

● SUPPLY LOCATIONS
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Country Connection

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Grain Scoop: Supply Vs. Demand



By Kim Holsapple

We have not seen a decrease in ending stocks on corn in the U.S. since the 2011/2012 crop year. This means we have produced more corn than we have used each and every year since then. Finally, this year on August 31st our ending stocks will be lower than last year. The good news is our feed demand for corn has increased by over 1 billion bushels since 2012, our exports are on track to be the 2nd largest ever, and corn used for ethanol will be at an all time high. As I have stated in the past, the cure for low prices is low prices. Because of the unprofitability of corn, we see acres at a very low level this year in the U.S. We have seen Argentina come out of one of the worst droughts in several years and the Safrina (double crop corn) corn in Brazil has been hurt by dry weather. Weather issues in Australia, Ukraine, and the E.U. countries now have world corn stocks on a rapid decline.

Our first look at the estimated carryout for the 2018 crop year, which will end in August 2019, shows us that ending stocks will be the lowest in 5 years. This coupled with the huge demand both domestically and abroad for U.S. corn should be setting the stage for some very good times. As I look at December 2019 futures I see they have traded as high as \$4.23. I think it is absolutely necessary for the December '19 futures to stay well north of \$4.00 to buy acres for next year. With this being said, our bean situation has not been good. This is only because of our huge supply and not because of the demand. In fact, total usage for beans this year may very well be a record high. As stated above, we will need to buy corn acres for next year and this very well could keep the beans from going into the gutter. I can't get friendly the bean market, as South America will be planting record acres down there this year and just a little hic-up in our trade relations and export demand will shift to the South.

We will not run out of corn this year and assuming nothing major happens in the next 60 days, we will not run out of corn next year. We started out with some of the highest crop ratings ever this year and planting went as well as anytime in recent history. There are very little preventive planted acres this year, so we could very well see a small upward adjustment in total acres at the end of June. With demand running this high, it will take a major increase in prices to cut demand and I think this will be essential within the next couple years to start the cycle of cutting demand.

Hope your crop is in good shape so we have a lot to move this fall. I've got to run, my cork just went under and I think I have one on the line!

Water and Swimming Safety



Stanley Joergens

At this time of year a lot of families find fun in swimming and water recreation. This can be very entertaining and good family bonding time, but it can be very dangerous if safety isn't practiced and precautions are not observed. When I was young a bunch of us boys would meet at a well know farm pond that had been equipped with a sandy beach, dock and diving board. We would spend hours at that pond having a blast on those hot summer day weekends. Everyone knew how or soon learned how to swim and could go back and forth across the pond in swimming races. When we were done we would get back on our bicycles and head home to get some lunch as young boys do. As we got older the same group of us decided to go to the Current River in Missouri to go canoeing down the river. We had pretty much perfected still water swimming but were not familiar with swimming in a current. First we had a blast in the slow running waters but once we got in the fast and furious section it was a different story. My buddy and I were in a canoe together and as we went around a fast and quick curve in the river there was a tree branch sticking out of the water and it caused us to roll over and get pinned under the upside down canoe. It was panic City for a moment or so before we worked together to make sure we were both ok and got out of the water to catch our breath and then made a plan and went back after the trapped canoe. Other than our sleeping bags being water soaked through, we were ok to proceed down the rest of the canoe trip. This time we were a lot more careful with those rushing water areas. A good lesson for both of us as we realized we were not actually 10 foot tall and bullet proof. Drowning can happen in an instant and as I had children of my own, I tried to make sure each could swim well enough to save themselves and constantly cautioned them on taking risks that were beyond their abilities. Below are some statistics, ideas and suggestions on being safe this summer as you are swimming, boating and water recreation.

Not including boating incidents, on average about nine people die from drowning every day in the United States according to Injury Facts 2017. Teens and young adults often don't think about safety and take some risks or ignore water safety rules. When we think of water safety, we often think of the potential for young children to drown. But drowning also is a concern for teens and young adults. While drowning is more common for children 5 and younger, it's the second leading cause of death for people age 5-24. Swimmers should keep a few safety precautions in mind, for instance:

- Don't go in the water unless you know how to swim; swim lessons are available for all ages.
- Never swim alone.
- Learn CPR and rescue techniques.
- Make sure the body of water matches your skill level; swimming in a pool is much different than swimming in a lake or river, where more strength is needed to handle currents.
- If you do get caught in a current, don't try to fight it; stay calm and float with it, or swim parallel to the shore until you can swim free.
- Swim in areas supervised by a lifeguard.
- Don't push or jump on others.
- Don't dive in unfamiliar areas.

The Younger the Children the greater the risk.

Most parents think water safety is first and foremost on their minds whenever they are enjoying summer activities with their young kids. But when the unthinkable happens and a child drowns, parents and caregivers have been known to say, "I only looked way for a second." Drowning is a leading cause of death for young children, mostly due to children falling into a pool or being left alone in the bathtub.

Distractions Make for Tragedies
Parents are cautioned all the time about water safety, but drownings still occur. Always be

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Location Spotlight

TGM Windsor Improvements

The landscape is changing at TGM Windsor. Since this time last year there have been old things taken down and new things built.

Last summer Dollar General approached us about purchasing a piece of property. Byron Sikma made the deal. Today the new Dollar General Store is where the old elevator and quonsets were located.

With that property sold we decided that it would be a good time to move the office. It has always been inconvenient for customers to cross the highway to dump their grain. We knew that it would be good for business to put the office and scale closer to the dump pits. The new office was in place for last harvest and was well received by the customers.



Picture of the Windsor office

While the office was being built the decision was made to build a 750,000 bin. Russ Orsborn and Kurt Wolff, TGM's Regional Operation managers, were put in charge of selecting a bin and planning the construction of the project. The bin was erected by a contracted bin builder and TGM's millwright crew is erecting the equipment.



Picture of the Bin

Other improvements include a new 20,000 bph fill conveyor. This will allow the 15,000 bph leg and a new GSI 3,500 bph dryer to run together into either of the big bins.

Will Rincker and the employees are excited about the improvements. They are looking forward to this fall and being able to share with their customers the efficiencies that go with the improvements.



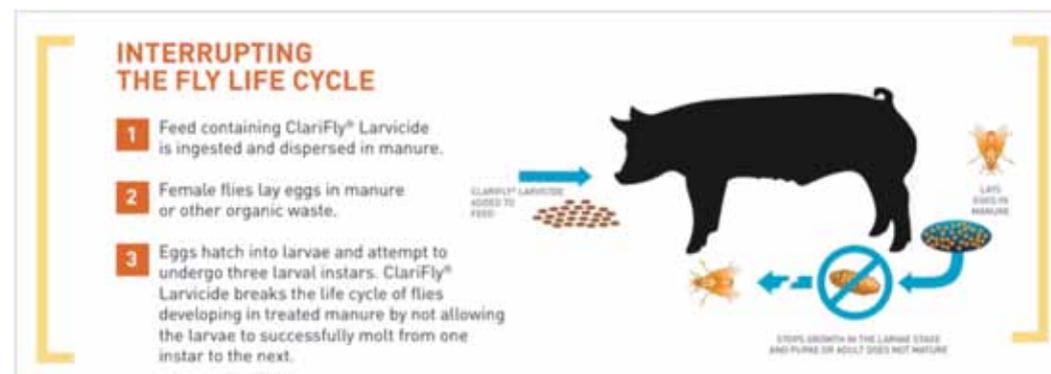
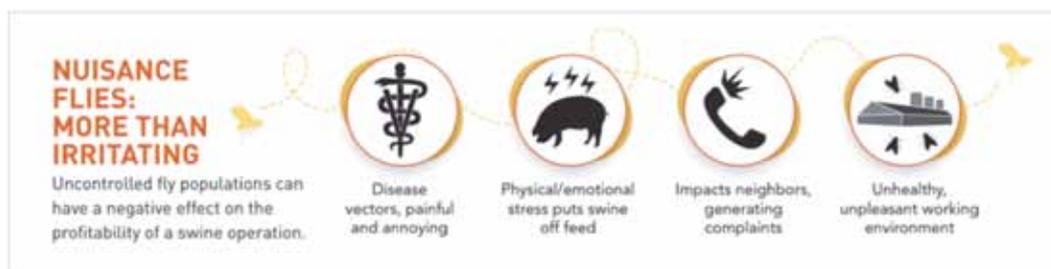
Picture of the Dryer

The New Buzz in the Swine Industry

Flies have always been a part of raising livestock on the farm. Recent research has been conducted and indicates flies may be more than just a nuisance, but also may contribute to the spread of diseases such as PRRS and PEDV. PRRS and PEDV outbreaks are devastating to herds and very costly to the swine industry. Although it is unknown how these types of diseases are spread, there is research linking flies to outbreaks.

For years the beef and dairy industry has utilized feed products to control flies. Now similar products have been approved for swine production. ClariFly® Larvicide is a feed supplement that prevents flies from developing into adults. When added to feed it passes through the animals digestive system and into the manure where many species of flies breed. ClariFly® helps break this cycle. Using ClariFly® is a cost-effective method for taking control of nuisance flies and will not directly affect swine health or production. Reduced fly populations can lead to improved feed efficiencies.

Total Livestock Services has ClariFly® available. For more information about improving your operations fly control contact Ashley Sayers at 217 821 2062 or any of the Livestock Specialists at Total Livestock Services.



Sources:

<https://www.centralflycontrol.com/-/media/files/centralflycontrol-na/us/resources/clarify%20larvicide%20swine%20show%20pig%20brochure.pdf?la=en>

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SCFS dedicated to professional and safe aerial application

Now that your crop is up and growing you are probably out walking and scouting your fields. As you walk through the fields what is going through your head? Do you have a bunch of over planted areas in your fields? Do you have emergence issues? Or did you do the very best you could do? If you have problems that need assistance, let the precision department help you. There are pieces of equipment that can help you in every aspect of your planting operation. Call us today while these things are fresh in your head and to capitalize on early order discounts.

As we enter into July and August it will be time to apply fungicide. When everyone sees and hears the big yellow planes flying, you can be assured that we do this application in a very professional and safe manner.

First you can be confident that we never apply herbicides using aerial application. We apply dry fertilizer (urea),



fungicide for beans, corn and wheat and limited insecticide. Also we use a web based program called Flight Plan Online to manage the logistics of our planes. This allows us to make sure that we are in the correct field using the correct product at all times. This program allows us to mark obstacles and hazards to the planes and areas where application may be restricted.

So when you hear the “big yellow planes” rest assured that SCFS is dedicated to the most professional and safe aerial application possible. If you have any questions just give us a call.

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Water and Swimming Safety

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aware and be in the present moment with your children. Following are a few water safety precautions.

- Never leave your child alone; if you have to leave, take your child with you.
- Find age appropriate swim lessons for your child, but keep in mind that lessons do not make your child “drown proof.”
- Lifeguards are not babysitters; always keep your eyes on your child.
- Don't let children play

around drains and suction fittings.

- Never consume alcohol when operating a boat and always make sure everyone is wearing U.S. Coast Guard approved life jackets.
- Don't underestimate the power of water; even rivers and lakes can have undertows.
- Always have a first aid kit and emergency contacts handy.
- Get Training in CPR.
- If a child is missing, check the water first.

Every pool, every lake and every warm summer day holds

the possibility for new, fun summer experiences. All you need to add is your undivided attention.

South Central FS, Inc and Total Grain Marketing LLC and its employees want everyone to be safe this summer and if you are enjoying water recreation to be extra careful and remember some of these suggestions in this article. Have a safe and fun summer.

Stanley Joergens
Safety and Compliance
South Central FS, Inc and Total Grain Marketing LLC.

Start Planning for Summer Alfalfa Seeding



Getting a good stand of alfalfa can be difficult so it is important to be prepared for summer seeding. The optimum time for summer seeding alfalfa is mid to late August. This allows adequate time for stand establishment and improves winter survival. Consider the following when preparing your field for summer seeding:

- Soil Test – the optimum pH should be 6.5-7.0 and low pH soil needs a lime application to adjust soil pH.
- Seed alfalfa at 18-20 lbs per acre for pure alfalfa stands.
- Avoid re-establishing alfalfa in existing stands that are over 1 year old. Destroy old stands and rotate to a new crop for a growing season.
- Prepare a firm and level seed bed.
- Consider herbicide carryover potential. Check herbicide labels for cropping intervals prior seeding.



Key alfalfa varieties:

- WL 341 HVX RR – HarvXtra® with Roundup Ready® Technology. Low lignin variety that allows flexible cutting schedule
- WL 356 HQ RR – High quality and high yield with Roundup Ready® Technology
- WL 359 LH RR – Eight generation leaf hopper resistance with Roundup Ready® Technology
- WL 372 HQ RR – High yielding 4-6 cut variety with Roundup Ready® Technology
- Talk to your FS Crop Specialist about the right variety for your operation.



Pollination and Flowering of Corn and Soybeans

We've made it to a point in the season where timely rainfall events seem to be increasingly important. During flowering and grain fill corn and soybean's moisture requirements are at an all-time high for the season. Understanding the process of pollination, flowering and grain fill can help you determine your crops future yield potential.

Corn

As tassels emerge in the field the corn plant enters the reproductive phase of its life cycle. The tassel is the male flower on the plant that releases pollen. The ear is the female flower of the plant that must be fertilized by the pollen. Ears begin to develop very early in the corn plants life. The number of rows around is determined at V5 and the potential length is finalized shortly before tassel emergence. To realize the full yield potential of the ear, you must have successful pollination. Pollination begins when the tassel releases pollen. Pollen shed typically happens for 5-8 days with the peak being day 3. It usually occurs in the morning. Rainfall or excessive humidity will delay pollen shed and hot, dry conditions can reduce pollen viability. The falling pollen must land on a receptive silk. Silks are able to accept pollen for roughly 2 weeks. Heat and drought stress will negatively affect the silks ability to live. When pollen lands on the silk, a pollen tube is created which allows the pollen to travel the length of the silk to each individual kernel. Fertilization of the ovule occurs within 12-28 hours. Fertilization occurs at the base of the ear first and works its way up the ear. You can check for successful fertilization a few days after it occurs. Carefully pull back the shucks and shake the ear. Silks will easily detach from successfully fertilized kernels, but will remain attached to those

that have not been fertilized. At this point, the maximum yield potential is recognizable. The remainder of the grain fill period will determine how much of this yield we maintain. Be sure to manage yield robbing pests, such as insects and diseases to help keep your maximum yield.

Soybeans

Soybeans are different from corn in that they grow vegetatively and reproductively at the same time (indeterminate). Soybeans enter the reproductive phase based mostly on night length, and typically begin to flower around June 20th. However, in recent years with early planted soybeans we've seen flowers emerge as early as the beginning of June. The first flowers are located on one of the middle nodes and will progress upward and downward. The main stem begins to flower a few days before the branches. Each individual flower on a soybean plant contains both the male and female reproductive parts and will therefore self-fertilize. Fertilization of soybeans typically occurs at, or shortly before the flower opens. Flowers will remain open for 3-4 days and then dry out. The developing pod will not be visible for 2-3 weeks. A soybean plant will flower for about a month as it continues to grow and put on new nodes. A flower should develop at each node of the plant. Because of the soybeans' growth habit, it is not uncommon to see open flowers, withering flowers and developing pods all on the same plant. Weather conditions in the short term have less effect on soybean yield due to the length of soybean flowering. It is estimated that 60-75% of all soybean pods are aborted. Anything you do to maintain pod counts will help to increase yields. Consider foliar fungicides and insecticides at the beginning pod stage.



It's Still Not Too Late To Help Increase Soybean Yields!

Have you already made plans for your soybean fungicide? There is still time to protect your soybeans from diseases for top yields during the critical yield determining life stages of the summer months. Today more growers are becoming aware of the value in the widely proven increase in production using a fungicide. Now is the time to contact your local South Central FS Crop Specialist on what product is best suited for your operation. At South Central FS our goal is to help our growers reduce their risk and increase their profits!