT wait until the planter is in the field to purchase your seed needs.

Word from an old wise farmer about procrastination....**"One of the greatest labor-saving inventions of all time is tomorrow."**



Last fall's weather left us with a lot of ground to cover regarding crop nutrients. We want to cover acres this winter when conditions allow in order to help you get to the field on time this spring. Help us help you by giving us the green light to apply fertilizer and NH3 now!



From The Feed Bag

By Eulyynn Davis, Livestock Production Asst.



Mineral booking is upon us! Thank you to everyone who attended the mineral meeting in late January. At Farmer's Elevator, we know that mineral is an investment—not just an economic investment, but an investment in your cattle's nutrition and your herds' well-being. With the current cattle markets, it's imperative as cattle producers to keep cows in peak physical condition and bring healthy calves into this world. To help you out with this task, we carry several mineral options. We offer both Purina and ADM mineral products, allowing you to find something that best fits your herds' needs.



A new product that we are offering is ADM's AMPT—Advanced Mineral Performance Technology. AMPT mineral doesn't duplicate what is supplied by the forage and only supplies the cattle what they need. AMPT has many features including:

- No potassium—typically forages supply plenty of potassium. No need to pay for something you already have.
- Precise calcium and phosphorus content; excessive amounts would be a waste.
- Highly bioavailable trace minerals. This allows minerals to be absorbed in a cost-effective manner, and avoids potential negative interactions.
- Correct amounts of salt to control consumption.
- A palatable and available source of magnesium.
- A patented source of cobalt that aids in fiber digestion; this helps with the utilization of the forages.
- A balanced ratio of minerals.

There are four different AMPT mineral choices: AMPT-A, AMPT-M, AMPT-P, and AMPT-T. Contact us to decide which of these products is best for your herd.

Welcome Eulyynn!

We would like to introduce you to **Eulyynn Davis** who is our new Livestock Production Assistant. Eulyynn grew up on her family farm in Warrenton, MO where she raised and exhibited sheep. In addition, Eulyynn raised poultry for both egg production and hatching purposes. Eulyynn was very active in both 4-H and FFA and she is a past State 4-H officer and a past officer for Area 5 FFA. In 2007 her family moved to a farm at Bowling Green, MO, where she graduated from high school. Following high school Eulyynn attended the University of Missouri where she earned a degree from the college of agriculture and where she also met her husband-to-be, Levi Keller from Shelbyville. (You may recall that Levi served as a summer intern for Farmers Elevator in 2011.) During her college career, Eulyynn interned with DuPont Pioneer and Novus International. She graduated with her bachelor's degree in May 2014 and currently resides in Shelbina, MO. Outside of work, Eulyynn enjoys helping on the family farms, visiting family (especially her nieces and nephews), anything crafty, and she is a fan of St. Louis Cardinal baseball. Eulyynn looks forward to meeting and working with everyone!



Eulyynn Davis

Call us today for



FARMERS
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Monroe City, MO 63456
573-735-4543 • Toll-free 888-842-2990
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"Serving Agriculture Since 1919"