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As mentioned in this issue, we can help your spring planting activities fall into place better if we can apply fertilizer on acres this winter. Call us to discuss!

See us for nutritional needs for all your critters! Also, if it gets icy, keep in mind we offer **Ice Melt and hiway salt** in bags.



THE PRIDE OF MONROE CITY

January 2015

www.farmerelevator.net



Manager's Corner

by Marlin McCormick, General Manager

As we begin a new calendar year, I would like to think that many of you are anxious to move as my dear friend always signs his letters and emails — *onward and upward!* And hopefully toward newer and better things. With that said, there are certain good management practices that we must simply continue year after year, no matter what century it is. One of those practices is one I wrote about in Q1 of last year and needs to be front and center as we deal with the stored grain from the *big fall harvest of 2014*. Knowing that many of you readers who produce corn and soybeans have grain stored on the farm, we feel compelled to again mention the practice of *grain bin/grain handling safety*. The staff at Farmers Elevator & Exchange wants this New Year to begin on the same safe note we ended on last year in this community! And knowing that we are all human, and that we have too many things on our minds much of the time, and that many of us believe that bad things happen only to those people we read about in the news, it is probably a good idea to review the basics of working safely with flowing grain.

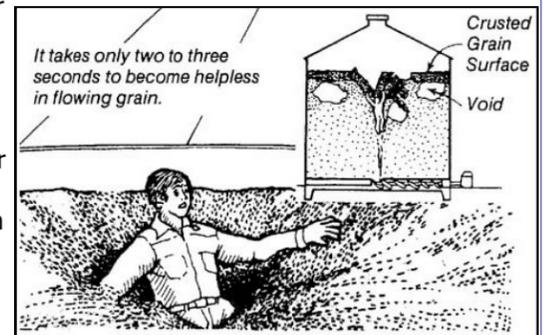
In the year 2014, there were several grain entrapments reported in the Midwest, some of which resulted in death. Farmers Elevator & Exchange recently helped purchase special equipment for the local fire department to help deal with possible grain entrapments. We hope it is never used except in practice. But as you know, not everything goes according to plan. Sometimes our actions are similar to that of a wide receiver in a football game....the brain was thinking about making the touchdown but he failed to focus on catching the ball that we needed in our hands before we crossed the goal line. **THINKING** is the best practice we can implement in grain handling and



THINKING AHEAD allows us to anticipate those things that may go wrong and consider how to deal with them in a safe manner ahead of time. This is the key to getting the job done safely.

The grain that you placed in storage last fall may not be in the same physical condition as it was at harvest. Temperature and humidity fluctuations along with the moisture content of the grain play a role in grain's ability to flow. Over 200 farmers have died as a result of grain bin suffocation accidents over the past 30 years. Monitor stored grain regularly. Probe grain bins to determine if grain moisture is low enough for safe storage or you may attempt to detect

"hot spots" or heating due to moisture migration, poor air flow distribution or pest activity where broken kernels have accumulated. Grain may "cake," "clump" or "bridge," hindering attempts to remove grain from a bin. If entering a bin is being considered, all options — other than entering the bin — should be tried first. If it is essential for a person to enter the bin, wear a proper full body safety harness and tether manned by others outside. **And NEVER allow children to enter or play inside a bin that contains grain or feed.** When the valve centered under the bottom of the bin is opened or the bottom unloading auger is turned on, grain or feed flows to the outlet. How rapidly the center column of grain is unloaded from the bin depends on the size of the opening and/or the conveyor capacity. The entire body of a 6-foot-tall person can be covered with grain in 11 seconds. If this happened to you in rapidly moving grain, you would be unable to free yourself before 5 seconds elapsed. What can you do in 5 seconds? Bottom line: **THINK AND BE SAFE!**



Farmers Elevator & Exchange Co.
107 So. Chestnut Street
P.O. Box 7

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

Always worth review:

Grain Entrapment Prevention



Best Management Practices



Design Parameters

- 1 Increase grain conditioning capabilities
- 2 Access doors
- 3 Restraint systems
- 4 Reclaim systems



IT'S WINTER TIME, SO PLEASE SEE US AT FARMERS ELEVATOR & EXCHANGE CO. FOR WILD BIRD FEED, CRACKED CORN, SHELLED CORN AND NIGER THISTLE SEED.

Crop Care

by Gary Carr,
Agronomy Sales Manager



As the year 2014 rolls into the New Year, we take this time to reflect on the past year as well as look forward to the year to come.

This year is no exception, and even though we look back at the phenomenal crop year we just had, we are filled with worry for the upcoming year. The fall of 2014 presented many challenges and was not very accommodating for growers. Wet conditions coupled with cold temperatures made it very difficult to get things applied or to get ground worked. This just adds to the heavy work load growers will have in the spring.

But as we worry about the commodity prices, input prices, and the work load, let's look back and reflect on a season not so long ago. As we were preparing to write this newsletter, we found in our January, 2010 newsletter the following excerpt:

*"The year 2009 will go down in history as one of the coolest and wettest on record, and now it's over, on to 2010. With all the challenges of 2009 one of the more interesting things we learned about was **GROWING DEGREE UNITS** and how the lack of them effect plant growth development and maturity, who would of thought we wouldn't have hardly any growing degree days in late August, September and October and enough rain in November to float a boat. I'm sure 2010 will have its own set of challenges, from rutted up fields, NO fall applied inputs, to the lack of being able to no-till farm in the spring. We do have things to be thankful for, even with a less than stellar year, grain prices remained a positive point with soybeans in the ten dollar range and corn three fifty or about, bean yields were pretty good and corn not too bad for having to replant most of it."*

Does any of that sound familiar? It seems that we have forgotten that just five years ago we were in the same boat. And guess what— We survived! In 2009 our yields were average and the prices were about the same as they are now. So it seems that we are in a slightly better position now. Granted, input prices have fluctuated since then. Input prices increased as the commodity prices increased, and they are slow to come back down. Even so, we must remember that the best way to decrease the cost of production is to INCREASE BUSHELS. Trimming input costs is at the forefront of many grower's minds. One thought might be to cut back on fertilizer. Before we decide to do that, consider some facts and figures. Realize that corn that was 200 bu/a average removes 30% more nutrients than 140 bu/a corn. On the same note, beans that averaged 60 bu/a removed 31% more nutrients than 40 bu/a beans did. Consider this when planning input costs for next year.

Input costs are a large share of production costs, but so are others like land, machinery, and depreciation. So you must ask yourself- would you rather cut corners or increase your yield, therefore decreasing your production cost per acre? The only thing we have to sell is YIELD. This year it was obvious that yields were almost a direct reflection of higher inputs. High management programs like LEGACY 21 created the most yield, therefore the most income per acre. The Legacy 21 program is designed to put you in the position to WIN. By providing crops adequate nutrients, both macro and micro, as well as plant health and pest control, we give plants the opportunity to produce at the optimum level.

Seed companies have stated that the genetic potential of seed corn is 500 bu/a. That being said, Randy Dowdy, a farmer in Georgia, raised 503.7 bu/a corn under irrigation to win the National Corn Growers Championship in the irrigated category. It seems that he exceeded what was even thought possible. The Midwest was blessed with good growing conditions in 2014 resulting in better than average corn and soybean yields. Even so, Mr. Dowdy has proved that there is even more potential for success.

One way to cut back on input costs is to save money on crop protection chemicals by pre-paying for them on or before January 16. This can lead to \$BIG SAVINGS\$. Another way we can reduce cost and stress is to prepay for dry fertilizer. Due to few acres spread in fall 2014, next spring will be challenging. **One solution is to apply dry fertilizer as the weather permits this winter.**

 **VIPTERA CORN** is now officially approved for shipment to China. After nearly 5 years of negotiations, this issue has been put to bed. We at Farmers Elevator are very pleased at this development because the Viptera trait offers great benefits to growers and no longer will it be turned away in the marketplace. We still have an adequate supply of Golden Harvest Corn and NK Soybean varieties for sale. If you have not yet locked in all of your acres, consider adding Viptera to your lineup. Soybean sizes are running larger than normal this year, so check your cell plates in your planters if necessary to handle the larger seed.



Welcome New Year's baby! Brenna Ruth who began working in agronomy sales for Farmers Elevator last fall gave birth to Maddox Jonathan Ruth on January 1, 2015! The new arrival weighed 8 lb., 5 oz. and was 21 inches long.



Welcome to 2015! As you all know, the livestock business is exciting as we enter this New Year and to say the least, the beef cattle business is booming! With prices of cattle where they are, now is no time to starve your herd of the proper 'groceries' they need. Taking good care of those mama cows during upcoming cold stressful days can only help insure a healthier cow and calf as we roll through winter and into spring. As you know we offer multiple sources of supplement for cows and at this time we would like to introduce you to a new product called **IGNITE 30-17** tubs that are now in our lineup of cattle supplement products here at Farmers Elevator & Exchange. Produced by the same QLF Company whom you have come to know and whom we have been working with for many years, the **IGNITE 30-17 tub** is a unique cooked product designed for controlled consumption containing 30% protein of which 17% is from NPN.

Ignite cattle tubs are formulated to help correct nutritional deficiencies in regular forage of beef and dairy animals. Low moisture equates to better consumption rates and lower overall costs. Other advantages include: High energy, Nutrient-Dense, Convenient, Improved utilization of protein, and Improved animal health!

Come by or call us today to discuss all your cattle supplement needs and take a look at the **IGNITE 30-17** tubs!



Whether you are looking for a charger to energize your permanent electric fence or you need something small scale for a netting or temporary set of lines, we have a

solution for you. We carry a **AC (110V) chargers, battery-powered chargers, and solar-ready chargers.** We've even got some fully integrated solar energizers for your convenience. And we service them!



Syngenta receives Chinese import approval for Viptera

Syngenta announced on December 22, 2014 that it has received the safety certificate for its Agrisure Viptera trait (event MIR162) from China's regulatory authorities, formally granting import approval. The approval covers corn grain and processing byproducts, such as dried distillers grains (DDGs), for food and feed use. The Agrisure Viptera trait is a key component of Syngenta's insect control solutions, offering growers protection against the broadest spectrum of above-ground corn pests and enabling significant crop yield gains.

Agrisure Viptera has been approved for cultivation in the USA since 2010 and has also been approved for cultivation in Argentina, Brazil, Canada, Colombia, Paraguay and Uruguay.

Syngenta originally submitted the import approval dossier to the Chinese authorities in March 2010. In addition to China, Agrisure Viptera has been approved for import into Australia/New Zealand, Belarus, the European Union, Indonesia, Japan, Kazakhstan, Korea, Mexico, Philippines, Russia, South Africa, Taiwan and Vietnam.

Syngenta is one of the world's leading companies with more than 28,000 employees in over 90 countries dedicated to the purpose: Bringing plant potential to life. Through world-class science, global reach and commitment to our customers we help to increase crop productivity, protect the environment and improve health and quality of life.