



● SUPPLY LOCATIONS
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Country Connection

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Grain Scoop: The Cure For Low Prices (Is Low Prices)



By Kim Holsapple

How many times have you heard that the cure for low prices is low prices? On the contrary, the best fertilizer for grains is high prices. Believe it or not, the corn market seems to be in the driver's seat for the next few months and maybe even a couple of years. Because of a few things that have happened in the last few years of very low corn prices, I believe we have turned the corner. With this being said, as always we are dealing with a commodity and things can change on a dime. So you ask, what has happened to turn this corn market? Since the 2012 drought we have seen back to back years of record corn demand. The exception would be the 2015/2016 crop year where demand backed off 6/10ths of 1% but not enough to even hit the radar. So from the 2012 crop year to this

year demand for U.S. corn has went from 11.083 billion bushels to 14.765 billion. That is nearly 3.7 billion bushels of additional demand and to put this in perspective that is over 20 million acres of additional demand. It's easy to figure that we didn't come up with 20 million additional acres in the U.S., so the acres had to come from other commodities such as wheat, CRP, pasture, hay, and other minor commodities. In this same period of time soybean demand has increased by 700 million bushels or 21%. So finally we have turned the corner and we must once again start cutting demand to make the numbers reach at the end of the year.

I will tell you right now we are NOT going to run out of corn this year and as a matter of fact our estimated carryout on August 31st is to be a whopping 2.182 billion bushels, which is the second largest carryout in 30 years. You ask how this can be bullish for corn. First, this carryout is lower than last year by 100 million bushels. Not much you say! You're right, but let's look at what is happening this year. Due to the strong price of soybeans and the lack of opportunity to make any money in the corn market the last several years, our acreage has shifted. As it looks today, our acreage of 90 million projected acres will be the second smallest since 2010 and one might argue we have lost acres since the March acreage report. I would certainly fall in that camp. A little disruption in our early planting in the mid-west and no acres planted in North and South Dakota as well as Minnesota and Wisconsin in the month of April, certainly don't indicate that those acres will be as big as estimated. A couple million acre shift from corn to shorter season crops, will start to shift the supply table dramatically this year. This coupled with the late safrina corn (double crop corn) in Brazil as well as dry weather there, shows signs of yield loss and lost export competition.

With a couple million less acres and increases in exports, Livestock numbers and strong ethanol demand will cut into next year's carryout. This should support prices well as we go through the growing season. With this being said December 18 corn futures have already exceeded last year's June rally of \$4.17 per bushel and it appears our local crop is off to a very good start. As with any business, locking in some profits at this level only makes good business sense. Selling \$4.00 cash corn for new crop does put money to the bottom line. Previous bean sales at near the \$10.00 level and corn at \$4.00 starts to add money to our bottom line. As always I will have an eye out for the 2019 crop and I would bet dollars against doughnuts that I will have new crop 2019 corn sales on the books sometime in the next 90 days. The bulls make money, the bears make money and the hogs get slaughtered, so keep both eyes on the marketing road as we travel through the next marketing year.

It's going to be an exciting next two years so let's take advantage of it, as the cure for low prices were low prices and the next chapter will be the cure for high prices is high prices and South America is going to hit soybeans hard! Hope all is well!

Be safe on that Ladder!



Stanley Joergens

Ladders are a very useful tool for most of us. They can be used around the home for home repairs, getting to those hard to reach places along with retrieving that ball the kids got hung up in the tree limbs or reach those apples or peaches for our eating pleasure. Ladders are very useful at work also and around the farm. We need them to reach those difficult places on buildings and for equipment repairs. It seems to be a simple task and may only take a few minutes to make that repair or adjustment yet that ladder is the most important item that we must make sure is safe to use before we head up those steps or rungs. And then there is the proper way to use the ladder that is equally important. Following are some good suggestions

on making those climbs to elevated areas safe and hopefully less eventful.

Falls account for thousands of injuries every year. Climbing to any height on a vertical or nearly vertical structure is a hazard worthy of the same safety techniques used by mount and rock climbers to scale great heights. It is common and natural when climbing to move your alternating limbs at the same time to ascend or descent. This means that you move your left leg and right arm at the same time or visa-versa. While this may be the quickest way to climb or descent, it is not the safest way. By moving two limbs at the same time you only leave two points of contact on the step, rung, or ladder. This is an unstable platform from which to keep your balance or shift your weight. When climbing with only two points of contact, if one point of contact slips, you will either be left hanging by one hand, or one foot or you will fall. By moving only one limb at a time you maintain a three point contact at all times (both feet and one hand, or both hands and one foot). This is a much safer and a much more stable position. If one limb (or point of contact) slips while using a three point contact, you will still have at least one hand or one foot on the structure to support your weight, and you can recover without harm. You must ensure that your three points of contact have either a firm grip or a solid step before moving the next hand or foot to another position.

Here are some general climbing safety tips.

- A person can slip or lose their balance while climbing by over reaching while working from a ladder. A good rule of thumb is to keep your belt buckle within the vertical beams of the ladder.
- Keep the steps or ladder rungs free of oil or grease to help prevent those slips and falls and maintain a good solid contact with the ladder or steps.
- There is always the hazard of a falling object from workers carrying tools or material up a ladder. Do not hand carry objects while climbing.
- Always inspect any ladder for damage

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Location Spotlight

TGM Casey Facility

Traveling from Effingham on Interstate 70 towards Terra Haute as you near the Casey exit, if you look to the south, it is hard to miss the big TGM emblem painted on the elevator.

In September of 2006, TGM purchased the Casey facility from the Husinga family. Herbert and Dale Husinga started their business back in 1955. As many grain elevators of the time, the family was also involved in the fertilizer and feed business. The family prospered, growing an elevator with 4 bins that stored 80,000 bushels to a 9 million bushel elevator that could load 65 rail cars.

Since TGM purchased the elevator, a scale house with an inbound and outbound scale has been added.

Over the years there has been several bigger grain legs and conveyors constructed to improve the efficiency of the facility.

TGM expanded the track to accommodate 90 cars and made changes that decreased the loading time. This was prompted because CSX railroad reduced rates to promote the loading of unit (90 car) trains in a 15 hour time frame. Today the crew at TGM can load a unit train of corn in under 7 hours.

About the crew:

Randy Higgenbotham is the manager of the facility. He came to TGM with several years of grain experience. Randy's responsibilities include managing the crew and originating grain from the local farmers. He has his broker's license so he also oversees a Midco Branch office for TGM.

Teresa Black has been with TGM since the purchase. Her responsibilities include taking care of the books. She has done an excellent job taking care of customers.

Curtis Walker helps out in the office and outside. Curtis can help a customer with their marketing, do a settlement or help load a train if needed.

TGM has an experienced group of customer service employees. Roy Babcock has been at the Casey location for over 35 years. Bob Lynch has over 25 years of service, and Dick Green has over 15 years of service. These men have the experience needed to keep this big elevator running.

Mike McFarland takes the controls while loading a train and also helps out in the scale house when needed.

Karen Moore oversees the scale house. She has the responsibility of keeping all those scale tickets straight.

There are other people that work behind the scenes to keep this facility working at the efficiency that it does. This crew continues to prove that they will do what it takes to get the job done!

Our goal is to proactively grow with the community and meet the needs of our customers. We appreciate the business that we receive from our patrons. Thank you!



In-season Insect Pests

As the season progresses and the weather heats up it's important to continue scouting your corn and soybean fields for insect pests. There are some insects that are present every year, but typically cause little damage. Others however can be quite detrimental to a crop if they are not managed properly. Here are a few to be on the lookout for and some guidelines for management.

Foliar Insects

• **Armyworm** – Dull green to brown with alternating stripes running lengthwise down the body. 1 inches. Attack during the V stages. Feed mostly on the leaf margins. Corn threshold is greater than 50%

of plants showing feeding.

• **Fall Armyworm** – Green, light brown, or black with lengthwise stripes. Has an inverted “Y” on its head. 1 inches. Attack V12-Harvest. Feed on the whorl leaves and ear. Severe feeding can resemble hail damage. Corn threshold is greater than 75% of plants damaged.

• **Grasshoppers** – Attack June-Harvest. Damage resembles large, irregular shaped holes, usually from the leaf margins inwards, and is typically worse along field edges. Corn threshold is more than 3 per square yard. Soybean threshold is 8 or more per square yard.

• **Japanese Beetles** – Metallic

green and bronze beetle with white tufts of hair along the abdomen. Attack June-Harvest. Corn threshold is silks cut to inch before 50% pollination. Soybean threshold is 40% defoliation before bloom; 15% defoliation during pod fill; 25% defoliation at full seed.

Grain Insects

• **Corn Earworm** – Color varies from green to pink to brown or black. Attack July-Harvest. Can feed on leaves, tassels and silks, but most damage is done to the tip of the ear. These are what you typically find eating your sweetcorn. Insecticide treatments are rarely justified. Some traited corn has protection from corn earworm.

Others

• **European Corn Borer** – Tan or beige with black heads. Attack June-October. First generation feeds mainly on leaves, giving a “shot hole” look. Second and third generations feed on leaves and bore into stalks, midribs, tassels, and ears. Corn thresholds vary depending on many factors. Bt corn protects against this insect pest.

• **Corn Rootworms** – Western are yellow with black stripes. Northern are pale green. in long. Larva attack June-July and feed on roots. Adults attack July-September and feed on silks. Control is extremely difficult with insecticides, but traited corn is available to protect against rootworms.

• **Aphids** – Very small, soft-bodied, yellow-pale green. Attack June-August. Remove sap by piercing the plant and sucking. Corn threshold is 50% of tassels covered at silking. Soybean threshold is 250 aphids per plant.

• **Twospotted Spider Mites** – Tiny and spider-like. White, green or reddish with 2 dark spots. Only visible with a magnifying glass. Attack May-September. Leaves turn yellow or brown and appear sand-blasted. Infestations are usually worse along field edges and during dry weather. Soybean threshold is apparent leaf discoloration and expected hot, dry conditions.

“Field Health Imagery”

By the time this article arrives you may be done with planting and both of us hope there is no need for replanting. One of the “after planting” activities that takes place for all growers is scouting. Ugh!! It sure takes time to walk all of those fields to see how the planted crop is doing doesn't it? So how do we take care of all that scouting?

Well one way is to just go out and walk your field. Or perhaps you go to your local elevator, restaurant or implement dealer and find out what everyone else is saying they see in their field. Or not!! As you well know what is happening in your neighbor's field isn't necessarily what is happening in yours.

I would like to introduce you to “Field Health Imagery.” This satellite imagery has been around for a while but not used as frequently as it is today. Field Health Imagery can be used to help in the crop scouting process. This type of tool gives you high-quality satellite imagery, current and historical, so that you can monitor your crops biomass progress. By utilizing crop biomass you can quickly identify areas that need your attention. With most imagery the scale begins at red (lower

biomass) and goes to green (higher biomass). Although the red doesn't necessarily correlate into a crop problem, it can let you know that there is a difference in your crop and perhaps it would pay to check it out. This allows you to prioritize your crop scouting, have a performance benchmark across your fields, and utilize your time and labor.

There are many different field health tools out there for a grower so the question becomes what should I use? I would suggest that you use one of the most important tools you have, your SCFS crop specialist who has “Field Health Imagery” tools in their tool box too efficiently and effectively scout for you. Or if you wish just stop by the SCFS precision department and we will be glad to show you a couple of options.

You may contact the SCFS Digital Ag Partner team by calling:

Nick * 217-343-1837

Ryan * 618-780-9257

Heather * 217-342-5092

Allow me to leave you with a quote from President George W. Bush * “We're a blessed nation because we can grow our own food. A nation that can feed its people is a nation more secure.”

Growth of Interest in Early Fungicide Application to V5-V7 Corn

Fungicides are a unique group of products that provide good disease control but also provide varying amounts of growth regulator effects in corn. Fungicides came into the corn market beginning in the late 1990s and several popular products are now available. It did not take long before it was discovered that benefits to use of these fungicides went far beyond simple disease control. Even in the absence of disease symptoms in corn, growers noted that their fungicide-treated corn was staying green longer than untreated corn, had better harvest time standability, and was yielding better. Ironically, many growers observed economic benefits to fungicide application even in 2012, a drought year.

Aerial application of fungicides to corn in the time interval from tasseling to brown silk was initially the standard. More recently, it has been determined that fungicide applications made much earlier in the season also provided benefits beyond disease control. Many growers are now having fungicides

applied at the V5 to V7 growth stage, from about the time the corn is 14 inches to 24 inches tall. Fungicide application in this time interval means that ground application equipment may be used, instead of aircraft, and the fungicides can be mixed with insecticides, herbicides, or both, depending on the particular requirements at that time. For overall yield benefit, the tassel time fungicide applications are still best, but the early applications have become quite popular as well.

There does seem to be a scientific basis to the ‘non-disease control’ corn yield benefits from fungicides. Research by fungicide manufacturers have revealed that fungicides can reduce stress respiration, reduce production of stress ethylene, enhance photosynthesis, enhance nitrogen metabolism, stimulate nitric oxide and lignin formation, along with stimulating activation of natural plant defenses, and stimulate increased antioxidant activity. All of these benefits do not show up all the time, and certain corn hybrids seem to be more responsive to these effects than others. However, growers who

have worked with fungicides are convinced of the value.

While yield benefits from use of fungicides in the absence of disease have been impressive, it is still true that the very best yield benefits occur when diseases threaten the crop. Here are some of the common risk factors that can help determine if a fungicide application will be of benefit:

- Hybrid is Susceptible to Leaf Diseases
- Highly Productive Hybrid
- Cropping Sequence or Rotation is Corn-After-Corn
- No-Tillage or Reduced Tillage (Leaves crop residue on soil surface)
- High Plant Populations, Reduced Row Width, Twin Rows
- Environment Favors Leaf Diseases (Fog, heavy dew, slow drying, low air movement)
- Field History of Corn Leaf Diseases
- The short term weather forecast is for cool, wet, or cool and wet conditions

Check with your local South Central FS Crop Specialist for details to maximize your yield and improve your profitability.

Be safe on that Ladder!

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or defect prior to use. Inspect for broken or missing rungs or steps or rungs, broken or split side rails, defective or missing safety pads, corrosion, securely fitting components between steps and side rails, splinters or sharp points that may snag clothing.

• Never stand on the four top rungs of a straight ladder or extension ladder, or on the top 2 steps of a step ladder.

• Hoist tools and other material up with a lift line, after reaching the top of the ladder or structure. Use of tool belts helps to manage tools while working at heights.

• Never over reach while working from a ladder. Work with your body within the ladder's side rails. Descend and reposition ladder as needed to stay close to your work.

• Rings and steps on metal ladders must be treated to

prevent slipping. Treatment may include being corrugated, dimpled, knurled, or coated with non skid, slip resistant material.

• Set the ladder far enough back to give it a slope of 1 foot back for every 4 foot of elevation

In conclusion, if you consider how often you climb or walk up and down steps throughout your normal course of the day, you will find out that you will make the same steps as climbing a small mountain. Respect the hazards of climbing and take the time to do it safely.

Here at South Central FS, Inc and Total Grain Marketing LLC and its employees want all to be safe while climbing ladders and steps at work, home and around the farm.

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



JUNE SPECIAL Dippin' Dots 2 for \$5



Supporting our Communities



What's happening at E.A.H.C. Structures?

Grain Bin Division – We are in grain bin repair mode. Now is the time to get general maintenance completed on grain bins and bin equipment. Before long we will be busy with new installs.

Equipment Division – Summer is here and things are heating up. We have barn fans and ventilation equipment in stock. Our service crew is also available to work on your existing equipment if needed. Having trouble with your feed line equipment, augers, or dairy equipment? We can help with that too.

Norseman Fabric Covered Buildings – Steel prices are on the rise and a price increase on our buildings is coming mid-July. If you are in need of a structure for hay storage, equipment storage, or a cattle barn, now is the time to talk to us about building options and pricing. Fabric covered buildings are very versatile with multiple sizes, foundation, and end wall options to accommodate your space and need.

Fence & Deck Division – It's a great time to spruce up your outdoor living area. We have vinyl and aluminum railing and fencing and composite decking. With our CNC routing system we can custom make vinyl rail and fence to fit your space. There are several design choices available or show us a picture of what you are envisioning and we will do our best to match it. We would be glad to look at your space, give design ideas, and get an estimate for you. Stop by the store at 1410 E. Fayette Ave.

in Effingham and try out the Luxcraft Poly Furniture on the front deck. This maintenance free furniture is made from recycled milk jugs, has a life-time warranty, and comes in many styles and colors.

Country Clipper Lawn Mowers – We have several models of Country Clipper mowers on the lot and are ready to answer any questions you may have about them. The Country Clipper 360° zero-turn mowers turn on a dime and have a stand up deck for easy maintenance. The joystick control allows for easy one hand maneuverability, but dual stick control is also available. These mowers are easy to use, easy to service, extremely durable, and can cut your mowing time in half so you can spend more time relaxing this summer. Stop by EAHC Structures and test drive a Country Clipper. You are sure to be impressed.

Altamont Overhead Doors – We sell and install quality residential and commercial CHI and Raynor brand doors for homes, outbuildings, and businesses. Choose the style, color, insulation value, and window option that fit your needs. We've got Liftmaster operators, remotes, batteries, springs, and many other parts in stock to keep your door working properly. Need a repair? Our knowledgeable and courteous service technicians are here to help. Did you realize that a damaged panel can be replaced without replacing the entire door? Call us at 217-857-6566 for repairs, new doors, questions, or estimates. We would love to hear from you!



June is Dairy Month

It's that time of the year again for the dairy producers across the United States to be recognized for all the hard work and dedication that goes into producing our favorite dairy products. For producers it is not just one month out of the year, but 365 days a year caring for the cattle to insure that we have safe and healthy dairy products to enjoy.

Even though dairy farming is a 365 day a year job the dairy industry has developed many new technologies over the years to help make the producers' lives easier and the dairy cattle more efficient. Along with this it gives the producers the opportunity to spend more time to properly manage their farm and the cattle.

One of the newest tech-

nologies that is helping producers is the automatic calf feeders. These feeders allow calves to be individually fed multiple times a day and at a rate that depends on which milk replacer is being provided. The machine will also allow individual calves to be medicated if need be and for as long as needed. Some of these machines will provide very detailed information on each calf such as drinking speed, and calf weights. With this information the producers are better able to manage their calves to maintain a healthy and productive calf that will one day come back into the production herd.

Another of the technologies is the automatic or robotic milker. These machines allow producers to milk cows 24 hours a day 7 days a week without having to be in the milk parlor. This technology has provided an extreme amount of knowledge to the industry to help better understand how to provide nutrition and how to manage our herd to their highest

potential. Some of the information that these have provided are milking speed, milk conductivity (somatic cell count), rumination minutes, butter fat and protein on individual cows, daily milk weights, cow weights, and even cow activity. Some of this information comes from the collar around the cows' neck which can even be used on dairies that don't have the robotic milkers.

So with this technology the dairy farms are using the old phrase 'work smarter not harder' to provide the tasty and healthy products that we have all come to love. It still takes a lot of hard work and dedication so the next time you see a dairy producer make sure to thank them for all they do day in and day out.

For any further information on dairy nutrition and how they are used in these technologies, contact your local FS total livestock services dairy specialist Matt Hornbostel at (217)240-1341 or mhornbostel@southcentralfs.com.

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