

Grime STOPPERS Hand Wipes- new available at Farmers Elevator

The name says it all ...

Grime STOPPERS® Heavy Duty HAND WIPES are the revolutionary hand wipe made especially for the trades, safe enough to use at home when soap and water are not around.

Each cloth is perfectly saturated with a Grime STOPPING™, 3-in-1 CLEANING FORMULA that Kills 99.99% of Germs, Softens Hands with Aloe Vera, Vitamin E & Lanolin and Cleans the toughest substances from hands commonly encountered daily... at HOME, at WORK, at PLAY.

The 2-in-1, EXTRA LARGE CLOTH (bigger than most wipes), is Dual-Textured. Instead of using a "sprayed-on" abrasive-type texture, Grime STOPPERS® delivers a unique and more gentler scrubbing action with Micro-Power Beads™ that simply loosen and trap stubborn grime without scratching hands or snagging calluses commonly found on hard-working hands. The Smooth & Absorbent Side wipes Grime away!

Simply put, it's ...



NOT YOUR ORDINARY HAND WIPE.®



Just in time for spring season, stop in for a pkg of 25 for \$4.95 handy for your tool box, pickup or tractor, or a bucket of 150 for \$31.99 for the shop. Grime STOPPERS Kill Germs, Clean and Soften hands!



Locally Grown Speaker

The keynote speaker at this past winter's Monroe City Agri-Leader/FFA Alumni Banquet was Nancy Barcus, a native of Monroe City who works for American Future of Agriculture (AFA). During her remarks, Nancy encouraged listeners to 'Think globally, act locally.' We believe that over the past few years the plans of Farmers Elevator & Exchange Co., a locally-owned and locally-governed cooperative to create facilities, bring the equipment, utilize new products and technology and to bring a team of employees who can supply and support the needs of local ag producers who produce safe food and who compete in the world market fall right in line with Nancy's suggestion. We ask for your business and we hope you recognize we pay taxes that support the schools that educate your children and grandchildren and that repair the roadways and bridges that allow you to haul your products to market. We support the youth of the area and we provide nearly 30 jobs. **We Support Agriculture, the Food for Life!**

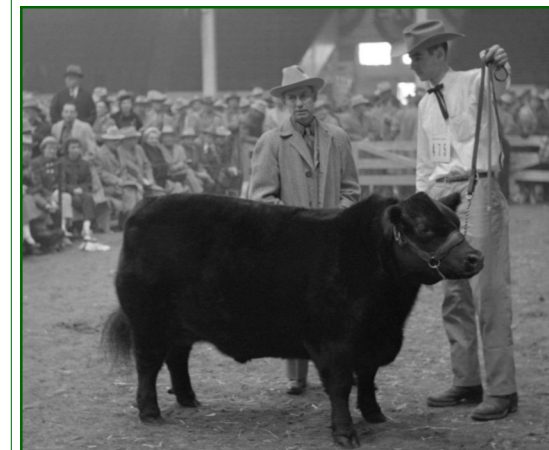


Nancy Barcus addressed attendees of the Monroe City Agri-Leader/FFA Alumni Banquet in January.



Manager's Corner by Marlin McCormick, Gen Mgr

I once wrote here about Warren Fuqua, a local man who earned a degree in animal husbandry from the University of Missouri in 1914, and who in 1919 became the first Board Chairman of Farmers Elevator & Exchange. He farmed and raised 'modern' purebred Poland China hogs and Shorthorn cattle. It was an exciting time. The Cooperative Extension Service, in its infancy, was educating farmers about better genetics and teaching growers about soil fertility and animal nutrition. This led to improved quantity and quality of food for consumers. The caption of the photo shown below tells us that some 61 years ago an Angus steer from Missouri was crowned Champion at the National Western Stock Show in Denver. Genetically producing a winner was a 'big deal' then, and still is, but one glance at the old photo reminds us that the 'winds of change' have been sweeping across the industry for years! Things have



Champion Angus and Reserve Grand Champion steer at the 1956 National Western Stock Show, exhibited by Harold R. Henry of Hamilton, MO.

changed, but have they? In 1919, ag producers were earning a living and satisfying consumers' needs. Grain and livestock producers alike remain focused on the goals of working to improve the supply of delicious,

nutritious meat, milk, eggs and grain products that feed households across the U.S. and globally. Genetics, nutrition and management are key to the success of this process. Over time and especially in recent years, many improvements have occurred in swine genetics which have led us to more knowledge and an increased ability to feed today's animals so that they can remain efficient and can better utilize feed ingredients, including grains and grain by-products. This in turn moves full-circle to the demand side and locally improves grain marketing opportunities for grain producers who are anxious to support their bottom lines.

Improved genetic traits in corn, soybeans, wheat, and other grains have had a huge impact on yield and quality. When we bring crop nutrient management and our crop

protection product selection available today into this picture, the opportunities with grain production appear endless!

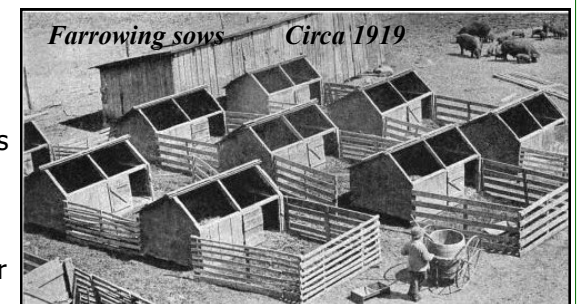
Even though there is nothing wrong with planting 38" rows of corn, or planting and harvesting with 2-row equipment, these practices are simply not common in these parts of Missouri or the Cornbelt today. In addition, the live-stock feeding business has moved far beyond the use of the 'slop bucket' and portable houses for farrowing. So, how have these 'winds of change' affected our company? As part of the supply chain, a major part of the answer to that ques-

tion is something afore mentioned. Animal genetics have changed dramatically! And as I referred to earlier, we now know that for maximum production efficiency, these 'modern' market animals of today must be fed differently from birth to finish than only a few years ago.

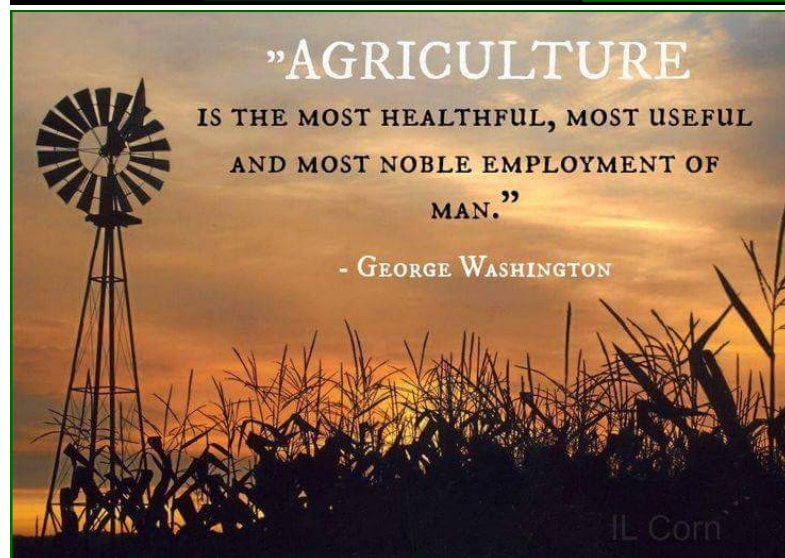
From the supply side (Farmers Elevator) and in order to address this change, the need to precisely, effectively, safely and efficiently include grains, and macro and micro-feed ingredients into feeding rations becomes a necessity. Proper animal growth and animal health is the focus of the feeder and the feed supplier. Although many changes have been made over time in our feed mill that was constructed in 1957, it simply does not accommodate the future needs of livestock producers. The staff of Farmers Elevator & Exchange Co. looked at many options to improve and remodel our facility in order to meet these needs. After a series of meetings last fall, our Board of Directors approved a plan in December that allows us to move this 98 year-old company forward once again and the directors had both livestock and grain producers in mind when the decision was made.

The approved plan that we refer to as the **Feed Mill UAE Plan**, incorporates the necessary Updates plus some Automation to allow us to better serve customers and to Expand the company's current business. At this writing, the feed mill UAE Project is on schedule and during the coming months you will likely see quite a bit of activity at the east end of our property along Summer Street as construction gets underway. We look forward the challenges of improving on what we have and creating something to better serve livestock and grain producers in this area.

We wish each of you a safe spring season!



 <p>Farmers Elevator & Exchange Co. 107 So. Chestnut Street P.O. Box 7 Monroe City, Missouri 63456</p>	<p>Winter hours: Open 8:00-5:00 M-F Open 8:00-noon Sat Ph. 573-735-4543</p>
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Please note: We will return to our 7:30 AM –5:00 PM Mon-Fri ; 7:30-12 Sat business hours on March 20.



Crop Care

by Brenna Ruth, Agronomy Sales & Gary Carr, Agron. Sales Mgr.

Hello friends! We at Farmers Elevator are enjoying this unseasonably

by the ground conditions



when it was worked. Working the ground while too wet leads to a cloddy seed bed that results in poor seed/soil contact. This causes variations in moisture levels, among other things, and affects plant emergence. Once we have prepared a proper seed bed for our plants, the next step is planting. If you have the equipment, applying starter fertilizer can make a significant difference in emergence. Supplying the nutrients the plant is craving in an easily available form can greatly reduce any stress that might occur if that plant had to go searching for nutrients. Along with starter fertilizer, consider putting fungicide in-furrow as well. This can go a long way to reduce any fungal pathogens that could hinder plant growth. All corn is treated with fungicide and insecticide, but you can choose what treatment you would like in some cases, depending on the brand of corn.

Fortunately, soybeans are much more forgiving at the planting stage. Soybean seed, when treated, can emerge in some very adverse soil conditions. Not only that, planting depth on soybeans is not quite as crucial. Soybeans tend to emerge from a variety of depths and do so fairly evenly. Population is key in soybeans, much due to an even distribution. Often times we are replanting soybeans when it might not be necessary. If it is still early in the year, and our population is fairly uniform across the field, soybeans can compensate for that lost stand. Speak with an agronomist or your seedsman before making an unnecessary replant decision.

On the subject of soybeans, we are proud to unveil our new recently installed KSI seed treating equipment. We at Farmers Elevator are very excited to utilize this system to offer the best products for our customers.

Things to Remember:

- ♦ Call now to get on the list for NH3 application and/or toolbar rental
- ♦ Spring applied fertilizer
- ♦ Plan ahead for spring burndown applications
- ♦ Come check out our new KSI seed treater and seed handling equipment!

warm and pleasant weather that is gracing us, and we are also taking advantage of the circumstances. While we wouldn't turn away any moisture, these conditions are allowing us to get some work done in the field, namely dry fertilizer and anhydrous applications. Normally the rush arrives when the weather turns, so the more we can get accomplished now, the better! The sooner we get our work done, the sooner you can get prepped and ready for that one singularly important trip across the field; planting. What is your goal when you go to the field in the spring? Is it to simply get finished? Or is it to raise the best crop you can raise? If it's the latter, what are you doing to accomplish this goal? Did you realize that one of the most positive things you can do for your corn crop is to ensure proper planting conditions? Once a corn plant emerges from the soil, the maximum yield that plant can have has already been determined. Everything that occurs after emergence will either preserve that yield, or subtract from it. One of the most crucial things to yield is even stand emergence. For many of us we judge the success of our planting by how good of a stand we got- if we achieved 99% emergence, we have done a good job. This is true, but that's not what is most important. How many days did it take for those plants to emerge? According to an article in Southwestern Farm Press, there are four main factors that affect the uniformity of emergence, including variability of moisture in the seed zone, crusting, non-uniform planting depth, and non-uniform crop residue. Both planting depth and uniform planting depth and spacing are directly related to your equipment and the person operating it. Sometimes the best thing you can do is slow down to ensure even planting. Be certain you are planting at least 1.5 inches deep and 2-3 inches apart, depending on population. Depth is crucial, because soil moisture is a lot more consistent at 1.5-2 inches. The same article states that if 1 out of 6 plants is delayed by 2 leaf stages, yields can be reduced by 4%. If you question this logic, take a look at some ears at harvest time. If you notice an ear is located lower on the plant than most of the field, 9 out of 10 times there will be a yield reduction on that ear. Ideally, all plants will emerge within 12-24 hours.

Some growers in our area with No-till acres can prove difficult to achieve even emergence. One way to help alleviate this is to ensure you have an even crop residue distribution on your field the year before. It is one more thing your equipment can do to help you and costs very little. On tilled ground, even emergence is often hindered



Our new KSI Seed Treater

We now offer a variety of seed treatments and inoculants applied in-house!

FROM THE FEED BAG

Flames & smoke envelope a grain elevator in Sitka, KS - March 7.

Many lost some and some ranchers lost everything including their lives with recent wildfires in plains states on the week of March 6. The Missouri Cattlemen's Association (MCA) urges us to send prayers and aid to cattlemen facing the aftermath of recent devastating fires in Kansas, Colorado, Oklahoma and Texas. MCA is assisting its members with getting hay trucked to areas of need. If you can assist with the hauling of hay to impacted areas, please contact: mike@mocattle.com or call 573-499-9162. A great way to assist producers in need is to go through the respective state's cattle organization. The information is below and can also be found online at:

<http://www.beefusa.org/firereliefresources.aspx>

Cash donations, are tax deductible and an easy way to assist those in need. The funds will be used to purchase fencing supplies, livestock feed and other resources needed with the wildfire relief efforts. Contact info for the affected states:

Kansas

Kansas Livestock Association is organizing hay and fencing material donations for delivery to affected areas in Kansas. To make in-kind donations, call KLA at (785) 273-5115. Cash donations can be made through the Kansas Livestock Foundation (KLF), KLA's charitable arm, by going to www.kla.org/donationform.aspx.

Colorado

There is an immediate need for hay, feed, fencing supplies, individuals willing to provide trucking, etc. for the farmers and ranchers devastated by the fires. For more information on how to donate and aid these producers please visit <http://coloradofarmbureau.com/disasterfund/>



Badly burned cows near Ashland, KS on March 7, 2017.

Oklahoma

If you would like to donate to this relief effort, you can do so by mail or online. Make checks payable to Oklahoma Cattlemen's Foundation and

put "Fire Relief" in the memo line and send to P.O. Box 82395, Oklahoma City, OK 73148. To donate online, visit www.okcattlemen.org.

Texas

Three supply points have been established to collect donated hay. If you have hay that you can donate and transport to either supply point, please contact the location directly prior to transportation. Also, Texas and Southwestern Cattle Raisers Special Rangers are in the impacted area assessing the damage and assisting TSCRA members.

Cattlemen: Farmers Elevator & Exchange Co. offers Purina Wind & Rain and ADM AMPT mineral products. Let us help you find the best fit for your herd!



QLF Ignite™ Low Moisture Blocks



- ♦ Controlled, Consistent Consumption
- ♦ High Energy/Nutrient Dense
- ♦ Vitamin & Mineral Fortified
- ♦ Highly Palatable
- ♦ Increased Forage Digestion
- ♦ Weather Resistant



See us for all your Gallagher Fencing Supply needs!

GRAIN CORNER: We now offer market information and alerts by text and have set-up a grain market alert system that allows grain bids to be sent automatically to you via text message.

Options include:

- ♦ Morning Cash Bids
 - ♦ Mid-day Cash Bids
 - ♦ Closing Cash Bids
 - ♦ General Alerts such as grain receiving hours.
- To sign up and set up, call (573)735-4543. We will need the name of your phone carrier and your #.



This winter's mild temperatures and changeable weather patterns have caused a lot of challenges for stored grain. Condensation in bins gives way to deterioration of grain quality which costs you \$\$\$. Be proactive and take time now to assess the quality of your stored grain.

