



Grain Talk

**Proudly Owned by Farmway Coop Inc, Cloud Co
Coop, and Randall Farmers Coop Union**

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AGMARK MISSION STATEMENT:

To be a recognized leader in the grain industry, providing long term grain marketing solutions for our customers while building a financially strong and stable company.

Owner Elevators: Concordia Terminal(West), Asherville, Belleville, Beloit, Cawker City, Clay Center, Concordia (East), Courtland, Denmark, Esbon, Glen Elder, Hunter, Jamestown, Jewell, Kackley, Leonardville, Miltonvale, Lincoln, Randall, Scandia, Scottsville, Solomon Rapids, Tipton, Vesper, Westfall.

AGMARK MERCHANDISING STAFF

Any of AgMark's merchandising staff can be reached by dialing our toll free number 888-848-9979. They are located at the following AgMark owner elevators:

Tatum Couture—Concordia

Mark Hafliger—Beloit

Nick Hansen—Courtland

Eric Hilt—Beloit

David Pfizenmaier—Clay Center

Carrie Williams—Concordia

MAGNETIC CARDS FOR TRUCK ID

We now have nine locations equipped with card scanners to read the white 2" x 3" chip imbedded card to identify your truck load of grain. The locations that these cards can be used **interchangeably** include: The Concordia Terminal (West), Concordia East, Jewell, Glen Elder, Leonardville, Courtland, Scandia, Belleville West, and Belleville East. These cards are pre-programmed with a number and can be used unlimited throughout harvest at any of these facilities.

FACILITY ADDITIONS AND IMPROVEMENTS

AgMark LLC's owners continue to invest in the North Central Kansas grain handling infrastructure. The AgMark system welcomes the customers of the former Esbon Grain and Fertilizer, Esbon, KS and the customers of the former Hansen Mueller Company of Belleville, Courtland, and Scandia KS. All of these elevators were purchased by Farmway Co-op of Beloit. In addition to the purchase of these elevators, there will be improvements in place by wheat harvest for the following locations:

Esbon—The addition of a 153,000 bu steel bin

Courtland—The addition of two outbound truck scales, 1 at the East and 1 at the West elevator, and the installation of a magnetic card reader system.

Scandia—Magnetic card reader system

Belleville East and West—The addition of an inbound truck scale and probe and a magnetic card reader .

Leonardville—The addition of a 20,000 bph receiving system, two 261,000 bu. steel bins, inbound truck scale and grading lab, and a magnetic card reader system.

CROP RISK SERVICES

AgMark wants to remind our customers of our AgMark Services Division. AgMark Services understands yield and price risks and opportunities. Call Scott, Tammy, or Zeb to see how our integrated approach to crop insurance and customized marketing programs can help your farming operation.

Contact Us:

118 West Main, Beloit, KS

Phone: (785) 738-9641

Toll Free: 888-848-9979

www.agmarkllc.com

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HARVEST REMINDERS

In order for harvest to go as smooth as possible, it is important to let us know of any farm account changes or additions right away. Also, it is always a **HIGHLY** recommended practice for our customers to check their tickets promptly as they finish harvest and before tickets are split into customer accounts (landlords & producers). AgMark will not be responsible for incorrect names on a ticket if they are split without checking them first. When your tickets are checked please let us know immediately to fill your existing contracts so payment can be made promptly. Our practice has always been to fill the oldest contract first.

DIRECT DEPOSIT AVAILABLE ON GRAIN CHECKS

Your grain sales proceeds can be deposited directly into the bank account of your choice. Actual paper checks are still available and are the only option for accounts with liens against them. To sign up for this free service, complete the "Electronic Funds Transfer Authorization Agreement" at any of our owner elevator locations or administrative office in Beloit.

DEFERRED PAYMENTS, "ON DEMAND" NOW OFFERED

The deferred payment interest rate is currently .5% per year on all new "Installment Sale of Grain" contracts with an established due date on or before January 2015. We are also now offering an **"on demand"** deferred payment contract in which you do not have to establish a due date. Payment can be made at the demand of the seller. There is no interest paid for the "on demand" deferred payment contract.

TRUCKS IN THE FIELD AT HARVEST

AgMark will again have a supply of trucks for our customers who may need assistance with moving wheat at harvest. To manage the uncertain demand for these trucks, we ask our customers to contact a grain originator as soon as possible if you need this service since trucks will be allocated on a first-come, first-serve basis. Priority will also be given to grain that is contracted with AgMark versus grain coming in for storage. In years past we have been able to accommodate all our customer's requests and will work to accomplish this in 2014.

MARKETS ON CELL

With AgMark's "Markets on Cell" you can stay on top of the markets whenever you want. This **FREE** service to our customers now has more options! Along with offering Futures quotes we are also offering Cash Bid quotes along with Livestock and Energy quotes. An additional feature is the ability to send you time sensitive information via text message. Contact us today to get signed up!#

AGMARK IS MOBILE!!

Have access to our CASH BIDS, LOCATION & HARVEST INFORMATION and MUCH MORE when using our Mobile Website! From the internet browser on your mobile device enter <http://mobile.agmarkllc.com> this will bring up our mobile site. You can also access it by going to our website at www.agmarkllc.com and clicking on the "mobile site" button at the bottom of the home page. Once the mobile site is open on your device you can save it as a shortcut on your homepage. Then, the next time you look us up we are just one easy click away.

Commodities Accepted						
Location	Wheat	Milo	Corn	Soy-beans	Sun-flowers	Oats
Concordia Terminal	X	X	X	X		
Concordia East	X	X	X	X		X
Jamestown	X	X			X	
Randall	X	X	X	X		X
Kackley						
Jewell	X	X	X	X		
Asherville	X	X	X	X		
Beloit	X	X	X	X		
Sol Rapids						
Scottsville	X	X		X		
Glen Elder	X	X	X	X		
Cawker City	X	X			X	
Tipton	X	X	X	X		
Hunter	X	X	X	X		
Denmark	X	X				
Vesper	X	X		X		
Lincoln	X	X	X	X	X	
Westfall	X	X				
Clay Center	X	X	X	X		
Miltonvale	X	X	X	X		
Leonardville	X	X	X	X		
Esbon	X	X		X		
Courtland	X	X	X	X		
Scandia	X		X	X		
Belleville West	X	X		X		
Belleville East	X	X	X			

** Subject to change anytime without notice or warning, please call location for confirmation **

AGMARK STORAGE RATES

Corn, Milo, and Wheat = 4.5c/bu/mo
Beans and Sunflowers = 5c/bu/mo.
There is a 15 day grace period on all delivered grain. If the grain is not sold or applied to a contract within 15 days, the storage reverts back to the date of delivery.

FARM BILL 2014 UPDATE

This farm bill has brought some changes that you will need to consider as we approach enrollment deadlines. AgMark is committed to helping producers through this process. One thing to keep in mind is that while many of the programs sound similar to crop insurance none of the programs will replace crop insurance.
The first choice to make as a producer is Area Risk Coverage (ARC) or Price Loss Coverage (PLC). ARC is a revenue protection program that combines area yields (or county in our case) with 5 year Olympic averages on commodity prices. PLC is a price protection only program that uses fixed prices and could be described as a free "put" protecting you if prices drop below the program targets. ARC and PLC programs both have advantages and disadvantages and the sooner you can get familiar with the programs the better because your program selection will not change until the next farm bill is written and passed. Both programs use your base acres to determine payments, so you will definitely want to see if reallocating base acres will benefit your operation. AgMark has the tools you need to help make this decision. One point to start thinking about as you become better informed is price. Current ARC program prices and 5 year university price projections are favorable to corn and bean producers over PLC. Wheat and sorghum producers could find arguments for selecting either ARC or PLC. Selecting PLC will allow you the option to enroll in the Supplemental Coverage Option (SCO). This is a product that mimics your crop insurance coverage and extends it to 86%, but is only available when enrolled in PLC. Prices for this SCO have not been released, but you will be able to purchase this coverage through us starting with wheat this fall.
Now is the time to start planning for your farm bill program selections. Enrolling in PLC or ARC will begin late fall or possible early 2015. Enrollment in SCO will began with wheat and producers will have the option to opt out in November if they decide to enroll in ARC at a later date. Remember AgMark is here to help you! Give us a call with your questions.

AGMARK INFORMATION AT www.agmarkllc.com

Visit our website for daily bids, ACH forms, available contract types, and to log into IVIEW. IVIEW allows you access to your account so you can check tickets and contract balances at any time! This service is provided free to our customers.

THANK YOU FOR YOUR BUSINESS AND HAVE A SAFE HARVEST!