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

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



**You are invited
to a Retirement
Open House for
Gary Carr,
Friday, July 28
1-4 PM at our
main office!**



 Notice:
Farmers
Elevator
will be
celebrating its Centennial
year in 2019. We are start-
ing early to look for more
old photos, stories and news
articles about former em-
ployees, directors and ac-
tivities that went on here to
use in our celebration.
Please contact us if you have
something to offer. Thank
you!



Rain makes
grain (and
weeds), so
get Roundup
Quik Pro to
clean up the
weeds!



The Pride of Monroe City

July 2017

Newsletter of Farmers Elevator & Exchange Co.



Manager's Corner

By Marlin McCormick

The spring/summer growing season has been challenging to say the least. Although there was not much wheat produced in the area, we know many yields were very good in these parts of Northeast Missouri!

We urge you to call to discuss opportunities for **corn and soybeans** that you may have stored on the farm. We 'encourage' deliveries of grain into our elevator now as we offer **Price Later Contracts** with no charge until September 30 + no service charge. There will be some congestion due to the feed mill project construction, however if you begin early, you will have adequate time to deliver.

On behalf of the team of employees and the Board of Directors, I would like to thank **Gary Carr** for his nearly 39 years of service to the Farmers Elevator. Gary who served as Agronomy Sales Manager since 2007 will retire on July 31. During his time here, Gary led us to become a large Golden Harvest Seed retailer and a force to be reckoned with in crop protection. We will host an **open house** in his honor from **1-4 PM on July 28** in the main office. Refreshments will be served.

I would like to announce here that we have named **Adam Grove** as **Agronomy Department Manager**, effective June 29. In this role, Adam will be responsible for the management of all aspects of crop production at our company, including fertilizer, ag chemicals, NH3, seed, application services, marketing and operations personnel. Adam began working here in the summer of 2013 as a custom applicator operator and a general laborer. For the past year Adam served as our Agronomy Operations Manager and has led our company to be named the top Syngenta AgriEdge retailer in Missouri. Adam is a native of Monroe City and has a degree in Ag Systems Management from the University of Missouri-Columbia. He is married to his wife Tracy and together they have 2 sons, Calvin and George. During July, our team will be working closely with Gary Carr in transition. Have a safe summer season!



Adam Grove

Gary Carr to Retire on July 31




Gary Carr, shown above on left plans to retire from his position as Agronomy Manager at Farmers Elevator on July 31. He says growing up in the Hunnewell area and living in this area all his life has given him a perspective that not everyone has. He became very familiar with the territory and the farm fields we serve while he delivered fuel and propane early in his career at Farmers Elevator. That knowledge base gave him a leg up to direct agronomy seed and ag chemical sales and application activities beginning in 2007. In 2014, fertilizer sales and service was added to the mix of products he was responsible for. Looking back, one of the things that stands out in Gary's mind is the loyalty of our customer base and the interest people take in the operations of their business—the Farmers Elevator. Since he began work here in late December 1978, Gary worked for 3 different general managers as well as with an interesting mix of employees. Reminiscing, Gary said he knew Hilbert Gares (who was Asst Manager in 1978) but he was surprised to learn Hilbert was the same age as Gary's dad, Mrs. Gares was the same age as Gary's mother and both couples were married on the exact same day! Gary also referred to former co-worker Dallas Peters who he said if you wanted to know what Dallas was thinking, all you had to do was ask! Gary recalls one cold winter day being invited to go to Quincy with Dallas to get soybean meal. Gary of course agreed, but after loading 20 tons of soybean meal, one bag at a time, Gary decided that was enough of volunteering for everything! Gary said, "Working in the old office on Vine Street was a unique experience! On very cold days in the winter, the water lines froze up. The walls were made of blocks and there was no insulation. Coats and gloves inside were a must!" Moving to the new office on Summer Street in 2002 was the first time Gary thought, 'Now we are a professional operation—not just another small-town CO-OP.' That building was destroyed by the tornado and sent us back to Vine Street in a double-wide trailer. Gary believes the best part of the tornado was how it brought the employees, management, Board of Directors and community together.


(Cont'd on next page—>)

Carr Retires July 31 cont'd

"We all realized then how fast things can change and be gone," Gary said, "Look at Farmers Elevator in 1978 and then fast forward to the Farmers Elevator facility of today. This lets you can draw your own conclusions of the changes." He believes forward-looking management and employees changed the way we do business and the manner in which we bring products and services to our customers. Gary said nothing looks like it did in 1978 and believes the campus of Farmers Elevator today is something every stockholder should be proud of, including our feed mill, feed delivery equipment, grain storage and drying facility, dry fertilizer warehouse, the vehicle garage and storage area, the agronomy application equipment, the seed warehouse and seed treater, and of course the main office complex. Gary recalls during the late 1980's and early 90's Farmers Elevator held a Spring EXPO at Holy Rosary Gym. His first role was to work for Ivan Hendrix, Petroleum Manager and deliver refined fuels. His main client was Central Stone where he went every day at 5:00 AM. When Mr. Hendrix died in 1993, Gary was promoted to Petroleum Manager (refined fuels, lubricants and cardtrol). The company entered the propane business in late 90's and Gary delivered LP. When the propane business was sold in 2001, Gary worked with petroleum and as a tender driver in agronomy. He then became a certified custom applicator. In August 2007, Gary was promoted to Agronomy Manager for seed and ag chemical sales and later fertilizer marketing became his responsibility as well. While working here for nearly four decades, Gary said he has seen a lot of changes in services and products we provide. The customer base has changed a little but many are the same families that he began serving in 1978. Where it used to be the dad's he worked with, now he had the opportunity to work with their sons and daughters. Gary says, "I never looked at the people we called on as customers," he said, "But rather I consider them our friends." He said those life-time relationships will be missed but not forgotten. Some of the things Gary says he will never forget from his career include how tough it was working



Gary Carr at Farmers Elevator Sales Expo held at Holy Rosary Gym in the late 1980's



Gary Carr helping harvest in corn plot

through the farm economy issues of the middle 1980's, the fire that destroyed the much of the old Henderson building on St. Patrick's Day one year, the EF-2 tornado in March 2006 that wreaked havoc to buildings and equipment of our company and this city and the tragic loss of former employee Rick Baker. Gary recalled someone once said, 'If you like what you do it's not work.' Gary said, "Some days were better than others, but for the most part, working at Farmers Elevator has been enjoyable and not just a place to


Crop Care

by Brenna Ruth, Gary Carr


Agronomy Sales & Service

It's that time of year again! Fireworks stands are popping up everywhere and it feels like summer! This has been another unpredictable year, and at this point I think Mother Nature just likes to mess with us. We were too wet... then too dry... then wet again. It is Missouri, so if you don't like the weather, just wait five minutes! Anyway, we are still proceeding as normal and doing our best to help you raise a crop. We have planting dates that vary by a couple of months, corn and beans at all different growth stages, and some soybeans being planted as we speak. Even so, now is not the time to abandon our best management practices! Diseases and insects are still present, and managing them is not any less important this year than any other. Japanese beetles are in the area very heavily, and we all know how devastating they can be. We will have the typical diseases to watch out for, Grey Leaf Spot, Common Rust, Northern Corn Leaf Blight, etc. There has already been Northern Corn Leaf Blight spotted in a field just south of Monroe City. We had rust in many wheat fields and cover crop rye fields, so we know it's on the ground and likely to make an appearance if the conditions are favorable. Considering all of these factors, applications of fungicide and insecticide sound pretty smart, right? We are committed to making these applications in a timely manner. If you are scouting and see any disease or insect symptomology, don't hesitate to call us! Even if your corn is not yet tasseled or your soybeans aren't yet in R2, fungicide and insecticide can still be very beneficial.

Another practice to consider is side-dressing corn with nitrogen. We have had some rain events this season that has very likely lead to the loss of some nitrogen applied via anhydrous. That being said, Farmers Elevator has a spectacular system of UAN application with our 360 Y-drop equipment. This equipment affords us wide windows application, along with precision placement of product. If you suspect other nutrient deficiencies, for example sulfur, we can pull tissue samples for evidence of such. If sulfur deficiency is present we have products we can add to our UAN application to address that issue. This is yet another example of how Farmers Elevator takes pride in providing premium products and services to our customers!




Northern Corn Leaf Blight found south of Monroe City- 6/21/2017



Common Rust, Centralia, MO 6/23/2017


From The Feed Bag

by Eulynn Keller, Livestock Production Assistant




Upgrading west drive by feedmill in late June.

Hey, folks, come on over and see what we've been talking about it, what you've been hearing about and what you've been reading about for the past few months! Step right up ladies and gentlemen and see that the construction phase of our Feed Mill UAE (upgrade, automate, expansion) Project is now underway here at the Farmers Elevator! And it's going to be a really big show!' We will be closing Summer Street from Vine Street to Chestnut Street once again on an 'as needed' basis over the next several weeks. We ask that if you are delivering or picking up at Farmers Elevator that you will please use alternative routes once again as back in the spring. We apologize for the dis-



Map showing street closure from Summer St to Chestnut St, bypassing Main St and Locust St.

Digging foundation of new mill building began on June 30.




Fair Dates

Marion County Fair	July 29- Aug. 5, 2017
Monroe City Youth Fair	July 17-19, 2017
Monroe County Fair	July 10-15, 2017
Ralls County Jr. Fair	July 13, 2017
Audrain County Fair	July 14-18, 2017
Shelby County Fair	July 10-15, 2017
Missouri State Fair	Aug. 10-20, 2017

ruption in traffic flow but we assure you we are making a nice improvement! Have a safe summer!

See us for an:
AmeriAg Mineral Feeder. Only \$185! They are Weather Proof, Bull Proof, Wind Proof, Portable, Economical, Versatile and Dependable. And check out the new fly strips (sold separately) for face flies and horn flies! (Tire not included)



If you need a Creep Feeder (to rent or buy), who you gonna call? Farmers Elevator!!

