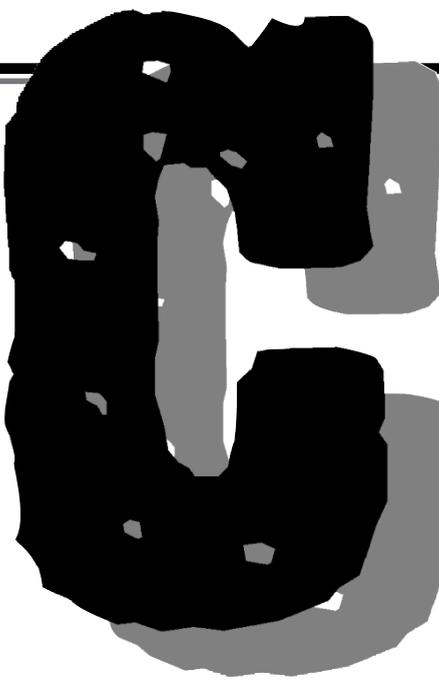


● SUPPLY LOCATIONS

◆ TGM ELEVATOR OR LOCATIONS



# Country Connection

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## Grain Scoop: Big Report/Small Reaction



By Kim Holsapple

On February 8th the USDA released a report that was supposed to be the report of a lifetime. You might ask why this report was the most anticipated report of the last 20 years and I will try to explain. As we all know the federal government had been shut down for several weeks, and the daily headlines stated that it was the biggest government shut down ever and the end did not appear to be in sight. Then suddenly a small stop gap was announced and the government opened back up. Now the question in the commodities market was: How will they get all the data from all the reports that were missed into one report? We had weekly export numbers, ethanol updates, monthly supply/demand reports, final crop production numbers, quarterly stocks reports etc.

that had not been released in the previous seven weeks. The trade was in an absolute quandary as to how to trade a market without the intervention of government reports.

As for me, it was reminiscing of the old times. There was 20 out of 21 consecutive trading days during the shutdown where March corn traded on the futures market at \$3.79 per bushel. Most of you were not around back when I entered this business so I will fill you in a little on old fashion grain merchandising.

It was in Toledo, Illinois that I first started in this business in the early 1970's. Obviously there was no computers or hand held calculators. The means of gathering market information was on the AM radio. We had two radios, one was used as a backup as reception in those days was not very good and occasionally one would pick up the radio more clearly than the other. The market opened up at 9:30 AM and closed at 1:15 PM. We would catch the opening market at 9:30 on the Effingham radio station which was broadcast by Wilmer Chamberlain, a man who was very well respected as a brilliant grain trader. We would have pencil and paper ready to write down the opening and quite often there would be a group of producers gathered around the radio just waiting for the opening report. For the next 30 minutes we would buy grain at the same price based on the opening report. This was repeated each hour of the day on the half hour 10:30, 11:30, and 12:30. Then at the top of the hour and every hour, 10:00, 11:00 12:00 and 1:00 we would turn the radio to 580 AM out of Champaign to catch the markets and used them for the following half hour. We never missed a market report every half hour but very seldom did the market ever move much which reminds me of markets during the government shutdown.

Perhaps we have too many reports now days which adds to an incredible amount of volatility. Some people like volatility and some don't and I will not get into that at this time. I will say I miss those times of producers getting together to listen to the markets around the radio and reminisce about the old times. In some cases, it might be the only time of the week some people came to town. Dropping the wife off on the square to do their shopping while they were at the elevator might have been the only social life a few of the guys had. Pickups full of corn, barge bed wagons, and flare bed wagons were the means of transportation back then. Now it's semis!

Back to the report, it was probably the most overrated report in history. Nothing of any substance came out of it. When the dust settled at the end of the day on February 8th corn was down two and beans were up one. Now I guess we wait to see if there is another shutdown and if so we won't worry about the markets as it is proven that all these reports are probably not needed to give us market direction. The markets have a way to figure that out on their own!

Spring is just around the corner and am I ever ready. Stay safe and talk to you next month!

## Safety Training 2019



Stanley Joergens

South Central FS and Total Grain Marketing LLC recently had its annual Safety Training with our employees. The event is held every year and the training is mandatory for our employees. There were over 400 employees attending the day long training covering various topics relevant to our company and the products and commodities that we handle.

The morning session group was both company employees together started with information presented by Paramedic John Althoff about the opioid epidemic and how to recognize an overdose and what steps to take to save that life. John stressed the danger

of Fentanyl and mixing Heroin with Fentanyl. The group learned how this epidemic has ruined lives and took lives of young people in our area. Next the employees listened to Jenna Montgomery about health, fitness, good eating and sleeping habits and the group participated in some stretches and exercises that everyone could benefit from. Then the employees that have a Commercial Drivers License were instructed on the proper way to get in and out of a truck cab and off the truck bed to eliminated injuries like falling, twisting ankles and knees and injuring the back. Next the drivers got to listen to Brian Hammer (a former State Policeman) from Nationwide Insurance as Brian told about proper load securement and updated the group on how to comply with DOT rules to reduce traffic tickets and warnings and especially reduce accidents. Meanwhile the non drivers were moved to another room and were instructed on Fire Extinguisher safety and know when to and when not to use a fire extinguisher to save lives. Next the group watched a video on Safety Awareness that went through several real life scenarios of injuries so the group would know how to recognize a hazard and do something about it before it causes an injury to anyone. The FS Propane department employees then refreshed our employees that answer the phone on how to take and process those "I smell Gas and Out of Gas" phone calls. They also were shown a miniature version of an LP tank to show how it works and how to turn the gas off at the tank and how to read the percent gauge on the tank. Right after that the employees were shown a power point along with narration of our most recent Safety Inspection done by our Growmark FS Insurance representative. Sometimes we get complacent at our home or workplace and overlook safety issues because we are used to seeing them and don't recognize the hazard. As a group it was easy to see the various safety issues presented and how to correct those before a tragedy can happen. Next that group watched a video called "Expedition to Safety" which dealt with a story of a group of people that climbed Mt. Everest and some of the safety issues they encountered and how they made corrections to eliminate hazards and were able to bring everyone back down safely. The moral to the story was do not make exceptions to the rule or deviate from safety guidelines for the sake of a goal or pride. Always work on Safety first for everyone as we achieve our goal.

The entire group then enjoyed an Awards Banquet lunch and there

(continued on page 11)

# THE GOLD STANDARD

Through the years, the FS system has always led the way in providing our patron/owners with the highest quality energy products for their operations.

As equipment changes, the demand for high quality fuel and lubricants that protect these high performance engines increases. We also see a demand for high quality lubricants in equipment such as planters, tillage equipment and equipment that requires the use of premium hydraulic fluids.

South Central FS along with Growmark has continued to improve our flag ship products DIESELEX GOLD FUEL and SUPREX GOLD ESP LUBRICANTS.

We recently had a customer who had a truck that just passed the 1 million mile mark. The customer, Dave Marti, who has been in the trucking business for years, used only DIESELEX GOLD and SUPREX GOLD LUBRICANTS during the entire 1 million miles.

Dave let us video the entire break down of his engine by his mechanic at the service center he uses for service. You can access the video at <https://www.youtube.com/watch?v=Tq6QVrN1DZw>

Dave and his mechanic were pleasantly surprised of how little wear occurred in the engine of this vehicle since this was the first time they were able to see the inside of this engine through a complete teardown.

The type of results, shown in the video, should occur in any diesel engine using the DIESELEX GOLD diesel fuel AND SUPREX GOLD ESP motor oil.

We are proud to introduce THE GOLD STANDARD, which is the complete package of energy products by using both DIESELEX GOLD diesel fuel and SUPREX GOLD ESP motor oil for all your agricultural equipment, trucks and diesel engine's needs.

As customer's cost of upgrading equipment continues to escalate, why not use the best products that are available and become part of THE GOLD STANDARD?

We often hear that some of the original equipment manufacturers continue to confuse the marketplace by suggesting that their products have to be used in their brand of equipment or the warranty will be voided. All of our lubricants, including SUPREX GOLD ESP, are formulated to meet and/or exceed all manufacturers' requirements. South Central FS, along with the Growmark system, have a warranty on all the lubricants that are produced at Growmark's blending facility, which addresses these concerns.

We have put together some informational pieces to share with our customers that reinforce the value and benefits of THE GOLD STANDARD.

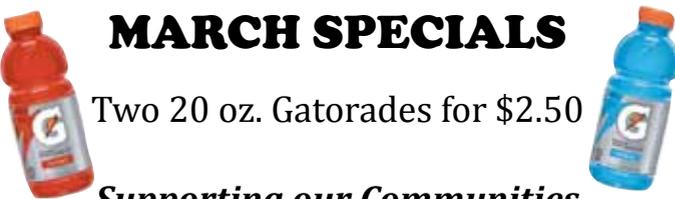
Contact your local energy specialist for more details on how you can become a GOLD STANDARD user and reap the benefits from these products.





**MARCH SPECIALS**

Two 20 oz. Gatorades for \$2.50



*Supporting our Communities*

## MORE POWER LESS FUEL

Has gasoline robbed your engine of power, fuel economy and reliability? Restore it all with FS Clean Flow. Strong detergency cleans up dirty engines and keeps them clean. Improved stability ensures longer storage life for seasonal equipment, too.

*Start using FS Clean Flow today.*



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**SETTING THE STANDARD IN TOTAL DIESEL ENGINE PERFORMANCE AND PROTECTION**

**Suprex Gold<sup>®</sup> ESP**

PREMIUM DIESEL ENGINE OIL

+

**Dieselelex<sup>®</sup> Gold**

HIGH-PERFORMANCE DIESEL FUEL

DIESELEX GOLD and SUPREX GOLD ESP have their own unique benefits that power and protect diesel engines. When used together they achieve the **FS GOLD STANDARD**, maximizing the power, efficiency, and total engine protection you require.

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# Keys to a Successful Season

Winter is the time for meetings, lots and lots of meetings. As a farmer there are a wide variety of meetings you can attend from crop insurance to financial planning to agronomy. If you've attended an agronomy meeting there is no doubt you've heard someone speak about how they've achieved high yields in either corn or soybeans. It's easy to get focused on all the things they've implemented on their own farms. After attending many of these meetings myself I have a slightly different take. I'd like to emphasize the things these individuals are not doing.

1. They are not selecting seed based on price or programs. In Dr. Below's 7 Wonders of the Corn World he attributes up to 50 bu/ac (19%) of corn yield to making sure you have the correct hybrid on the acre. He's also seen as much as 23 bu/ac

difference in soybean varieties. So, while it's appealing to purchase the most economical hybrid/variety, remember that not all seed is created equal and it's important to get the right product for your operation.

2. They are not saying "no." Growers who are maximizing their crop yields aren't afraid to try new things. Most of them will try almost anything, but they are doing so on a small amount of acreage. It's important to experiment on your own farm, but don't get carried away. Try a new product or practice this year and be sure to have a check in order to analyze the results. Continue utilizing products and practices with a positive ROI.

3. They don't get in a hurry planting. Achieving your maximum yield starts at planting. Make sure soil conditions are favorable. Check each row of your planter for proper depth and spacing before you begin and during the season. Un-

derstand how differing soil conditions affect your planter. Maintain proper planting speed to ensure uniform spacing and emergence.

4. They don't plant it and forget it. A common theme among growers with high yields is that they spend a lot of time in their fields throughout the season. They monitor for issues that can be addressed during the growing season. They scout for pest problems. They look for things they can improve upon in the following years.

5. They are not shorting the crop. This bullet point encompasses many things. First and foremost is fertility. High yields require more nutrients. Growers who are reaching high yields understand how important it is to make sure their crop has what it needs to succeed. They typically use



VRT to maintain high fertility. They don't allow weeds to compete. They protect the seed with seed treatments, and they protect their yield with POST applied fungicides and insecticides. Once these things are done properly, they start experimenting with other products such as starters, growth hormones and foliar nutrition products.

I understand that most farmers aren't expecting to raise contest-winning yields across

their entire farms, however many are looking for recommendations on ways to maximize productivity. There is no silver bullet for high yields. Be sure to implement the basics correctly. Once you have those covered begin looking for new things to try. Talk to your local FS Crop Specialist about FS MiField if you are interested in trying something new on your farm this year.

## Safety Training 2019

(continued from page 1)  
was prize money given to employees that have submitted written safety observations at their facility throughout the year to the safety department. The group that won the overall prize of \$500 was the Neoga, TGM location. Congratulations to that group.

After lunch the group split up with the supply side meeting in one session and watched a video called "Brian's Story" that dealt with a father coping with the loss of his son at a construction site and how we all need to work safely and look out for our other workers to make sure they are working safe and not deviating from safety rules to save time. Next the group participated in training, covering topics dealing with South Central FS, Inc products such as Anhydrous Ammonia and Hazmat that was taught by our experienced crops facility managers. While the supply employees were going through all that training, the grain and feed employees were meeting in a different room going over confined spaces, housekeeping importance and policy,

sweep auger safety and policy and safety. John Lee from Illinois Grain and Feed conducted the grain training and concluded the training with a demonstration of a controlled dust explosion. John had a device that manipulated suspended grain dust and introduced an ignition source which ignited the grain dust. John got the attention of the entire group with his presentation and got more of their attention with the dust explosion.

South Central FS and Total Grain Marketing and its employees are very concerned with safety and we are all committed to keeping our facilities and employees safe for our concern and also our customers that visit our facilities and rely on our products and services. Our Safety Committee is very eager and diligent in working for safety and if our customers need any other information or training on our products that we supply for our customers, please feel free to contact us for those safety needs.

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



## 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**

# Local Crop Specialists Recognized for Seed Sales Excellence



February 2, 2019- The Growmark Seed Division hosted their annual Winners Circle Event in St Louis, Missouri to recognize seed sales excellence for the 2018 growing season. South Central FS had eight Crop Specialists that qualified for Winner’s Circle awards. The Winner’s Circle event began in 1997 and Crop Specialists qualify for awards by earning points for seed units sold. Points are awarded for Growmark System Support Brands of FS InVISION and HiSOY Brands, DeKalb-Asgrow, and NK Brand. The following South Central FS Crop Specialists were recognized for their achievement:

Crop Specialist	Award Level	Crop Specialist	Award Level
<b>Matt Morton</b> <i>Sandoval</i>	<b>Silver</b>	<b>Craig Gerdes</b> <i>Greenville</i>	<b>Gold</b>
<b>Mike Lemmon</b> <i>Humboldt</i>	<b>Silver</b>	<b>James Lurkins</b> <i>Vandalia</i>	<b>Gold</b>
<b>Seth Kopplin</b> <i>Altamont</i>	<b>Gold</b>	<b>Pat Meinhart</b> <i>Toledo</i>	<b>Gold</b>
<b>Matt Probst</b> <i>Effingham</i>	<b>Gold</b>	<b>Jeremy Schumacher</b> <i>Effingham</i>	<b>Gold</b>

**HAVE IN-SEASON NEEDS?**  
**GET PRODUCTS THAT DELIVER.**

**InVISION** **HiSOY**

South Central FS