



Selling farm tractors years ago at the farm co-operative gave members the opportunity for a fair deal on farm equipment along with seed, fertilizer, lumber, fuel, lube oil, hardware and livestock feed. In the late 1940's, Co-op's were helping move the country into the age of mechanization. When researching this E-3 tractor (shown above), I learned that the National Farm Machinery Co-op (NPMC) based in Bellevue, Ohio, was founded in 1942 by 13 regional co-ops in the U.S. They developed and had tractors produced under the Co-op brand in Shelbyville, Indiana, in their own manufacturing facilities. After World War II, the Canadian firm Cockshutt, was trying to sell more farm

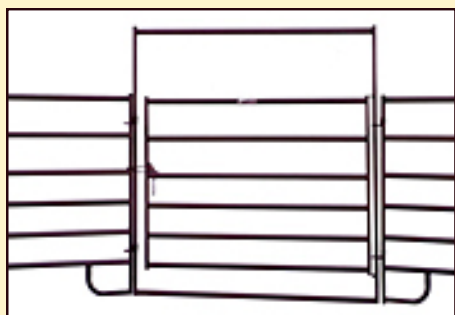
tractors and equipment in the U.S., however, they had no sales network in the U.S. Consequently in 1945, Cockshutt signed a marketing agreement with the NPMC in the Midwestern United States. Under the terms of this agreement the Model 30 tractors would be sold in the U.S. under the "Co-op" name and as the Model E-3 tractor. The NPMC would wholesale the Model E-3 tractors to various local farmer-owned co-operatives. These local farmer-owned co-operatives, spread over 10 states in the Midwest, would then retail the Model E-3 tractors to the consuming farming public. Some of these locally owned farmer-owned co-operatives, especially those located in Michigan, Ohio, and Indiana, were affiliated with the American Farm Bureau. Co-op Model E-3 tractors were produced up until 1956 and were also marketed to local farmer-owned co-operatives located in Wisconsin, Minnesota, North and South Dakota, and Montana through the regional co-op Farmers Union Grain Exchange in St. Paul, MN. The CO-OP E3 was a two-wheel-drive row-type tractor powered by a Buda 153-cubic-inch 4-cylinder engine and delivered 30 hp at 1,650 RPM. The E3 was the first farm tractor to offer the feature of a live PTO. More than 37,000 of these tractors were produced. By the late 1950's, the CO-OP brand was phased out, and by the early 1960s, Cockshutt was absorbed by White Motors which today is part of AGCO.



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August 2016

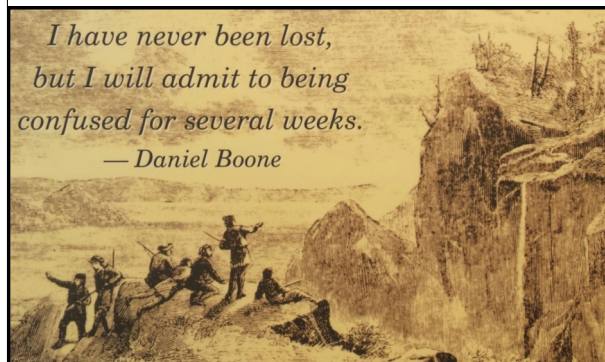
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### Manager's Corner by Marlin McCormick, Gen. Mgr.

July was certainly a great month full of blessings for many of us who live in these parts and especially for those involved in production agriculture! The one blessing from God that many are focused on is that of gentle rains that fell in our area over in very early July. They returned to full life many growing crops, producers and managers of farm supply/grain cooperatives that were under stress! And although we have endured some wind-related damage and some flash-flooding with some other recent rains, there is great hope now for abundant yields across the grain belt. Once again we see before our eyes that 'rain makes grain'.

Taking a break in mid-July, Evelyn and I had a chance to get away and even though we did not travel a long distance, we had some very memorable experiences in these United States. We drove up to Iowa to attend the baptism of Lauren, our new granddaughter, then headed to Kentucky where we saw oak trees turned into baseball bats at the Louisville Slugger plant and we walked where triple crown winners Secretariat, Seattle Slew and American Pharoah once raced at Churchill Downs. We learned historical tidbits about our great country and its early expansion westward and believe us, the corn looks good all the way to Bardstown, KY! We dined at an inn there that was built around 1780, stopped at a cathedral built 200 years ago last month, and toured a 'rick house' at a corn processing plant where they were bottling 'stuff' stored in wooden barrels. We used our Google Maps phone app to navigate much of the trip, but



when our signal failed, we know why Daniel Boone made the statement about

### Corn crop conditions: Aug. 1

The overall corn condition reported by the USDA has a 20% Excellent rating overall in the 18 states with the majority of the corn acreage. Wisconsin still leads the pack with the highest rating of 39% of the state's crop in excellent condition. In the good category, Colorado farmers say 68% of the state is corn is in excellent condition and 64 percent of the crop is in good condition in North Dakota. Other states reporting over 50 percent of the crop in good condition are Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Missouri, Nebraska and North Carolina.

being lost (shown at lower left). On one morning, we made a 2 hour trip in 3 hours through hills and hollers, arriving at Owensboro where we visited our friend who currently serves as the president of the Kentucky Corn Growers Assn and who gave us a tour of his farming operation on which he and his son operate 23 irrigation pivots in order to manage their risk.



On August 12 we will watch our truck driver **Ronnie Copenhaver** from Shelbyville haul his last load of feed ingredients for us as he has announced that is the day he plans to retire. Ronnie came to work for Farmers Elevator in the summer of 2006 and he has performed

beyond our expectation! **Best wishes to Ronnie!**

I hope you may have had an opportunity to talk with **Curt Miller** who came to work for us in late June as a Management Support Specialist. Curt, who is a farm boy from central Illinois and his wife Mary Anne currently reside in northern Illinois. He brings with him a number of years of work experience in the grain business from both the retail and wholesale sides. He also has a number of years of experience in managing local cooperatives in the Midwest. Curt has been working on a number of projects with us since his arrival and is fielding a number of grain-related inquiries from producers. He is focused on risk management.

On one last note related to grain, please note that the Xtend soybean trait has recently been approved which will allow export of U.S. soybeans beginning with fall harvest 2016. Therefore, we WILL BE ACCEPTING soybeans at Farmers Elevator this fall with the Xtend trait.

You all have a safe August and get ready for a good harvest!

### For Sale:



**Blocks weigh 54 lbs and measure 11 1/2" x 15 1/2" x 7 1/2". 90¢ per block**



**Crop Care**  
*by Gary Carr  
& Brenna Ruth*  
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Here it is, the first of August and it's cool outside and there is rain in the forecast. This is a little unusual for Missouri in late summer, but we will take what we can get! The summer is winding down as county fairs are in full swing and families are returning from vacations. The crops are in the fields just soaking up the rain we've been getting and fattening up their (hopefully!) large ears and pods. For those of you who spend much time on the backroads of Marion, Monroe, and Ralls county like Gary and I do, you might notice some of the crops in the area look very promising! There's no doubt that we have had some water issues this summer; sometimes we didn't have enough, other times we nearly had too much! However the water came, it was just enough to be encouraging. As long as August cooperates, we might have a good crop to harvest this fall!

First things first, we wanted to mention that we will be hosting our **Plot Tour and Agronomy Meeting at the Knights of Columbus Hall in Monroe City on August 25<sup>th</sup> at 5:00 pm.** Historically we have had the meeting in the seed shed, but we aired on the side of comfort this year! We will have several guest speakers and it will be a very good and informative meeting, don't miss this one!

We have had some calls recently from people asking about soybean fields looking yellow. We had a couple weeks of wet weather at a crucial point in soybean development, and it has caused some diseases to present themselves. Most of what we have seen is phytophthora, sometimes rhizoctonia, they are difficult to tell apart without looking at them through a microscope. According to the agronomists we have spoken to these diseases are more prevalent in untreated beans, but are still occurring where treatment was applied in some cases. There are a few things



**Phytophthora in soybeans**

that can help reduce the occurrence of these diseases in the future. While seed treatments are very helpful, they do not provide season long protection. In a typical year, these diseases are more prevalent earlier in the spring when seed treatments can still protect the plant. Other ways to reduce risk of diseases like these are to remedy any drainage issues we might have on a farm. Most of the fields where we have seen this occurring have drainage issues of some kind. If drainage isn't the problem, it could be an issue of compaction, leading to water standing on top of the ground. Deep tillage or some other compaction reducing practices will help, as long as you can keep the water away from the plants and get everything to drain well. While there are still many other causes of yield loss, soil borne soybean diseases such as these are still in the top 5 yield robbers. Another thing to remember is that foliar applied fungicides will not be effective on soil borne diseases.

Foliar applied fungicides are, however, very effective on other diseases that are also in the top 5 soybean yield robbers, including frogeye leaf spot and septoria brown spot. These products are best applied around the R3 growth stage, or when there is a pod that is 3/16ths inch in any of the top 4 nodes. However, that window is larger than you might think, as the plant will continue to add nodes to the top of the plant, even after pods are setting on the lower nodes. If we continue to get heat and moisture, the conditions will be perfect for foliar diseases to explode. There have already been cases of frogeye confirmed in Marion county, so be on the lookout! Insecticides are an easy product to add to a fungicide application and are very beneficial. I don't think I've walked a bean field yet this season that hasn't had some sort of insect of feeding, whether it be grasshoppers or bean leaf beetles or some other pest. I promise you, the bugs are out there!

We also want to mention that we will have cereal rye, along with other cover crop seeds available again this year. We typically start to apply cover crops during the last week of August by flying them on standing corn. They can be sewed after crops are harvested as well, it just depends on what works best for your operation. Come and see us at Farmers Elevator and Exchange if you have any questions about what cover crops would work best for your farm.

**THINGS TO REMEMBER:**

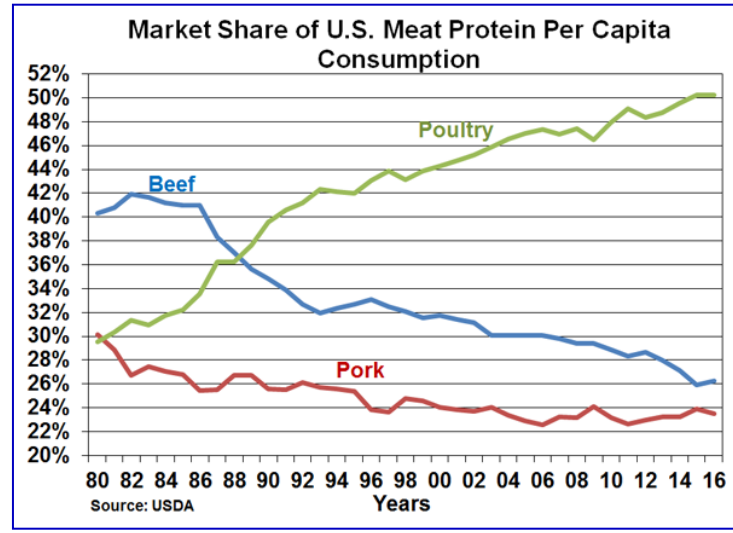
- **Farmers Elevator's Annual Plot Tour and Agronomy meeting will be held Thursday August 25<sup>th</sup> at the Knights of Columbus Hall in Monroe City. More details will be sent later in the month.**
- **We have seed pricing available, and as in the past there will be an early order discount!**
- **We offer financing for your seed purchases!**

**From The Feed Bag**  
*by Eulynn Keller, Livestock Production Asst.*

**Beef Challenges Amplified by Larger Meat Protein Supply**

According to Tod Kalous of CattleFax, beef's export market share is now smaller than it was 20 years ago amid stiff competition from pork and poultry. The focus on U.S. protein exports going forward is going to be that much more critical given the current and expected future record large growth in U.S. total meat supplies. This is further highlighted when you consider the trends of protein consumption here in the U.S. over the past several decades.

As the chart below shows, beef's share of U.S. protein consumption has decreased from over 40 percent in the mid-1980s to now just 26 percent. And in just the last 20 years, beef's consumption share dropped 7 percentage points from 33 percent in 1996. These are alarming trends especially considering that beef exports have only increase 400 million pounds since 1996. A big part of the decline in beef's U.S. consumption share from the 1980s to the mid-1990s was due to rapid growth in beef exports, +1.6 billion pounds. However, compared to 1996, U.S. beef exports have only increased 388 million pounds through 2015.



At the same time, poultry's market share of U.S. meat protein consumption has increased 18 percentage points since the mid-1980s and 7 percentage points since 1996. Furthermore, since 1996 poultry exports have grown 2.4 billion pounds. So even though poultry has been able to increase its U.S.

market share of consumption it has also increased tonnage into the export market.

As for pork, its share of U.S. meat protein consumption has held fairly stable over the past 20 years hovering right near 24 percent. Again, just because pork's share has not grown in 20 years is not necessarily negative as long as exports are growing which they are – U.S. pork exports have grown a staggering 528 percent since 1996 (+4.3 billion pounds).

**Bottom Line:** Poultry has hit the home run in terms of being able to grow U.S. consumption and increase export tonnage, and pork has realized solid growth in the export market. The beef industry is going to have to face these bigger picture challenges and find the opportunities to change these trends. Is the cattle and beef industry going to have to embrace more structural change and business coordination to change these trends?



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