

generally much more effective. Second, **don't expect control of summer annual weeds as well.** Even the best residual fall chemistries offer very little suppression of summer annual weeds, and for a very short period of time. The third thing to remember is the question of **“whether or not a fall herbicide application “counts” as an additional mode of action on resistant weeds depends on the weed species”.** For example, fall herbicide will have little to no activity on waterhemp plants, but can be very effective in controlling marehail.

Harvest time sends mice and rats indoors. Get prepared now with Motomco rodenticide. In stock now! Elevator today!



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October 2015



Newsletter of the Farmers Elevator & Exchange Co. - 107 So. Chestnut St., Monroe City, MO ph. 573/735-4543 or 888/842-2090

Manager's Corner

by Marlin McCormick, Gen. Mgr.



Hey folks— it's October—and that means it is **National Pork Month!** Although you may think that photo above was taken a long time ago (in the 1960's), the pig dates back 40 million years! Fossils indicate that wild pig-like animals actually roamed forests and swamps in Europe and Asia. By 4900 B.C. pigs were domesticated in China, and were being raised in Europe by 1500 B.C. on the insistence of Queen Isabella, Christopher Columbus took eight pigs on his voyage to Cuba in 1493. It is Hernando de Soto who is dubbed "the father of the American pork industry" as he landed with America's first 13 pigs at Tampa Bay, Florida in 1539.

Native Americans reportedly became very fond of the taste of pork, resulting in some of the worst attacks on the de Soto expedition. By the time of de Soto's death three years later, his pig herd had grown to 700 head, not including the ones his troops had consumed, those that ran away and became wild pigs (and the ancestors of today's feral pigs or razorbacks), and those given to the Native Americans to keep the peace. The pork industry in America had begun!

Here is a photo of one of our delivery trucks unloading feed at a pork production site in Northeast Missouri.



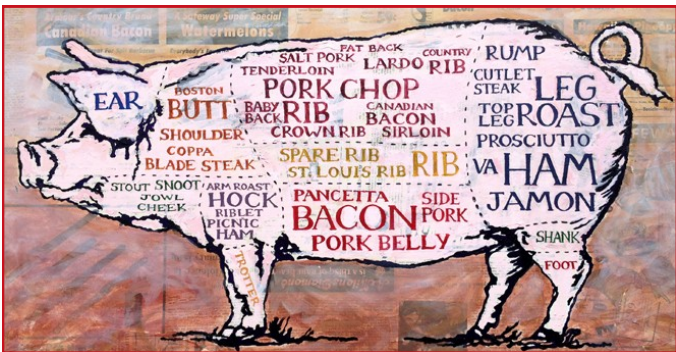
Pig production spread throughout the new colonies. Hernando Cortez introduced hogs to New Mexico in 1600, and Sir Walter Raleigh brought sows to the Jamestown Colony in 1607. Semi-wild pigs conducted such rampages in New York colonists' grain fields that every owned pig 14 inches high had to have a ring in its nose. On Manhattan Island, a long solid wall was constructed on the northern edge of the colony to control roaming herds of pigs. This area is now known as **Wall Street.**

The pig population of Pennsylvania colony numbered in the thousands by 1660. As the seventeenth century closed, the typical farmer owned four or five pigs, supplying salt pork

and bacon for his table with surpluses sold as barreled pork. Finishing pigs on Native Americans' corn became a common practice in Pennsylvania. After the Revolutionary war, pioneers began heading west and they took their indispensable pigs with them. A wooden crate filled with young pigs was often hung from the axles of prairie schooners. As western herds grew, the need for pork processing facilities became apparent. packing plants began to spring up in major cities. Pigs were first commercially slaughtered in Cincinnati, which became known as Porkopolis. In fact more pork was packed there than any other place in the Midwest! And I would venture to say that if you grew up on a farm in this area at least 30 years

ago, it is quite likely that you or your family was involved in producing or feeding pigs. Nationwide, more than 67,000 pork producers marketed more than 112 million hogs in 2013. We at Farmers Elevator appreciate the pork industry because today about 547,800 U.S. jobs are involved in various aspects of the pork industry, ranging from input suppliers such as Farmers Elevator & Exchange Company to producers to processors and handlers as well as Main Street businesses that benefit from purchases by people in those industries. Overall, an estimated \$22.3 billion of personal income and \$39 billion of gross national product are supported by the hog industry. Although the hog industry in the U.S. has undergone rapid structural changes in recent years, total hog numbers have increased from a decade ago. Exports add significantly to the bottom line of each U.S. pork producer. U.S. exports of pork and pork products totaled 2.2 million metric tons in 2014, representing more than 26% of U.S. production, and those exports add more than \$62 to the value of each hog marketed. The U.S. pork industry today provides 23 billion pounds of safe, wholesome and nutritious meat protein to consumers worldwide.

Pig farming circa 1950 Missouri



Help us celebrate Pork Month — Stop by our office in October to sign up for the **Big Bacon Giveaway!** Ten lucky winners will be drawn on October 23!!

Farm Safety—Back then and now, there's always time for more....



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Happy Fall and Happy Harvest! We have now entered my absolute favorite time of year! The leaves are changing, the mornings are crisp, and there is a little red eye in the air here at Farmers Elevator and Exchange! I love the harvest season for many reasons; not only do I love pumpkin flavored everything and mums on my front porch, but I love watching all of the combines in the field! There is always an anxious/excited/nervous energy in this season that's infectious! The harvest season is the culmination of all the hard work that each of you growers put into producing a crop, and that makes watching the fruits of **your** labor roll across our scales very rewarding. We would first like to **THANK YOU** farmers for doing what you do. As a retailer we provide services to farmers that are essential for crop production. However, without you farmers, those crops wouldn't be raised and we wouldn't need to provide those services. We also thank you for doing business with us here at Farmers Elevator and Exchange. We know you have your choice of providers, and we appreciate your purchase of every pound of fertilizer, every ounce of chemical, and every seed from this business. Again, we **THANK YOU!**

SEED: We want to remind you that the next round of **seed orders** needs to be done **BEFORE October 23rd**. If you are busy in the field, we will be happy to come to the field and go over any information you need before finalizing your order. In addition, the first early pay deadline is also October 23rd. Paying for your orders, or at least paying a portion, qualifies you for the biggest discount. *We want to* do whatever we can to *help you* save on your input costs!

FALL FERTILIZER: We have already begun making some applications of fertilizer! We have a list of people who want soil sampling done; we will be starting to pull samples as soon as the soil conditions are right. We have also been spreading lime; if you want lime applied, we will be available for that as well. If you are unsure, we can take soil samples to get recommendations for that too. If you are unsure if applying fall fertilizer is the route you want to go, we do have flexible options for purchasing fertilizer. So far, harvest has been going well and producers are moving quickly. We are anticipating a good season to get a lot of fertilizer applied.

FALL SPRAYING: I realize that we have mentioned applying fall chemicals in the last few newsletters, and

that it may seem redundant. We do that because we feel it's a very important chemical application, and encourage all growers to consider it. Kevin Bradley made some very important points in an article for MU's Integrated Pest Management Program in September of 2013 regarding fall application of herbicides. The thing that he wants us to remember is that fall chemical applications are **not just about weed control**. These are the four main points:

- #1. **Spring Weather Uncertainty:** We all know that spring weather is unpredictable. Applying chemicals in the fall gets you one step farther towards getting to the field in the springtime, especially in a no-till situation.
- #2. **Impact on Soil Conditions:** Not only will removing the thick matt of weeds make planting easier, but it will allow the soil to dry faster and warm up more quickly. The earlier the soil conditions are right, the earlier you can get your crops planted. Not only are the soil conditions better, but you don't have those winter annual weeds leaching all of the nutrients out of your soil before you even have a crop planted.
- #3. **Other Pest Interactions:** Winter annual weeds serve as a host for many detrimental creepy-crawlies. Those are things like soybean cyst nematodes, black cutworms, flea beetles, and several other lepidopteran pests. Keep the weeds out, and you are less likely to have these pests to deal with in the spring.
- #4. **Weed Management:** Since weed management is the key reason for applying fall herbicide, there are three things to remember when choosing a fall chemical program. First, **all fall herbicide programs are not created equal**. While it may be tempting to cut costs and apply simply glyphosate and 2,4-D, that application will not be effective on anything that emerges after that application. There is a surprising amount of weeds that can sprout and begin growing in the winter months. A residual program is *(cont'd on back page)*

From some of our *matchless* friends.....This old matchbook is in great condition and advertises products sold by Farmers Elevator & Exchange Co. in the 1960's. It was recently found in the desk of the late Gentry Wilson. We thank his family for sharing!

Phone
RE 5-4543



From The Feed Bag

by Eulynn Keller, Livestock Production Asst.

From the bottom of our bacon-loving hearts, all of us at Farmers Elevator would like to thank our hog customers. Over the years, the industry has had its highs and lows, but your passion never wavered. We are very grateful to be a part of your farm!

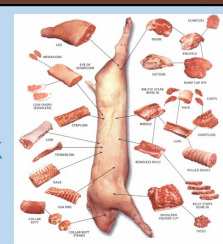


How did "Uncle Sam" come to represent the U.S. Government?

During the War of 1812, a New York pork packer named Uncle Sam Wilson shipped a boatload of several hundred barrels of pork to U.S. troops. Because each barrel was stamped "U.S." on the docks, it quickly became bantered about that the "U.S." stood for "Uncle Sam," whose large pork shipment looked to be enough to feed the entire army. Thus did "Uncle Sam" come to represent the U.S. Government itself.

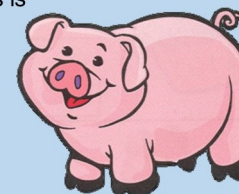


Each market hog represents...
371 servings of pork



What's the heaviest hog ever?

A Poland China hog named "Big Bill" weighed 2,552 pounds and measured 9 feet long. The owner of this hefty hog was Burford Butler of Jackson, Tennessee, in 1933. In contrast, the average market weight of today's lean hogs is around 265 pounds.



Can't make it in to enter your name in the Big Bacon Giveaway?

Cut this out, print your name & phone number, and mail it in. We'll put it in the drawing for you!

Drawing will be held October 23rd. Winners will be notified and printed in the November newsletter.

Pork Signals: Increasing competition

by Ron Plain, MU

Higher Meat Consumption Expected

The supply of competing meats is increasing. Lower feed costs have made meat production more profitable which, in turn, is driving expansion. USDA is forecasting production of red meat and poultry will be up 2.9% in 2016 with pork production up only 0.5%. That combination means the production of competing meats will be up 3.7%. Given that situation, it is very likely 2016 hog prices will be lower than this year. The overall situation is not quite so gloomy, because USDA also expects U.S. exports of pork, beef, chicken and turkey to increase in 2016. The net amount of meat on the U.S. market is expected to be up 2.2 percent next year, which is more than double the population growth. Per capita meat consumption is forecast to increase by two pounds compared to this year and reach the highest level since 2008.

Don't Forget Impact of Variety Meats
Most pork trade attention gets focused on the movement of pork muscle meats. However, what happens to the rest of the hog, the pork variety meats, is also important. Since many variety meats are not popular with American consumers, the export market is crucial to capturing value.

Last year, the United States exported 1.16 billion pounds of pork variety meats worth slightly over \$1 billion. That number equaled 18.4 percent of the value of pork muscle exports. Our four biggest customers were Mexico, China, Hong Kong and Japan. During the first half of 2015, pork byproduct exports were down 10% by weight and 14% in value. The decline is due in part to a strong dollar, making all U.S. products more expensive to foreign buyers. The decline is also because of ongoing trade issues. During the first half of 2015, pork shipments to China were down 53% and variety meats were down 27%, in part because of the Chinese ban on ractopamine (Paylean).

2016 Looks Like a Breakeven Year

Based on current futures contracts for hogs and feed, it looks like 2016 will be slightly better than a breakeven year with red ink in the first quarter, profits during midyear, and then more red ink in the fourth quarter. A lot of uncertainty remains, both for revenue and for expenses.