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Grain Scoop: You Don't Always Have To Win



By Kim Holsapple

Isn't it amazing as we go through life that we always want to win? Growing up on the farm in my early days I was always involved in some form of competition with my brother, who was one year older than me. We had our daily chores that were required of us and often we would have some form of competition, the loser would have to do the chores for the other that night. It was amazing at what we could come up with. Later in life, I was blessed to have four daughters. There was always competition in our house as they were growing up. The one thing that sticks with me the most is who got to take over the bathroom. For the first

20 years of our married life we had one bathroom and five women in the house. Needless to say the bathroom was in high demand. Once again I was the loser, so it only made sense for me to get up early and exit the house before the girls started their daily routine. Lots of people thought I was a workaholic, but the truth was I had to be out of the house early.

As in life, in marketing there are winners and losers. Very seldom does one have the type of marketing year where you say, "Wow I did a great job this year!" The grain markets are influenced by so many outside forces that a producer just can't watch them all. I watch the markets almost every hour of the work week both day and night. I am amazed at how hard it is to keep every detail affecting the market, on the bullish side or bearish side. An example is the special payment for soybeans, due to the tariffs to China. One side of me says that a producer will take the money and add it to his sale and say "This year wasn't so bad." The other side of me says the producer will take the money and say, "Now I have some cash flow so I will hang on to my beans and wait for higher prices." Once again there is bullish and bearish news released daily and I guess this is why I like the commodity business, never 2 days alike in my 45 years of doing this.

My job isn't to make a winner on every trade, but to extract the information and give the best advice possible on that particular day. Grain farmers typically want the markets to go up. End users such as processors, livestock producers, importers, etc. would prefer to see lower prices. So on any given day there are winners and losers. My goal is to see that our customers are informed on every detail affecting the market and make sure they are not the loser. Sure, I have seen a lot of winners and a lot of losers in my days and I have certainly gleaned a lot out of this. Watching what the winners do and do more of it, and watching what the losers do and do less of it is what keeps me going. As one of our well respected financial gurus have said "It's better to be approximately right than to be precisely wrong."

With the supply of grain we have in the U.S. this year, we have been big winners from a production stand point. Let's reward the market, be a winner, and put our focus on next year's crop. South America has a big one coming at us and it should be here in late January. You guys are all winners in my eyes so let's keep it that way.

Important Propane Safety Information For You and Your Family



Stanley Joergens

South Central FS, Inc, as a very reputable supplier of your Propane we are making every effort to make your experience with our propane as safe and comfortable as possible. Propane is a very safe product and the Propane industry has experienced a very safe history but it is wise to educate everyone on Propane safety and set up a plan in-case an accident or release of propane happens. We have sent out our "Duty to Warn" letter to all of our customers that will give them information on what to do if they smell gas in or outside of their house and how to safely respond to preserve your family and property. Because of the devastating results of large accumulation

of released propane, it is wise to prevent even the small releases so we do not have a significant loss due to a propane fire. Below are some suggestions from the Propane Council.

If you Smell Gas –

- No Flames or Sparks! Immediately put out all smoking materials and other open flames. Do not operate lights, appliances, telephones, or cell phones. Flames or sparks from these sources can trigger an explosion or a fire.
- Leave the Area Immediately! Get everyone out of the building or area where you suspect gas is leaking.
- Shut off the Gas! Turn off the main gas supply valve on your propane tank if it is safe to do so. To close the valve, turn it to the right (clockwise).
- Report the Leak! From a neighbor's home or other nearby building on your cell phone away from the gas leak, call your propane retailer right away. If you can't reach your propane retailer, call 911 or your local fire department.
- Do not return to the Building or Area until your propane retailer, emergency responder, or qualified service technician determines that it is safe to do so.
- Get your System Checked. Before you attempt to use any of your propane appliances, your propane retailer or a qualified service technician must check your entire system to ensure that it is leak free.

Can You Smell it?

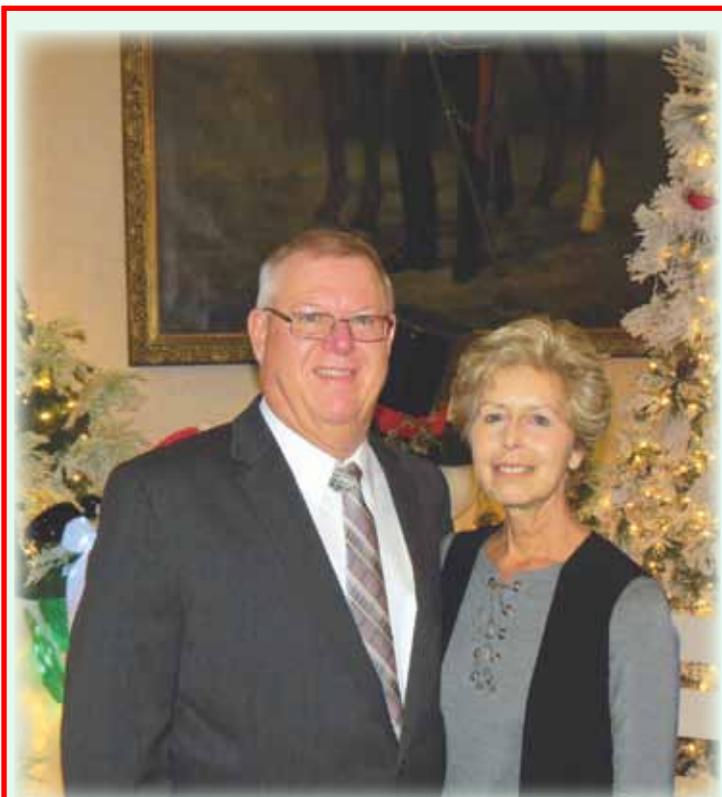
Propane smells like rotten eggs, a skunk's spray, or a dead animal. Some people may have difficulty smelling propane due to their age (older people may have a less sensitive sense of smell); a medical condition; or the effects of medication, alcohol, tobacco, or drugs.

• Odor Loss. On rare occasions, propane can lose its odor. Several things can cause this including:

- a. The presence of air, water or rust in a propane tank or cylinder.
- b. The passage of leaking propane through the soil.

Since there is a possibility of odor loss or problems with your sense of smell, you should respond immediately to even a faint odor of gas.

(continued on page 14)



Vince Ochs Retires

Vince Ochs has been in the FS system for over three decades. Over the years, he has held many positions and has worked for several cooperatives within the system. On January 2, 2019, Vince will retire as the Western Business Manager of South Central FS, Inc.

Vince started in Ag Retail the fall of 1974, at CFS-Chemical Fertilizer Services in West Liberty. He was an applicator for liquid and dry fertilizers and also applied chemicals. In 1977, he went to work for Fritschles Mills as an applicator, until the spring of 1982, when Rich-Law Service Co. bought the facility and he entered the FS system. With Rich-Law, Vince moved into the Location Manager/Crop Specialist position. The fall of 1997 he became the full line Marketing Manager for Fruit Belt Service Co. which is now Southern FS. In 2005, Vince moved to Vandalia and was the full line Marketing Manager for South Central FS. When South Central FS and Effingham Clay Service Co. merged in 2011, he became the Western Marketing Manager.

Throughout Vince's career, he faced some challenges as well as many highlights. Some of his biggest highlights included becoming a Certified Crop Advisor-CCA and then Certified Crop Specialist-CCS in 1994 and earning many sales achievement awards. Vince added some personal accomplishments were that he has hired and trained many successful people and is thankful that

he had the opportunity to work in the FS system.

Vince said some of the toughest challenges are the way regulations have changed over the years. These have "continually affected the way we are able to serve the customers". Vince added, "At the time, some of the regulations appeared to be senseless, looking back it has been necessary to continue to be environmentally sound to protect the environment for the future generations, in the agriculture field".

Vince was born on a small farm in Jasper County, he wanted to farm but his family farm did not have enough acres to go around. So, he decided to go to work in retail. Here he was able to work with many farmers as a way to help farm a lot of acres, to help feed the world. He said he will miss the great people he has met in the agriculture industry, from the growers to the industry personal.

Vince's immediate plan after retirement is going back to work! But, he is committed to improving his golf game and spending time with his two grand children.

Vince and his wife Cathy live in Vandalia. They have two children, Katie Ireland and Ryan Ochs. Ryan is also employed with South Central FS, in the precision sales department. Vince closed by saying he is really looking forward to "developing the next chapter of his life".

We want to thank Vince for his dedication and years of service. We wish him and Cathy the best in the future!

Risk Management Seminar

The 2019 Risk Management Seminar was hosted by South Central FS, Inc, COUNTRY Financial and Effingham Farm Bureau on Wednesday, December 12th, 2018. The event began with a social hour at 4:30 p.m. where attendees visited booths represented by the various departments at South Central FS, Inc. A meal was served at 5:30 p.m. catered by Kick Addis BBQ out of Dieterich. Julie Stephens, Effingham County Farm Bureau Manager, kicked off the seminar and spoke briefly about the 2018 Farm Bill and upcoming Farm Bureau events. Tracy Heurman, Field Sales Agronomist, CCA for GROWMARK, presented awards to the 2018 South Central FS Yield Contest winners. South Central FS, Inc. Crop Insurance Specialists, Tony Deters and Darren Zerrusen explained the 2019 crop insurance changes to the audience. They also spoke about a few of the new private products COUNTRY has to offer this year. COUNTRY Crop Agen-

cy Manager, Doug Yoder, also gave a short presentation about the 2018 Farm Bill. Jeff Nalley of the Cromwell Ag Network and TGM Lead Merchandiser, Kim Holsapple, gave attendees

insight on next year's grain marketing outlook and how the Farm Bill will impact the future of the market. There were approximately 200 guests in attendance.



JANUARY SPECIALS



Coffee and Prairie City Muffin for \$2.89

Supporting our Communities



Cole Ohnesorge

Certified Crop Specialist

Cole Ohnesorge, Crop Specialist at Toledo in Cumberland County, recently earned the title of Certified Crop Specialist (CCS) from Growmark's Agronomy Division. Prior to becoming certified, Cole also earned his Certified Crop Advisor (CCA) designation from the American Society of Agronomy. According to Robert Bennett, Strategic Agronomy Marketing Manager for Growmark, reaching this level of professionalism is a considerable achievement. "Cole has demonstrated that he not only knows technical agronomy information but also has a firm grasp on sales and marketing skills to help deliver solutions to customers." To qualify for the CCS testing program Cole had to have a minimum of two years of sales experience selling FS

agronomy products. In addition to attending several sales and product schools conducted by GROWMARK Agronomy Division, Cole had to demonstrate technical skills as well as sales and service professionalism. As a potential candidate, he then had to be nominated by both a South Central FS sales manager and a GROWMARK regional marketing director prior to completing the series of tests required by the program. Gerald Witges, Senior Strategic Marketing Manager for South Central FS had this say, "We are very proud of Cole for his outstanding achievement," said Witges. "He continues to be a valuable resource to the patrons he serves in Cumberland County and look forward to Cole building business partnerships that benefit customers and the company".



Left to Right: Tracy Heurman, Growmark; Wayne Probst, Triple P Farms (1st Place); Clint Hawkins (2nd Place); Dave Hartke (3rd Place)

FS InVision seed corn yields big in NCGA contest

2018 was a year for phenomenal corn yields throughout the territory. FS InVision seed corn was at the top of the pack in local and state National Corn Growers Association (NCGA) contests. Each year the NCGA hosts yield contests in which participants enter 1.25 of his/her best acres for prizes and bragging rights. FS InVision 64SX1 took 3rd place in Illinois class: AA Non-Irrigated. FS InVision 66ZV1 took 3rd place in Illinois class: I Irrigated.

South Central FS held a local contest for FS InVision entries into the NCGA contest. Thanks to all who participated. The results are as follows:

Name	Location	Hybrid	Yield (bu/ac)
Triple P Farms	Effingham	FS 64SX1	299.9
Clint Hawkins	Westfield	FS 64SX1	288.5
Dave Hartke	Teutopolis	FS 61SX1	287.9
S & B Dairy	Sigel	FS 64SX1	287.8
Triple P Farms	Effingham	FS 61SX1	281.7
Aaron Bontrager	Sullivan	FS 64SX1	270.4
Hiler Farms	Tower Hill	FS 64SX1	265.0
Jerod Fleener	Louisville	FS 64SV1	260.0
Bruce Thompson	Arcola	FS 62ZX1	249.3
Robert Atwell	Lerna	FS 64SX1	247.6
Garold Stuckemeyer	Altamont	FS 61SX1	243.3
Eric Shuman	Sullivan	FS 63ZX1	242.0
Bruce Thompson	Arcola	FS 64SX1	228.0





Starting your calves on the right foot with FS Total Livestock Services

By Morgan Wendling

Everyone knows that weaning calves can be a stressful time for both cattle and producer. There are several options and routes to choose from when deciding a course of action to get your calves started on the right foot. It is crucial to reevaluate your starter calf protocol at least once a year.

FS Total Livestock Services is excited to provide our customers with the full line of Purina Starter Feeds and Stress Tubs, as well as, access to various vaccines and animal health products to get your herd on the right track.

Being prepared is the key to minimizing stress for both yourself and your calves.

Are you buying your calves or have you raised them yourself? If you are buying, talk with the producer you are buying the calves from. What is their backgrounding protocol?

Asking these questions and discussing them with the producer can help you make more educated decisions about your receiving process and nutrition program. If you have raised the calves, reevaluate your own protocol. What vaccines

have your calves gotten already and what ones will they need? Will they need dewormed or castrated? Have they been on creep feed or only mom? By taking the time to ask these questions, you will have a more efficient receiving process and less stressful event for the calves.

The next step to getting your calves started on the right foot is finding the proper nutrition program specific for your operation. As Ted Perry, Purina Cattle Nutritionist says, "Proper nutrition is the key element that gets calves on feed and boosts the immune system for potentially less health issues and faster, more efficient weight gain."

FS Total Livestock Services happily carries the full line of Purina Starter Products, including stress tubs, for your herd. The Purina® Stress Tubs are a highly palatable molasses tub that supports immune and rumen function and contains Availa® 4 and Diamond V® Original XPC TM.

Purina has three starter feeds available depending on your operation's set up. Will you be hand feeding or using a self feeder? Will you be feeding forages and, if so, how much forage do you want to feed? Do you want to use a medicated feed that requires a VFD?

For the producers who choose to hand feed and want to use a VFD medicated feed, Purina offers Stress Care TM 5. Stress Care TM 5 maximizes forage utilization and contains AS140, Availa® 4, and Diamond V® Original XPC TM.

For the producers who choose to hand feed but do not want to get a VFD feed, Purina offers Precon® Complete. Precon® Complete is a highly palatable, complete, pelleted feed that does not require any forage.

Finally, for the producer who wants to utilize a self feeder and get a VFD feed, Purina offers Accuration® Starter. Accuration® Starter does not require any forage, maximizes genetic potential, and contains intake modifying technology®.

Starting calves can be a stressful and expensive process. FS Total Livestock Services and Purina's goal is to assist our customers in any way possible in making the process less stressful and more cost efficient by providing a wide variety of high quality products.

Contact your local FS Total Livestock Services Representative today so that we can help with all of your livestock needs!

Important Propane Safety Information For You and Your Family

(continued from page 1)

Propane Gas Detectors

- Under some circumstances, you may not smell a propane leak. Propane gas detectors sound an alarm if they sense propane in the air. They can provide an additional measure of security. You should consider the purchase of one or more detectors for your home.

Guidelines regarding propane gas detectors:

- Buy only units that are listed by Underwriters Laboratories (UL).
- Follow the manufacturer's instructions regarding installation and maintenance.

- Never ignore the smell of propane, even if no detector sounds an alarm.

Appliance Maintenance

- **Leave it to the Experts.** Only a qualified service technician has the training to install, inspect, service, maintain, and repair your appliances. Have your appliances and propane system inspected just before the start of each heating season.

- **Do Not Try To Modify Or Repair** valves, regulators, connectors, controls, or other appliance and cylinder/tank parts. Doing so creates the risk of a gas leak that can result in property damage, serious injury, or death.

C O and Your Safety

- **What is carbon Monoxide (C O)?** You can't taste or smell C O, but it is a very dangerous gas. High levels of C O can come from appliances that are not operating correctly, or from a venting system or chimney that becomes blocked.

- **C O Can Be Deadly!** High levels of C O can make you dizzy or sick. In extreme cases, C O can cause brain damage or death. Symptoms of C O Poisoning include: head-aches, dizziness, fatigue, shortness of breath, and nausea.

IF YOU SUSPECT C O IS PRESENT, ACT IMMEDIATELY!

- If you or a family member shows physical symptoms of C O poisoning, get everyone of the building and call 911 or your local fire department.

- If it is safe to do so, open windows to allow entry to fresh air, and turn off any appliances you suspect may be releasing C O.

- If no one has symptoms, but you suspect that C O is present, call your local fire department to check C O levels in your dwelling.

C O Detectors can improve Safety. For an extra measure of safety, consider installing a C O detector listed by UL on each level of your home.

To Help Reduce The Risk Of C O Poisoning:

- Have a qualified service Technician check your propane appliances and venting systems often, especially before the heating season.

- Install UL Listed C O detectors on every level of your home and in every bedroom.

- Never use a gas oven or range top burners or provide space heating.
- Never use portable heaters indoors unless they are designed and approved for indoor use.

- Never use a Barbecue grill (propane or charcoal) indoors for cooking or heating.

- Regularly check your appliance exhaust vents for blockage.

Running Out Of Gas

DON'T RUN OUT OF GAS. SERIOUS SAFETY HAZARDS, INCLUDING FIRE OR EXPLOSION, CAN RESULT.

- If an appliance valve or a gas line is left open, a leak could occur when the system is recharged with propane.

- If your propane tank runs out of gas, any pilot lights on your appliance will go out. This can be extremely dangerous.

- **A LEAK CHECK IS REQUIRED.** A propane retailer or a qualified service technician must perform a leak check of your propane system before turning on the gas.

LIGHTING PILOT LIGHTS

IF a PILOT LIGHT REPEATELDY GOES OUT or is very difficult to light, there may be a safety problem. Do not try to fix the problem yourself. Carefully follow all of the manufacturer's instructions and warnings concerning the appliance before attempting to light the pilot.

South Central FS, Inc and Total Grain Marketing LLC and its employees want all of our customers and members of our communities to be safe this winter in regard to Propane Safety. If you have any questions or concerns please feel free to contact your local Propane Salesman at South Central FS, Inc or call any of our facilities to as for Propane assistance.

Stanley Joergens

Safety and Compliance

South Central FS, Inc and Total Grain Marketing LLC