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Country Connection

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Grain Scoop: When Do We Sell Beans?



By Kim Holsapple

There are two types of commodity traders that watch the markets. First, is the technical trader; this person is usually confined to a desk, watches multiple charts on multiple commodities, usually has a dry personality and does not know the difference between corn and beans. They watch multiple indicators on charts and when one line crosses another they either execute a buy or a sell. On my screen I have 35 different indicators I can watch. I can count on one hand the number of these I use a month to make trades. Occasionally, I will have a customer that will ask about a certain indicator and I am more than happy to look it up. RSI or relative strength index is one of the most popular indicators to detect an oversold or overbought market. The other

type trader is a fundamental trader; this would be the camp that I fall in. A fundamental trader looks at real numbers: Usage, production, acreage, exports, carryouts, rainfall, etc. This is the part I love about my job, taking a crop year and dissecting it into several categories and watching the categories develop as the year progresses. A lot of these numbers are updated weekly, some monthly and a few quarterly. I do dozens of market outlooks a year and my presentations are almost always based on the fundamentals of the market.

What I have been leading up to is where the fundamentals of the soybean markets are as of this particular date. We produced a record 4.425 billion bushels of beans this year in the United States. This is 125 million bushels more than any other year and the last four soybean crops are the largest four crops of all time. We have also had record soybean demand in the U.S., resulting in 5 years of back to back records for demand. The problem is 3 of the last 4 years we have produced more beans than we have been able to consume. With this being said the projected carryout of beans on August 31st of this year is projected to be the 2nd largest carryout we have ever had, second only to 2006/2007 market year. Projected now is 530 million bushels compared to all time record high of 574 million bushels in 2006/2007. The average farm price that year was \$6.43.

I am not here to say that we are going to \$6.43 but as I see it today this bean market needs a severe problem with production somewhere around the world and it just hasn't happened. We had multiple opportunities to sell \$10.00 beans last year for fall delivery and the carryout was estimated to be 301 million bushels. I don't think I need to tell you that with an estimated carryout of 530 million this year we need less rationing, so I would assume we do not need a higher price to accomplish that. In fact I am very impressed with the ability of beans to stay north of \$9.50. I would encourage you to take a good look at new crop bean prices and get a portion of the crop locked up. If and when the time comes that we would need to protect that position we can buy call options. Once again, profit levels will be small but we can live to see another day and if we would happen to hit another big crop then prices would be in the cellar for quite some time.

Spring is about here and I don't know about you, but it's been a long winter for me. Looking forward to it!



Stanley Joergens

First Aid and CPR Training

All of our employees received First Aid and CPR training from American Heart Association recently and we are staying current with our employee training to assure all of our facilities are equipped with Certified First Aid and CPR course certified employees. We believe it is very important to be equipped and ready to respond to and help other employees or our customers in case of an injury or accident. I want to give you a brief overview of our training and the different areas of the course.

Before you provide first aid, it's important to ask the ill or injured person if you may help. If the person agrees, you may give first aid, if the person refuses your help, phone your emergency response number and stay with them until someone with more advanced training arrives and takes over. If the person is confused or cannot answer, assume that they would want you to help.

Washing your hands well is one of the most important protections you have. Always use soap and water if your hands are visibly dirty and after taking off gloves. Wet your hands with clean running water and apply soap. Rub hands together and rub all surfaces of hands and fingers for at least 20 seconds. Rinse hands with lots of running water. Dry your hands using a paper towel or air dryer. If possible, use your paper towel to turn off the faucet.

Always take precautions in contacting someone else's bodily fluids or blood. Wear personal protective equipment whenever necessary. Place all disposable equipment that has touched blood or body fluids containing blood in a biohazard waste bag. Dispose of the bag properly and wash your hands well with soap and lots of water.

If you come across someone needing first aid and if you are alone, yell for help while you start to check the ill or injured person. If no one answers your yell and immediate care isn't needed, leave for a moment while you phone your emergency response number. Get the first aid kit and AED if available. Return to the ill or injured person. If you are with others, stay with the ill or injured person and be prepared to give first aid or CPR if you know how. Send someone else to phone your emergency response number and get the first aid kit and AED if available.

If someone is choking and can make sounds or can cough loudly, stand by and let them cough, if worried about their breathing, phone your emergency response number. If the person cannot breathe or has a cough that has no sound or cannot talk or make a sound or make the choking sign, act quickly and follow the steps to help a choking adult.

If a person gets dizzy, the responding person first will need to make sure the scene is safe then help the person lie flat on the floor. If the person doesn't improve or stops responding, phone your emergency response number. If the person faints and then starts to respond, ask the person to continue to lie flat on the floor until they can sit up and feels normal. If the person fell, look for injuries caused by the fall. Phone your emergency response number.

If you come across a person that is visibly bleeding, make sure the scene is safe and get the first aid kit. Wear personal protection equipment. Put a dressing on the wound. Apply direct pressure on the dressing. Use the flat part of your fingers or the palm of your hand. If the bleeding does not stop, add more dressing on top of the first and press harder. Keep pressure on the wound until it stops bleeding. If you can't keep pressure on the wound, wrap a bandage firmly over the dressing to hold the dressing in place.

If a person is bleeding from the nose, make sure the scene is safe. Get the first aid kit and wear PPE. Press both sides of the nostrils while the person sits and leans forward. Place constant pressure on both sides of the nostrils for a few minutes until the bleeding stops. If bleeding continues, press harder. Phone your emergency response number if you cannot stop the bleeding in about 15 minutes or the bleeding is heavy, such as gushing blood

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Location Spotlight

Altamont



South Central FS Altamont location specializes in custom application of dry & liquid fertilizers, chemicals, anhydrous ammonia and lime. Our fleet of equipment provides timely application for both post harvest and pre-plant services, as well as in-crop application of all products. Along with conventional blanket fertilizer spreading, we also offer a multitude of VRT application programs.

Derek Bowman is the location manager for Altamont. Derek has been with the company for twelve years with seven years management experience.

Seth Kopplin is our Crop Specialist with six years of sales experience. He is available for specialized seed, chemical, and fertilizer recommendations, matched to your individual acre. South Central offers both Asgrow-DeKalb and InVision-HiSoy lines of seed, giving the best hybrids for your multiple soil types.

Julie Hampton is the administrative assistant for Altamont. She handles billing for the crops, fuel, and LP departments.

Altamont is comprised of 3 full time applicators; Mike Hammer, Derek McWhorter and Dalton Forehand. They have over 25 years of combined experience and are ready to service all our customer's needs. Mitch Young is a second year intern through the Lakeland College SOE program and he assists in all aspects of customer support at our location.

Andy Kollmann is our Energy Market-

ing Specialist. He has been with South Central for 20 years and an Energy Marketing Specialist for the past 12 years. He can provide you with all your fuel, DEF and lubricant needs.

Travis Kreke is our propane specialist. He has been with South Central for the past 20 years, servicing Effingham County with LP gas for the past ten years. Travis can assist you with all your LP gas needs.

To better serve our customer's needs, we recently added 3- 5,000 gallon bulk chemical storage tanks.

We appreciate the business of all our loyal customers, and look forward to a successful growing season in 2018.

Please contact any one of our professionals at

Altamont Location: (618) 483-5117

altamontc@southcentralfs.com

Derek Bowman: (217) 663-4864

dbowman@southcentralfs.com

Seth Kopplin: (618) 553-7781

skopplin@southcentralfs.com

Travis Kreke: (217) 821-6953

Andy Kollmann: (217) 821-9259

First Aid and CPR Training

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or the person has trouble breathing.

There were several more areas of first aid to respond to: broken teeth, amputations, head/neck/spine injuries, burns and electrical shock that were involved in the training that requires visuals and hands on training from a skilled first aid responder to serve as proper training to respond to those injuries. The employees also went through the CPR training that involved proper chest compressions and also the proper use of an AED (Automated, External, Defibrillator). The employees that wanted to also attended a special session on youth and infant CPR.

CPR is something you hope you will never have to use and you may

feel nervous and inadequate in the necessary skills required if you are in a situation and or called to help someone who is down. We have had several employees that have been at the right place at the right time such as in Church or at a restaurant or on the road and come across a vehicle stopped because of a medical emergency and all of those employees said that all those things that they had learned in the training came back to mind and they were able to help out. None of those employees would consider themselves a hero, they say they just responded like anyone else would have in that situation, but I would consider them heroes and most likely responsible for saving the lives of those individuals in need.



South Central FS, Inc and Total Grain Marketing LLC and its employees greatly encourage everyone to take an active role in responding with first aid to those that need it by getting the proper training from sources such as the American Heart Association. Our employees that have received the training and are certified in this course are more confident in their response and skills and feel it is very valuable and well worth the time of the training especially if they are able to help someone else in need which could very likely be a family member at home also.

Stanley Joergens

Safety and Compliance for South Central FS, Inc and Total Grain Marketing LLC



MARCH SPECIAL

 2 Hotdogs 
for \$2.99

Supporting our Communities

2018 Risk Management Seminar held January 11

The 2018 Risk Management Seminar was held on the evening of January 11th at the Effingham Event Center. The meeting was hosted by South Central FS, Inc., COUNTRY Financial and the Effingham Farm Bureau. The night kicked off with a social hour sponsored by BASF, Syngenta and Monsanto. During this time, guests had the opportunity to visit booths around the perimeter of the hall to meet and talk with the various departments from South Central FS, Inc. Dinner was served at 6:00 p.m. Julie Stephens from the Effingham Farm Bureau spoke briefly about upcoming events they were hosting. South Central FS, Inc. Crop Insurance Specialists, Tony Deters and Darren Zerrusen discussed the upcoming changes in crop insurance for 2018. Dr. Bryan Young from Purdue University talked about his research

in weed management and his recommendations for crop producers and land managers. Jeff Nalley from the Cromwell AG Network gave an ag market update and then Chip Florey, from radio program Market Rally, joined him and the two provided great insight into the future of the ag economy and best practices in risk management. South Central FS, Inc.'s new CEO, Joe Meinhart, closed the seminar by discussing the 199A tax reform and how it will affect our patrons. There were approximately 230 local producers in attendance. The Crop Insurance and Agri-Finance team at South Central FS, Inc. would like to thank everyone who attended. If you have any feedback on the event or would like to make suggestions for next year, please stop by your local FS or TGM location or leave us a note at <http://www.southcentralfs.com/Contact>.



Del Lifetime Award

The Effingham Area Home Builders Association have honored Del Althoff of EAHC Structures with the Association's Lifetime Achievement Award. Althoff is pictured with President Shane Frederking and Past President Marty Stock of the Association.



Congratulations Del on this great honor!



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fssystem.com

Today's farmers produce enough food, fuel, and fiber for the entire population using fewer inputs and less land. FS values our partnership with the American Farmer.

Celebrating National Ag Week.

Bringing you what's next.™ 

MiField by FS is a research and analysis tool that offers so much more than some distant field trial. Applying findings from your farm, MiField helps your Crop Specialist deliver ongoing recommendations, more customized than ever. From crop health inputs to nutrient management to new methods, MiField by FS can discover what fits best on your farm. In practice, MiField by FS focuses on helping growers better understand their cropping practices by delivering research-based data and recommendations that help them be more profitable in their fields.



MiField Applied Research provides growers and their FS Crop Specialists protocols to test a practice or product using standard, scientific methods. Testing either single agronomic practices or product variances, MiField directs applied research within side-by-side conditions compared to a grower's standard crop management practice. MiField Analytics assists in analyzing trends on agronomic products and practices to bring solid information and recommendations to the farm level. These calculated insights are compared with data from a grower's field to fine-tune recommendations and increase profitability.

FS assists growers in conducting real-time, real-field trials using practical testing methods to discover how agronomic practices will optimize their profit per acre. This approach provides for side-by-side, applied research of a single agronomic practice or of a system, comparing how performance and/or efficacy affect yield and profit. Growers who conduct trials receive complete, customized reports of the research outcomes on their acres. Each category and trial is summarized with aggregate data backed by independent testing to gain insights into trends that increase profitability for farmers. MiField by FS is different from most other yield books by providing aggregated data.

Why is aggregated farm data important? The short answer is better decision making. So many aspects of our lives are touched by decisions based on aggregated data analysis, that we may not recognize the influences. A general comparison to America's pastime serves to demonstrate the power of aggregated data. Let's look at farm data in the same way a baseball manager looks at player statistics – or data points – to fine-tune the team roster and coaching decisions. Making decisions off of a single trial would be like making decisions off of a player's performance in just one game. However, baseball managers look at how a player performs across multiple games and multiple seasons, just like how we can make better decisions using aggregated data from multiple trials in multiple years.

Why do trends matter? Applied to your unique farming situation, trends can help you better understand how agronomic practices and environmental variables are affecting, or can affect, crop performance. Through aggregated farm data, you can identify and analyze trends of specific situations to better predict outcomes and increase the chances of higher profitability. For example, reasonable yield predictions can be made by looking at thousands of pooled data points.

Some of the agronomic practices tested include planting date, nitrogen rates and management, genetics and traits, seed treatments, fungicide treatment, planting rates, foliar nutrition and starter fertilizers. With over 1100 trials in 2016 and 2017 we've been able to ground-truth some practices that your crop specialist recommends. The 2-year average profit from foliar fungicide applications in corn is \$16.38/ac and \$14.14/ac in soybeans. Switching from 1 pass of nitrogen to 2 passes of nitrogen has provided an average profit per acre of \$13.21 and utilizing N-Serve has provided \$10.95/acre profit.

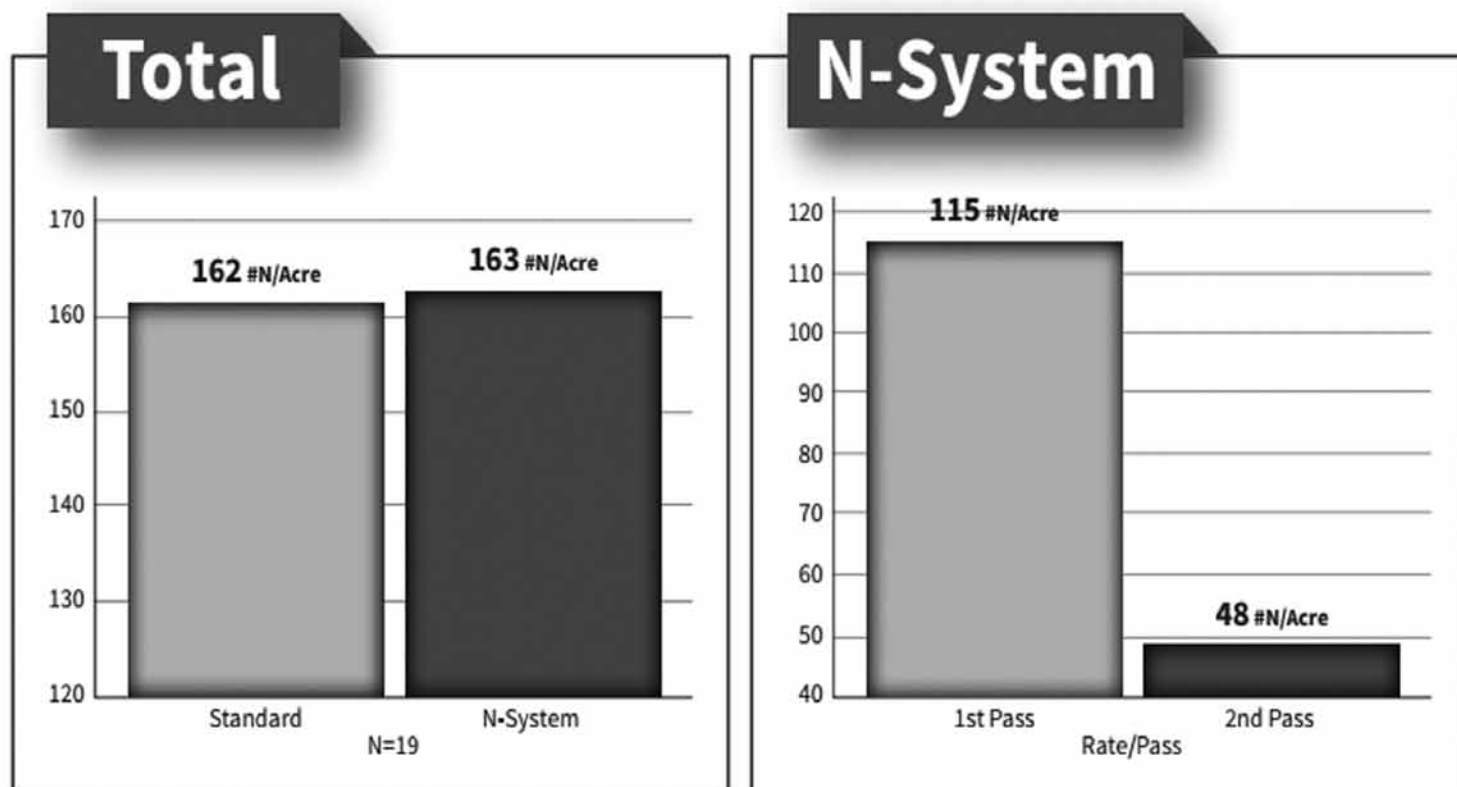
I encourage you to visit with your crop specialists about conducting your own MiField trial(s) for 2018. To find specific yield trials in your area visit www.fssystem.com and click on MiField Applied Research Trials under the Agronomy tab. Conduct your search by year, state, county, crop, and trial type to find the information that relates best to the farm(s) near you.

Local Crop Specialists Recognized for Seed Sales Excellence



February 3, 2018- The Growmark Seed Division hosted their annual Winner's Circle Event in St Louis, Missouri to recognize seed sales excellence for the 2017 growing season. South Central FS had nine Crop Specialists that qualified for Winner's Circle awards. The Winner's Circle event began in 1997 and Crop Specialists qualify for awards by earning points for seed units sold. Points are awarded for Growmark System Support Brands of FS InVISION and HiSOY Brands, DeKalb-Asgrow, and NK Brand. The following South Central FS Crop Specialists were recognized for their achievement:

Crop Specialist	Award Level	Crop Specialist	Award Level
<i>Mitch McMahon</i> <i>Tower Hill</i>	Bronze	<i>Craig Gerdes</i> <i>Greenville</i>	Gold
<i>Matt Morton</i> <i>Sandoval</i>	Silver	<i>James Lurkins</i> <i>Vandalia</i>	Gold
<i>Mike Lemmon</i> <i>Humboldt</i>	Silver	<i>Pat Meinhart</i> <i>Toledo</i>	Gold
<i>Seth Kopplin</i> <i>Altamont</i>	Gold	<i>Jeremy Schumacher</i> <i>Effingham</i>	Gold
<i>Matt Probst</i> <i>Effingham</i>	Gold		



79% Positive Yield Response

Treatment	Total (#N)	Total \$N/Acre	Yield	Net \$/Acre
Nitrogen Management System	163	\$66.83	233.7	+13.21
Standard	162	\$56.24	226.9	