



● SUPPLY LOCATIONS
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Country Connection

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Grain Scoop: What About Corn Acres?



By Kim Holsapple

April is one of my favorite months of the year! I know every winter has the same number of days, but this year has been the longest winter I can remember. Besides receiving grain out of the field in every month since September, there just hasn't been an open window since October to really get anything done. This is the time of the year where I attend a lot of meetings, and some of those include meetings in the Southern states. As I have stated in the past, I prefer to drive vs. fly, as there are too many things to see in this great nation that can't be seen from the air. During a recent meeting with a railroad in northern Florida, a fellow

employee and I loaded up in the truck on a Saturday and headed south for a Monday meeting. We did not head southeast but went straight south to see if any field work was getting done in the boot heel of Missouri. This is a trip that I have done multiple times in March and I always see fieldwork done. From Effingham, IL to New Orleans, Louisiana we did not see one tractor running or a field that had been worked. It was saturated all the way down and appeared it would be for a few weeks even if the weather would have changed that day.

After visiting a couple of feed mills in southern Mississippi that we sell grain to, we visited the city where the majority of the U.S. exports leave the country (New Orleans). But our stop there was just that, as we had to be in Mobile, Alabama the next morning to watch a TGM bean train get unloaded and put on a ship to leave the next day. I have been to export houses before but never had I seen our beans get directly loaded onto a ship headed for sea. This particular ship was a small one and held only 2 million bushels. It was to be loaded in two days. After spending time there we headed on to our meeting on Monday and Tuesday. Late Tuesday we started north for our return home on Wednesday evening. 2500 long miles in total but it was a good trip!

What I learned from the trip was corn acres that are normally planted in the delta were still idle. They need to plant early to get through pollination before it heats up in the south. Not going to happen this year. We are hearing that the Northern Corn Belt, Minnesota, Iowa and the Dakotas have more snowfall and a deeper frost than any time in history. They need to get planted early as the growing season is shorter and they have to reach maturity before the first frost. As of now that looks like a stretch. And the mid-west is saturated with very little fall tillage done, so getting an early start here is not looking that good. All in all, it looks like getting the increase in corn acres this year is going to be a struggle. If we do get them planted, what is the chance of having the over trend line yields we have had the last few years? Not sure, but like always I trade an average crop until we can see something different. With conditions as of today, I would take the under bet and not the over but I will watch conditions closely. Hopefully we get one last rally and we can clean of those sales on both old and new crop!

I think my honeybees have made it through the winter, the wildlife seems to have made it through, and the fish should be waiting for some fresh worms so I think I will go get my shovel, get my pole and see if I can shake these winter blues. Hope you are all ready for a good spring!

Chemical Safety: Education for Children



Stanley Joergens

Maybe the title for this article should be

“Education for Parents and Grandparents for Children”

As we get into this spring season and everyone will be working out in the farm fields, farm lots, yards and gardens there will be lots of dangers present but we can keep them from being hazards to our children and grandchildren by keeping those dangers separated from those children. This article will focus mainly on chemical hazards. As the weather gets better and better to be outside and working around the farm or home we will most likely be using

helpful chemicals to control insects, pests, weeds, mold and fungus. We will be focused on controlling these pests to improve profitability, estate values, and image. And all of these are good objectives but we need to keep in mind that these tools (chemicals) that we use are also dangerous to humans and animals if they are used incorrectly or without Personal Protection Equipment such as gloves, goggles, long sleeve shirt, long leg pants, socks and shoes. Also we want to make sure these chemicals stay away from our Children and Grandchildren.

Each year thousands of children are exposed to chemicals on the farm. Exposure can happen in a number of ways:

- ingestion by eating or swallowing
- contact with the skin
- contact with the eyes
- inhaling or breathing it into the lungs

By teaching children about the dangers of chemical exposure you will help them understand the importance of avoiding contact. Younger children should be taught to stay away from all items which they are not familiar with and instructed about warning symbols. Older children can be taught the significance of warning symbols, words, colors and the distinctions between the levels of danger.

• **CAUTION** - The term "caution" is used for hazards that could result in minor or moderate injury or will alert against unsafe practices. Caution signs will often appear on a bright yellow background.

• **WARNING** - The term "warning" involves the possibility of death or serious injury if the hazard is not avoided. Warning signs will often appear on a bright orange background.

• **DANGER** - The term "danger" is the highest level and is to be used where there is a high probability of death or serious injury if the hazard is not avoided. Danger signs will often appear on a bright red background.

If chemicals are stored in appealing or common containers such as pop bottles or measuring cups children may be attracted to them and disaster can occur if children drink from these containers. Many chemicals also look like other non-toxic substances. For example, gasoline could look like a juice drink or motor oil may look like pancake syrup to a child. Numerous injuries have occurred to children, especially young ones who cannot read when they have ingested the wrong substance by mistake.

To prevent accidental exposure to chemicals follow these guidelines:

- Always keep pesticides in locked storage and in their original, labeled container.

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South Central-Brazil Tour 2019

The board of directors and staff of South Central FS toured Brazil to understand the agribusiness and culture. Dr Allan Gray from Purdue University co hosted the event with Marcos Fava Neves, a professor of planning and strategy at the school of Business at the University of Sao Paulo, Brazil. Dr. Gray and his wife, Stephanie, have been living in Brazil since October. Allan is studying the culture and agribusiness of Brazil. Dr. Gray conducted a strategic planning session with the board. Todd Wachtel commented "Dr. Gray challenged us to think differently and to create efficiency for improvement."

The following is a recap of the daily events:

Day 1 & 2: We left Effingham on Friday the 22nd on a bus at 2:00 p.m. and flew out of Ohara airport in Chicago at 9:40 p.m. on a ten hour and twenty-minute flight to Sao Palo Brazil. Arriving at 10:40 local time. The time difference was three hours ahead. We took a four-hour bus ride to Ribeirao Preto where we stayed for the next week. It was a little over 24 hours from the time we left to the time we checked into the hotel.

Day 3: Sunday morning was free and the afternoon we started our strategy discussion with Dr. Allen Gray from Purdue University who is spending a year in Brazil on understanding agribusiness management and culture of Brazil.

Day 4: We started at the Sugar Cane Research Center where we met and received a presentation from Marcos Fava Neves, a professor at University of Sao Paulo, about the economics of Brazil and the agriculture industry. We then toured the research facility seeing the variety of trials being conducted, the trait research being conducted, and agronomic sciences of sugar cane.

Next, we met with Jose Antonio de Souza Rossato, the chairman of the board of Coplana Cooperative. He explained their business on how they started in sugar cane inputs and built a Peanut Cooperative company to help their membership. We toured the peanut processing plant that afternoon.

That evening we toured a grocery store to see the difference in culture and food cost.

Day 5: We started at an orange farm that is owned by Cutrale. They are the world's largest producer of orange juice. They own multiple orange groves throughout the Sao Paulo State. They explained how they plant and manage the groves of oranges. We had fresh orange juice and walked around in the orange grove and then had lunch at an old coffee plantation that was no longer in use. In the afternoon we toured the production facility. They explained the processing and shipping to all their customers throughout the world. They use every piece of the orange, even the peel is pelleted and used in feed.

That evening we went to a Brazil steak house and ate several items that we were not sure what we were eating because of the language difference.

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Ribeirao Preto Brazil



Sugar Cane Research Farm



Coplana Cooperative - Jose Antonio de Souza Rossato Chairman of the Board Presenting



Grocery Store visit in Ribeirao Preto



Cutralre farm tour – Marco Fava Neves discussing with the group

South Central-Brazil Tour 2019

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Day 6: The tour took us to the Agropastoral-Paschoal-Campanelli Farm, which is a large family beef farm. They have just started a feed company call Tecno Beef. We toured the feed mill for the feed company as well as the beef operations with the cattle. They buy the cattle between 450 lbs. to 800 lbs. and fatten them to 1200 lbs. and take them to market. Antonio Campanelli gave us the history of the operation starting in 1901 when his family immigrated to Brazil. The feed mill was started so they could share their success in feeding the animals with others. They buy some of the orange pellets that we had seen the day before. They also compost the manure and used it to fertilize the fields that they grow the grain on to feed the animals.

Day 7: We visited one of the oldest and largest cooperatives in Brazil, Coopercitrus Cooperative. They are a full-service cooperative in the states of Sao Paulo and Minas Gerias providing agricultural inputs, animal health and nutrition, sugar warehousing, coffee warehousing, grain storage, soil analysis, clinical laboratories, supply stores, convenience stores, and agricultural machinery. Matheus Kfourri Marino the Vice-President of the Cooperative gave us a briefing on the organization and its growth as well as strategic directions. Marcelo Henrique Bassi the head of their technology gave us an overview of how they were using technology and a demonstration with drones. They are utilizing drones to spray herbicides for weed control.

Day 8: We concluded with the strategic planning process and then for a six-hour bus ride to Sao Palo. The difference being that Carnival had started and traffic was very congested to get to the airport. Everyone arrived back in Effingham about 1:30 in the afternoon on Saturday.

As you can see it was a busy daily schedule and everyone participated in each day. We were all glad to get back home to a normal routine. Brad Emel summed up the trip with "We saw a lot of interesting agribusiness and processes that will be influencing our decisions at both South Central and TGM for the next several years."



Cutrale orange crushing plant



Cutrale Orange Grove



Campanelli Beef Farm



Coopercitrus Cooperative visit



Drone technology Coopercitrus Cooperative



Planning meeting with Dr. Allen Gray

Should you consider lowering your soybean population?

There has been a lot, and I mean a lot, of buzz lately around lowering soybean populations. There are many studies that show yields of soybeans planted at lower populations either meeting or exceeding yields of soybeans planted at higher populations. There are also growers who are achieving very high soybean yields describing how they planted at lower populations. Here are a few things to keep in mind if you are considering lowering your soybean planting population.

Current planting population. Before I can recommend you lower your planting population, your current planting population must be considered. The term "lower" is relative not absolute. The range evaluated for these lower planting populations is usually between 90,000 and 110,000 plants per acre for a final stand, not planting population. If you are already in this range, lowering would definitely not be recommended.

Planting conditions. This is something we've focused heavily on when it comes to planting corn but may have been a little lackadaisical on when planting soybeans. In order to achieve similar yields at lower planting populations an even stand of soybeans is key. We must use the same logic we use for corn and pay close attention to planter speed, singulation and depth, as well as soil conditions at planting.

Seed treatments. What does your current seed treatment consist of? Do you know? Not all seed treatments are created equal. If you want to lower your planting population be sure you are planting soybean seed with adequate seed treatment. This will help ensure a more even emergence and stand. One high-yield soybean grower recommended 1/3 of the cost of the total seed purchase to be on seed treatments. For a \$50 soybean this would equate to \$25 worth of seed treatment to protect against early season diseases, insects, nematodes and SDS, as well as a potential inoculant, micronutrient package or growth stimulant.

Soybean seed quality. This is something to pay close attention to this year. There are many reports of poor soybean seed quality for this growing season, regardless of your soybean supplier. In most years the soybean % germination is between 85-90%, as shown on the tag. You will most likely see some of your soybeans with 5-10% less germination than normal. This will require a higher planting population to achieve the same number of final plants. Here is an example of how to figure your desired final stand. If you are hoping for a final stand of 110,000 and your soybeans have 90% germination, you would need to plant at least 122,000 to achieve your desired population. If your soybeans only have 80% germination you now need to plant at least 138,000 to achieve your desired population.

Although lowering soybean populations have been effective there are other practices that must be done to ensure success. It requires additional management, understanding and patience. The prerequisite for less seeds per acre is that they have even emergence and spacing. Following these simple guidelines will help achieve your desired results.

Chemical Safety: Education for Children

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- Instruct children about warning signs and items that they are suppose to stay away from.
- Be a good role model when using chemicals by using proper protective clothing.
- Discard all empty chemical containers and measuring utensils properly.
- Remove children and toys from the area when applying chemicals.
- Keep the telephone number of the poison control center close to the phone and instruct children about proper emergency procedures.
- Wash chemical-soiled clothing separate from the rest of the laundry.
- If interrupted while working with chemicals, close all containers and put out of reach of children.
- Farm chemicals are not for use by children or youth.

South Central FS, Inc and Total Grain Marketing LLC and its employees wants everyone to be extra safe this spring and make that extra effort to protect our Children and Grandchildren from all hazards and especially the hazards of chemicals. As a precaution you might want to have the phone number for the Poison Control Center handy near your home phone or on your contacts on your cell phone.

Please feel free to contact any of our facility managers or myself for help in preparing for a busy spring to prevent any personal injuries due to chemical exposure.

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

POISON
Help
1-800-222-1222



Upgraded Seed Treater



We have upgraded our seed treatment equipment at our Sullivan Location. Here are some of the features of our new USC LPV system:

- Completely automated and the treatment product is a closed system that does not require mixing. It draws product directly from kegs and utilizes a loss in weight measuring system that is more accurate than traditional systems.

- Larger 8' drum that automatically tilts to hold beans in the drum at the beginning of the batch and tilts to help clean out at the end of the batch for better coverage.

- Allows more flexibility in seed treatment products and better coverage with adding additional products like NemaStrike.
- 1800 bushel per hour capacity.



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