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# Country Connection

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## Grain Scoop: Broken Record



By Kim Holsapple

As I have mentioned many times in the past, writing this column is not necessarily my favorite thing to do each month. The most frustrating thing to me is that I am writing this article 30 days before it is published, so I cannot be very pointed in the comments that I make. As anyone who knows me well, that is not the way I am. When talking on the phone on a daily basis I try to be very pointed in my

conversation and when a question is asked, I try to answer it with all the facts present in that snapshot of time. As many of you know, markets change by the minute if not by the second. So as I have learned over time, I will never be right all the time but want to answer correctly to the best of my ability at that time!

I know most of you get tired of me telling you to get proactive and not reactive when it comes to marketing. Decades of history tells us the best time to sell a crop on the average, is before it is put in the ground. There is hard proof with years and years of history. Does this work every year? Absolutely not! But over 15 years it does. So if it works on the average to sell the crop in perhaps March, April, May or June of the year it is planted, then why is it so hard to do? With the addition of crop insurance, this should make the decision even easier as we have a form of protection guaranteeing a crop will be there or the income will. I know this will sound like a broken record but I do not like this bean market! Not yesterday! Not today! And not tomorrow! Maybe in a year or two but not in the near future. If it wasn't for beans I could build a good case that corn should be higher, but the two commodities can only separate themselves so far from a price perspective and this is what's keeping the lid on corn.

As you read this article hunting season has concluded in Illinois. Many of my close friends and customers know I make a trip out west after our season is over, and hunt quail on a ranch in far western Oklahoma. Last year a couple of buddies and I decided to pen up the dogs on the ranch and venture 12 more hours west and hike down the Grand Canyon! We made the 7 mile hike down the south Kaibab trail to the Colorado River; stayed overnight at the phantom ranch and hiked back up the 9 mile Bright Angel trail. It's more than a 5000 foot drop in elevation but the sights are unbelievable. I told myself I would never do it again as I was getting too old and had that one marked off of my bucket list. Well guess what? I hope I make it back to write next month's Grain Scoop! By the time you read this I should be back out of the bottom for the second time in two years. It was such a great experience and we told the story so many times that some additional friends want to go. Hope all is well!

## What do you do with used motor oil?

Our company policy for used oil for our companies is to store the used oil in double walled tanks or in double containment devices and mark the container as USED OIL. We then have a licensed and responsible company to come by occasionally and pick up our used oil and we get a manifest that we must keep on file. We must maintain our used oil



Stanley Joergens

we keep the top lid closed so rainwater does not do not put other liquids such as solvents, chemicals used oil container. Below are some benefits, sug-

gestions, rules and of used oil at your Used Oil Man- value of used oil, cants (recycle) and aged. Used oil that is generally regu- used oil is mixed may be regulated than 1,000 parts hazardous waste hazardous waste.

information on storage, use and proper disposal home, farm or facility. agement State and federal laws recognize both the for uses such as producing fuels (burners) and lubri- its potential threat to the environment if misman- is recycled, including burned for energy recovery, lated as used oil and not as hazardous waste. If with hazardous waste, however, the entire mixture as hazardous waste. Used oil containing more per milling (ppm) total halogens is presumed to be because it has been mixed with listed halogenated This assumption can be rebutted through testing.

### WHO CAN ACCEPT USED OIL?

A facility may not accept used oil from off-site for storage or treatment unless that facility has a permit issued by IEPA in Illinois, or a USEPA id number in Iowa and Wisconsin.

### EXEMPTIONS:

1. Facilities that burn on-specification used oil for energy recovery;
2. Facilities that burn off-specification used oil for energy recovery in an industrial furnace or boiler, has notified USEPA of their used oil management, and has obtained a USEPA identification number.

Off-specification used oil is used oil exceeding any specification level when burned for energy recovery. Used oil not exceeding these levels is considered to be on-specification used oil.

### WHAT ARE THE STANDARDS FOR USED OIL BURNERS?

A used oil generator may initiate a shipment of off spec used oil only to a used oil burner who has a USEPA identification number and who burns the used oil in an industrial furnace or boiler. Such generators are subject to the following requirements:

1. Analysis showing the used oil is non-hazardous;
2. Notify the USEPA of the generator's used oil management activities and obtain a USEPA identification number; and
3. Keep a copy of each manifest for three years from the date the manifest is received or prepared.

### EXEMPTION:

Generators of on-specification used oil need only comply with the following requirements:

1. Analysis showing the used oil is on-specification; and
2. A record of the facility receiving the used oil and the quantity of used oil shipped.
  - Re-refining used oil takes only about one-third the energy of refining crude oil to lubricant quality.
  - It takes 42 gallons of crude oil, but only one gallon of used oil, to produce 2 1/2 quarts of new, high-quality lubricating oil.
  - One gallon of used oil processed for fuel contains about 140,000 British Thermal Units (BTUs) of energy

We all need to be concerned and make efforts to protect our environment and South Central FS, Inc and Total Grain Marketing LLC and its employees are continually planning on efficiently promoting and monitoring our work practices and product handling to ensure environmental compliance and urging our communities to help preserve our energy and resources for us and our future generations.

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

# Insurance Spotlight 2019

Here at South Central FS, Inc. we've got the farmer's growing needs covered. We offer Crop Insurance to manage risk and provide peace of mind when events occur that are beyond the farmer's control. You as a grower can do everything perfectly; work the ground, plant at the optimal time, use the recommended fertilizer and chemical programs. But what happens when a natural disaster, such as a drought, occurs? Our FS Crop Insurance department offers a wide range of Federal and Crop Hail insurance plans written through COUNTRY Financial to meet your specific needs.

Darren Zerrusen, our Certified Crop Insurance Specialist, has worked in the FS system since September 2013. He was born and raised in Teutopolis, IL. After graduating from Illinois State University with a Bachelor's degree in Plant



**Darren Zerrusen**

and Soil Science, Darren was the Precision Technology Director at GRAINCO FS, Inc. until making the move back home in 2016. It was then that

he became the Crop Insurance Specialist at South Central FS, Inc. Darren provides a unique perspective, combining technology and risk management

solutions. This is a valuable tool to drive down input costs and create efficiencies for your farm. Darren currently lives in Green Creek with his wife, Brooke, and their two children, Amelia and Edison.

Jenna Montgomery, Crop



**Jenna Montgomery**

Insurance and FS Agri-Finance Administrator, has been employed by South Central FS, Inc. since January of 2012. Jenna is originally from Bloomington, IL, and earned her Bachelor of Science degree from Southern Illinois University Carbondale. She received her insurance license in 2014 and has been intimately involved with our crop insurance accounts since that time. Jenna handles quotes, production and acreage data reporting, administers payments and develops claim worksheets for our crop insurance customers. She resides in Strasburg with her husband, Lance, and their three children, Gracyn, Graham and Sloane.

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Darren Zerrusen would love to meet with you to discuss an insurance plan that is specifically catered to your farming operation. The Crop Insurance department is located at the South Central FS, Inc. Corporate office at 405 S. Banker Street in Effingham. If you would like to schedule an appointment please contact Jenna at 217-342-5100 during regular business hours of 8:00-4:30.

## Larry Kreke Retires

Larry Kreke has been with South Central FS, Inc. FKA/Effingham Clay Service Company for over four decades. During his career he has held several positions but, on January 31, 2019 he will retire as the Bulk Feed Delivery Driver.

Larry started with the company in the fall of 1975. He started his career pulling and delivering anhydrous and fertilizer. Later he transferred to the grain department where he ran the skid steer loader in the flat storage building loading trucks with grain. Co-workers commented that they were amazed with the accuracy, efficiency and speed that Larry had with moving grain. At that time, the company had one feed truck and Larry had the opportunity to take over that position. He drove a small 6 wheeled feed truck; he knew every single feed customer, their farm, and how to deliver their feed. Larry continues to be one of the most efficient, reliable and most recognizable employee in the feed delivery department.

Co-Worker Stanley Joergens recalls one day he filled in for Larry making deliveries. Larry told him this one will be simple but this is what you must do; "take your boots along, when you get to the farm, back into the farmers driveway and back to the left off the driveway into the ruts, just let the truck follow the ruts on back to the hog barn, don't worry you can't go wrong because the truck won't be able to get out of the ruts. You will go all the way back to the barn and do not stop until the truck stops and you will be stuck. But that is fine because you can fold the auger around and it will be exactly where it needs to be on top of the feed bin. Start unloading at an idle and then go find the old H tractor because you will need it to pull start the Oliver. You will need the Oliver because the H will not be able to pull the truck out. By the time you get the H hooked onto the Oliver someone will come out of the house and they will help you with pull starting the Oliver. Then park the H back where you found it and go back and hook the chain onto the front of the feed truck. By that time you'll be finished unloading and you can fold the auger back around on the truck and the farmer will pull you out and you will be on your way. Pretty simple delivery, can't go wrong. And it happened just that way!"

Larry said he is going to miss driving around seeing fields, talking with the farmers and the camaraderie with co-workers. However, he is really looking forward to spending time with his grandchildren which range in age from 6 months to 18 years old. But, his immediate plans are to take care of his 9 goats that are getting ready to have babies.

Larry and his wife, Gail, live in Altamont. We want to thank Larry for his 43 years of service and wish him and his family the best in the future.



**Larry Kreke**

# Spring Beef Meetings Scheduled for Southeastern Illinois

Cattlemen in southeastern Illinois will have several opportunities to attend spring beef meetings that will cover various topics such as industry update on vitamin and mineral availability, new Accuration hi-fat protein tubs, anaplasmosis research being conducted in Southern Illinois, and a beef industry update. Presenters include Jeremy Pruemer from FS Total Livestock Services, Teresa Steckler from University of Illinois Extension, and Bob Michaud from Purina Animal Nutrition LLC.

Please RSVP 24 hours prior to the start of each meeting. All meetings will be held at noon (except at the Browns and Salem locations) at the following dates and locations:

- February 5 at Wabash County Farm Bureau in Mt Carmel (to RSVP call 618-262-5865)
- February 6 at Richland County Extension Office in Olney (to RSVP call 618-)
- February 7 at Wabash Valley FS in Browns from 10 a.m. to 2 p.m. (to RSVP call 618-842-4870)
- February 8 at Wabash Valley FS in Fairfield (to RSVP call 618-842-4870)
- February 12 at Anthony's Wild West Pizza in Flora (to RSVP call 618-445-2113)
- February 12 at Marion County Farm Bureau in Salem (to RSVP call 618-690-3541)

If you have additional questions, please call Jeremy Pruemer (217-690-3541).



## FS Total Livestock Services and Purina hosted a calf meeting on January 16th

The first meeting was in Greenville at The Milk House. Michael Turley with The Milk House gave a brief description of the business venture and how it will market their dairy products. The Milk House will open later this spring, the building is very impressive inside and

will be an impressive destination to enjoy some dairy products and learn about the dairy industry. The second meeting was held at the Teutopolis K of C Hall.

Todd McDonough with Land O Lakes Animal Milk was a featured speaker. Todd focused on having a vision of growing calves with minimal medicine

use, very similar to our vision of raising a newborn child. Proper environment and nutrition is at the forefront of raising a healthy animal. Land O Lakes Animal Milk continues to develop innovative technologies at the Research Farm that starts 220 calves every 8 weeks in order to make sure they are on the cutting

edge of animal production.

Robin Steiner with Purina Animal Nutrition LLC was the other featured speaker. Robin focused on dry starter feeds and how to improve the transition of weaning off of milk to dry feed only. Robin also discussed the milk response on feeding a high plane of nutrition to a replace-

ment heifer and the return on that investment.

FS Total Livestock Services would like to thank everyone for their participation, feel free to call 217 342-9234 and talk to one of our specialists about how FS can partner in your calf raising operation.

# Prepare for 2019 Growing Season

We are off and running as we begin another month in 2019. Well, maybe not running, perhaps walking, but not too fast, but certainly headed into another year of crop production.

As you make plans for the new growing season, there are several decisions a person must make. You analyze equipment, seed, fertilizer, herbicides, fungicides, fuel, and many other inputs that are needed to make your year profitable. You look at it from every angle to see what fits best for you.

The definition of profitable is; yielding advantageous returns or results. Profitability is what you want and of course need for the growing season.

As you prepare for 2019, keep in mind that South Central has a dedicated team of information specialist. They can help you process the valuable data that you have collected over the last several years in a way that will help you evaluate and make the decisions that encompass the what, how, and why of your operation. This data helps you measure where you have been and what direction keeps you profitable. It has been said, "The past is a good place to visit but you don't want to live there." That is true, so take time to visit your past data then take what you have learned and use it to enhance your profitability into the future.

Data collection/information

collection is a crucial part of how we operate today and will continue to be crucial in the years to come. So don't shy away from all the technology, just use what you can. If you are not sure what will work for you allow the South Central precision department to come out and analyze what you currently are using and help you get started in the right direction. If you are using something but it just isn't working allow us to help you troubleshoot it or even make a recommendation on what changes are needed to get up and running. Either way we will be happy to come out and give you a hand.

Well, you are off and running, maybe not too fast, but certainly in the right direction to make the 2019 crop production year a year with an advantageous return for you.

If you wish to contact the South Central team please give us a call or send us an email.

Heather \* 217-342-5092 \* hfuesting@southcentralfs.com

Ryan \* 618-780-9257 \* rochs@southcentralfs.com

Nick \* 217-343-1837 \* nrobertson@southcentralfs.com

I will leave you with this quote; "It is by a thorough knowledge of the whole subject that [people] are enabled to judge correctly of the past and to give a proper direction to the future." James Monroe 5th U.S. president.

# Best Management Practices for High-Yielding Wheat

Higher yields over the past few years and competitive commodity prices, coupled with the ability to double-soybeans, has allowed wheat to be the crop of choice across many acres in Southern Illinois. Wheat acres provide the soil with many of the benefits crop rotation brings, and they are quite profitable. The key to maximizing the profitability of wheat acres is producing high-yielding wheat. There are some important management practices to keep in mind in the quest for 100+ bu/ac wheat.

## Fertility

Wheat requires all the same nutrients as corn and soybeans. Apply ample amounts of phosphorus and potassium for both the wheat crop and the soybean crop before planting. Maintenance fertilizer recommendations are 250# DAP and 125# of Potash. Wheat typically responds to in-crop applications of sulfur.

## Nitrogen

Wheat loves nitrogen. A good nitrogen program in wheat used to be one application of 92# N/ac. This will not get you to your maximum wheat yield. In order to achieve 100+ bu/ac wheat you will need higher rates and split applications of nitrogen. Apply 90# N at green up in early spring and an additional 40-50# N at jointing. Because higher rates of nitrogen increase the likelihood for lodging, growth retardants like Palisade are recommended in your crop protection pass to help standability.

## Crop Protection

Management of weeds in wheat is vital to reaching the 100+ bu/ac mark. The most common weeds in wheat are winter annual broadleaves and wild garlic. Grasses, such as cheat, are more common when there has been a history of wheat on the acre. Be sure the herbicide you choose will control the weeds you have present in your field.

## Fungicides and Insecticides

There are 2 different timings for fungicide application, depending upon which disease(s) you are targeting. Foliar diseases, such as stripe rust and downy mildew, can be suppressed with applications of strobilurin-containing fungicides at flag leaf. Flag leaf is a critical time for wheat and one of the most important times to protect the plant from diseases and insects. The addition of an insecticide is justified if harmful bugs are present. The other crucial time to protect the wheat plant is during flowering. Fungicides, such as ProSaro and Miravis Ace at this time will suppress Fusarium Head Scab.

Although doing any one of these things will help to improve wheat yields, the key to high-yielding wheat is to combine all these recommendations. Talk with your local crop specialist today to build a plan to maximize the potential of your wheat crop.

# South Central FS Scholarships available

South Central FS, Inc. introduced their Scholarship program in 2005. Over the years, they have had approximately 45 students go through the program. Through the Scholarship program, South Central will cover the cost of tuition, books and fees each semester for those students who meet the required qualifications. Upon graduation, the student will be guaranteed full time employment and job specific training. Former scholarship recipients, Jeff Coleman and Cole Ohnesorge, said knowing they were guaranteed full time employment helped relieve some stress that last year of school. They remember other students sending out numerous resumes and really focusing on getting a job. They didn't have that stress since their job was guaranteed. In addition, when students are on break, South Central offers employment opportunities. This allows the student to see all job opportunities within the company. Mitch Wolff, former recipient, said not only did this allow me to work and learn many jobs it was a great way to earn the



Former scholarship recipients.

respect from co-workers when he became full time because he already had knowledge of the business.

South Central is such a diverse company providing many different career paths. Former recipient, Mitch McMahon said if you are not cut out to be a salesman there is a "buffet of jobs at your hands." At South Central you can build a career, stay local and work for a great company, Coleman added.

Gerald Witges, Strategic Marketing Manager, says the company has made a large investment in the scholarship program but,

through this program we have retained many great full time employees. South Central FS is always looking for talented and dedicated people to join the family. With a culture of respect, collaboration and loyalty, South Central employees are treated as valued members of a team.

This scholarship is open to all high school seniors with a desire to work within the FS system. To apply, contact your high school guidance counselor or Rachel Myers with South Central FS at 217-342-9231.



## South Central FS & Total Grain Marketing Sponsor scholarship program

*Do you want to earn after you learn?  
Choose a career in Agriculture.*

We will pay the cost of tuition, books, & fees per semester and upon successful completion of required qualifications, will have a full-time position for you upon graduation.

To apply, simply inquire at any South Central FS or TGM location.

**Scholarship applications are due by March 31, 2019**