

Country Connection

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● SUPPLY LOCATIONS
◆ TGM ELEVATOR OR LOCATIONS

GRAIN SCOOP:



By Kim Holsapple

What Do We Do With The Crop This Fall?

The million dollar question this time of year is 'what to do with my grain at harvest?' Do I store or do I sell? We have always been proactive in marketing and any cash flow needs that we may have in the fall are usually sold prior to harvest. With this being said a better question might be, 'do I sell, store, or apply to my contract?' One must take a real hard look at the quick shipment premiums when they are available.

I would say in general these premiums apply to soybeans more than corn. As we all know, soybeans ripen more slowly and they cannot be harvested until they are nearly dry. Corn can be harvested just after black layer or any time thereafter, making the window for harvest up to 30 days. So if you are one of those people who

plant an early variety of beans and they are ready to harvest early, do not put these beans in the bin. Often there is a 50 cent premium for beans delivered early in harvest. If you do not like the price and think they are going higher, put them on a basis contract. This allows you to capture the premium, but still maintain upside price potential. I would tell you that elevators love to see beans brought in early and put on price later. They are doing just as I have told you to do; they move these beans out and replace them with futures allowing them to capture the premium.

I would imagine that there is already a fair amount of corn harvested, as you are reading this; but, with the tight carryout this year, these premiums could apply to corn as well. If you haul your grain to town, you need to be the one to capture this premium. After all, you are the one that has taken all the risk so do not pass the title of your grain to someone else allowing them to pick up the premium you deserve. You do need to be very cautious contracting for these quick shipment premiums. Often times there are penalties attached to these contracts that can be very excessive. These premiums are contracted on the elevators side as well and if you do not deliver on time most likely the elevator cannot and problems arise very quickly. So the key is only selling the premium when you are darned sure you have it.

We have wrapped up another marketing year and wasn't it exciting? Average farm prices were probably the highest ever and volatility was at the max all year long. If I were to place bets, I would say this year will be equally as exciting and prices are starting out way ahead of last year.

Have a safe harvest and keep in tune to the markets!

THOUGHT OF THE MONTH

When you have confidence, you can have a lot of fun. And when you're having fun, you can do amazing things.

Joe Namath

RAIN FALL

We have 26 locations that keeps track of rain fall throughout the growing season. These locations are located in the counties of Effingham, Clay, Marion, Shelby, Coles, Cumberland, Edgar, Clark, Jasper, Bond & Fayette counties. As in the past we will keep you updated on monthly rainfall at each of these locations.

Location	July Total	Accum. Total Since 4/1/11	Location	July Total	Accum. Total Since 4/1/11
Ashmore	2.90	22.45	Lis	3.20	28.65
Casey	3.60	23.25	Louisville	3.80	30.42
Charleston	3.30	23.25	Middlesworth	3.25	23.55
Effingham	4.50	28.20	Mulberry Grove	4.80	29.40
Fairgrange	2.60	20.90	Neoga	4.10	25.80
Greenup	4.32	27.22	Newton	3.00	26.55
Greenville	2.45	25.40	Rose Hill	2.50	24.90
Hagarstown	4.80	29.40	Sandoval	3.70	32.00
Hookdale	5.80	29.10	Shelbyville	1.15	22.80
Humboldt	1.00	20.50	Toledo	3.65	28.85
Ingraham	4.70	33.00	Watson	3.30	33.40
Jewett	3.95	28.15	Willow Hill	2.40	23.40
Kansas	3.15	23.33	Windsor	0.80	22.75



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Diselex® Gold The absolute best fuel to POWER and PROTECT engines.

In 1952, FS pioneered the first premium diesel fuel and has been the leader and standard bearer ever since. Over the years the formulation has been fortified several times in response to changes in engine technology which makes Diselex®Gold the best diesel fuel to power today's diesel engines. In extensive lab and field testing, FS Diselex®Gold has consistently performed to provide more power and protection and better fuel efficiency.

What makes Diselex®Gold Premium Diesel Fuel better than our competition? Diselex®Gold contains a superior multi-functional additive package that provides value-added performance. The multi-functional additive package consists of eight individual components – each with a specific function. For the next 7 or 8 months we will be discussing a different component of the Diselex®Gold additive package. We will also be highlighting some of our customers who appreciate the value of using Diselex®Gold in their fleets and on their farms.

The first component of Diselex®Gold is Cetane Improver. Cetane Improver is one of the most important components of the package. Cetane is the measurement of a diesel fuel's ability to ignite. Diesel fuel is ignited in an internal combustion engine cylinder by the heat of air under high compression. Higher cetane fuels enable the engines to start more easily. The Cetane Improver in Diselex®Gold enhances fuel combustion for a more complete burn. Diselex Gold provides for easier and faster starts, especially during cold temperatures which results in less chattering and knocking. Another benefit of high cetane fuel is quicker warm up and less smoke during operation which results in reduced emissions. The cetane rating of typical #2 diesel is 42-45. The typical cetane of Diselex®Gold is 46 to 49.

It takes a lot of energy to keep your machinery running at peak efficiency and quality fuel is one of the smartest, cost-effective ways to ensure long-term and high production from your equipment. Using Diselex®Gold premium fuel with its multi-functional additive package is one way we can help you protect your investment. Next month we will discuss the detergency component of Diselex®Gold and the important role it plays in the superior additive package.

Diselex® Gold Challenge

Diselex®Gold has economic advantages as well as providing increased power and protection for your engine. Diselex®Gold has been proven to help increase fuel efficiencies. The average increase in fuel efficiencies realized is about 3-5%. In determining if a customer is a good candidate for the Challenge we review and evaluate the record keeping and maintenance procedures that the customer currently has in place. We take customers actual numbers and insert them into a worksheet to reveal possible results at various percentage increases. The type of information that is used for the worksheet includes the fleet size, the average hours of operation, current fuel efficiency, and information about run time. Good record keeping before and after a Challenge is the key to realizing the improvement when using Diselex®Gold. After consultation with the customer, the Effingham Clay Service Energy Sales representative will evaluate all the information and set a time frame of 30-90 days, depending on the size and function of the fleet, for running the challenge. Effingham Clay Service will sign an agreement with the customer in which the customer will continue business as usual with the only change being that they will use Diselex®Gold additive in their fuel. If the customer does not realize an increase in fuel efficiency during that time, Effingham Clay Service will reimburse the customer the cost of the Diselex®Gold additive that was used during the Challenge time frame.

One of our Diselex®Gold Challenges is highlighted below in the following article.

HETZELS

OVERLAND TRANSPORT, INC

Hetzels Overland Transport, Inc. has been a diesel fuel customer of Effingham Clay Service for a number of years. This month we would like to highlight their business and share the success story of their Diselex®Gold Challenge.

Hetzels Overland Transport, Inc. has been in business for over 17 years, servicing many of the Effingham area's leading manufacturers. Hetzels has grown from a shuttle service within the Effingham city limits to an over the road fleet that consists of 20 International and Western Star tractors, with 7 owner operators and nearly 40 employees.

Veteran sales/fuel delivery driver, Bob Bierman has serviced Hetzels though the years and has helped them with their fuel needs as they continued to grow. With nearly \$4.00/gallon fuel this spring, Hetzels had commented to Bob that they were looking for an opportunity to save dollars or increase efficiencies. Bob approached Kris Zerrusen, Energy Sales, and asked her to talk to Hetzels about the economical benefits of Diselex®Gold and to evaluate the possibility of doing a Diselex®Gold Challenge. Hetzels were aware of the advantages of using Diselex®Gold with regard to engine protection and power and wanted to take a closer look at how Diselex®Gold could help them gain fuel efficiencies.

An early morning Saturday interview was conducted in order to learn how Hetzels kept records on trucks, how they set up their routes and drivers, and various other aspects that were related to fuel usage. Kris reviewed a Diselex®Gold worksheet utilizing Hetzels actual numbers and showed them how using Diselex®Gold could save them money. Hetzels were excited about the opportunity to try Diselex®Gold after reviewing the worksheets. They asked how soon they could start a Challenge and it was agreed to begin at the beginning of the following month as they tracked their fuel efficiencies monthly. The Challenge was held on the entire fleet for 30 days. Hetzels' fleet fuels at their facility about 86% of the time. They use biodiesel during the warmer months and switch to a straight #2 diesel that is winterized, during the winter months. The other 14% of the time, fuel is purchased over the road and then only enough fuel is purchased to get back to the facility.

At the end of the 30 day Challenge, a meeting was held with Hetzels management team to review their numbers. The data showed an increase of over 5.0% in fuel efficiency compared to the previous month's usage. Hetzels were excited about the results that they had seen in only using the Diselex®Gold for 30 days. Hetzels continues to use Diselex®Gold and continues to see increased efficiencies in their fuel economy when comparing to the months they were not using the Diselex Gold.

Please contact one of the Energy Sales team members for more information regarding Diselex®Gold to learn how it can help your business or farm realize more engine protection and power and gain better fuel efficiencies.



Front office staff includes (L to R): Casey Meinhart, Darrell Durbin Jr., Stacey Durbin, Lee Doedman, Devin Koester, Angie Lidy, Aasron Koester & Dawn Doty



SEED INDUSTRY: Question and Answer

QUESTION: Why should I book my seed early for next year's planting?

ANSWER: This is a question that almost every producer has in their mind. Let's look at some reasons as to why you should book your seed early.

1. Seed is the foundation! If you don't have the right seed, all your other plans will not reach their full potential..
2. Seed companies have new and better varieties almost every year. These varieties sell out early. If you want the opportunity to plant these, you have to commit early.
3. A good salesperson will know what is working best on your operation. He will put together an early order that will include present varieties that are performing now as well as some new varieties.
4. If you set a plan now, some minor adjustments can be made; and, the whole process from production to you planting the seed will run efficiently and effectively. Your chances of getting the grade of seed you want are a lot higher when you order early.
5. As stated earlier, this is an important decision. Get it done early and focus on the other production practices to maximize income.





Nitrogen Management: Mission Impossible?

By Randy Bloemer C.C.A.



Show of hands, how many farmers had an unusually interesting spring? Conditions started out favorable and the dust started flying at the beginning of April that is, until it started raining... All of a sudden we were all forced to get the farming done in two day windows and into sometimes less than ideal conditions. With more pressure to produce corn than ever in conditions like the ones we have had in the last few years we need to look at new ways we supply our corn with nitrogen. With some careful planning we can design a program that can take some of the risk out of nitrogen.



Nitrogen Timing Options

- 1. Fall Applied-** Our friends to the north of Rt. 16, due to cooler temperatures have the ability to apply nitrogen in the fall due to cooler temperatures. This nitrogen overwinters, and with the help of a nitrogen stabilizer is available the next spring with minimal loss.
- 2. Spring Pre Plant-** Spring pre plant is an option available to anyone and is a very popular option to those south of Rt. 16 as long as favorable conditions are available. A nitrogen stabilizer can also be added to protect against denitrification in the saturated conditions we have experienced in the past few years.
- 3. Side Dress-** Side Dress nitrogen is an excellent option if conditions are wet before planting where pre plant nitrogen would have to be applied in less than ideal conditions. A word of warning: this year was a tough year in some areas due to the short application window and heavy rains right after the side dress applications that stopped the corn from accessing the N that was applied.
- 4. Top Dress-** When the corn is knee high to chest high a new option is available to supply the crop with nitrogen. Urea (46-0-0) is coated with a volatization inhibitor and applied over the top of the corn safely with no damage to the whorl of the corn. This option can be used as part of a program or as a rescue treatment in the saturated conditions we saw this year. This may seem unnecessary to some but this process gets the nitrogen to the plants closest to the time that the plant actually needs it. (Fig 1). This process is not to be relied on as the only nitrogen source but is an excellent part of a nitrogen management program.

Splitting applications seems like a lot of trouble, is it worth it?

With all of these options a plan can be assembled to combat adverse weather conditions while giving the corn crop the needed supply of nitrogen. Some years, one application of nitrogen will work, and some years that same application may run short. We believe in the progressive approach that is flexible with mother nature to get you the best return on your nitrogen investment. Come see your local FS crop specialist with any questions and to develop a nitrogen management plan for your farm.

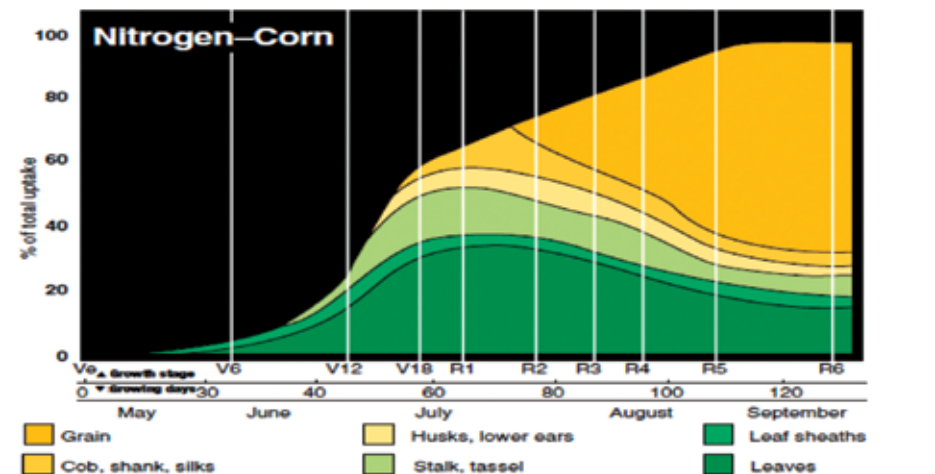


Figure 1. Maximum nitrogen uptake occurs in periods of maximum growth (in corn roughly between vegetative growth stages V9 and V18, or from hip-high to just before tasseling). Risk of N loss is low during this period. Credit: Iowa State University Extension.

Tech Plot Nitrogen Demonstration



Harvest Notes

By Ryan Hasty



Harvest is the final evaluation of hybrids and varieties. It is a great time to take a few notes on the characteristics, both good and bad, of varieties from the combine at harvest. Here are a few items to consider:



- **Standability**
This is a very important characteristic that is always noted at harvest but it is worth extra time investigating the reason for lodging if there is an issue. Is it disease related (stalk rots), insects (corn borer in refuge, rootworm damage), or wind/wet weather from late season storms etc.
- **Plant height and ear placement**
Plant and ear height can be affected by planting date but you can compare different hybrids planted at the same time. Tall hybrids with high ear placement tend to have more issues with late season standability.
- **Yield in different soil types**
If you have a yield monitor you can take notes on the performance of hybrids and varieties in different conditions. When you harvest an area that you know is wet and holds moisture, did a particular variety maintain higher yields in the low areas compared to another? How did they perform on the opposite end of the spectrum when you are harvesting the hills that hold very little soil moisture? This gives you valuable insight on how hybrids handle very different types of stress like wet feet and drought.



- **Now is the time to order seed**
Early in the harvest season you will get a good indication of the top performing hybrids/varieties and ordering early helps secure the best varieties in the seed sizes you want. Ordering early also gives you an opportunity to secure the new releases that sell out early. It is important to have trial amounts of new hybrids and varieties for the next years seed selection decision. Talk to your Crop Specialist today about the early order incentives and selecting the best varieties to maximize bushels and net income for 2012!



Microbial Growth In Diesel Fuel

By Terry Thomas



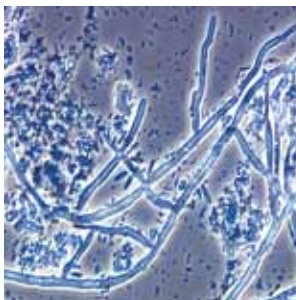
A quality issue we deal with on a more consistent basis is microbial activity in distillate fuel. Today's intensive refining methods produce a fuel more susceptible to microbial problems, resulting in fuel degradation (i.e. filter plugging via biomass, metal corrosion, particulate suspension, engine deposits/fouled injectors). Sulfur has been thought to be a natural biocide. As the sulfur levels in distillate fuels have decreased dramatically (Low Sulfur: reduction to 500 ppm sulfur content in 1993 & Ultra Low Sulfur Diesel: reduction to 15 ppm sulfur content in 2006), the industry incurs more and more microbial contamination issues.

The best way to control fuel-borne microbes is to prevent or eliminate the free water that builds up in storage tanks. When fuel moves in and out of the tank, moist air and other contaminants are introduced inside. As ambient air temperatures cool, water condenses on the inside of the tank and falls into the fuel and ultimately to the bottom of the tank. Microbes are typically found at the water-fuel interface - an environment where they can rapidly grow and multiply.

Combines and other diesel-powered machines that are stored away for long periods with empty fuel tanks are likely to accumulate condensation over time and develop favorable conditions for microbial growth. While even full tanks can contain microbial growth, filling tanks with fuel reduces the amount of condensation that occurs and ultimately results in fewer problems.

If you suspect you have microbes in your storage tank, solutions to the problem may be as close as your Effingham-Clay Service Company energy team. They can test your fuel with a BUG EYE Test Kit and recommend FUEL SAVER biocide treatment if microbes exist at or above treat rate thresholds. Another product, BUG OUT Sticks, provides ongoing protection from microbial growth and won't activate until the presence of water is detected. After effective treatment, it is recommended that fuel filters be changed frequently as dead micro-organisms continue to be strained from your fuel.

Managing fuel quality may seem foreign if you haven't had to do it until now. But, if you want your equipment to be ready when you are, paying attention to these details can pay big dividends.



Fuel-borne microbial growth under magnification.



Stan's Safety Section:



Sharing the Road with Slow Moving Farm Vehicles By Stan Joergens

You're driving along a rural road and come around a curve or over the hill and suddenly realize that there is a slow-moving vehicle just in front of you. It takes a split-second reaction to slam on the brakes and avoid a collision.

Approximately 47 percent of all deaths resulting from unintentional injuries are caused by motor vehicles. Each year, collisions involving motor vehicles and farm vehicles contribute to this statistic.

As farmers head back out to the fields, you are likely to drive up behind a slow-moving vehicle. The National Safety Council has outlined some defensive driving steps to help you avoid being involved in one of these accidents.

The most common accident occurs when motorists try to pass farm vehicles turning left. The tractor may appear to be pulling to the right side of the road to let cars pass but is really preparing to make a wide left turn. Check the left side of the road for anyplace a farm vehicle might turn, such as gates or driveways. Also, watch closely for hand and light signals.

Patience is one of the best ways to avoid a collision. Even if you have to follow a tractor for two miles at 20 miles per hour, it only takes six minutes of your time. That's about the same as waiting for two red lights in town. When you find yourself behind a slow-moving vehicle, wait until you can safely pass.

Due to the large difference in speed, it's common for a motor vehicle to run into the rear end of a piece of farm equipment. It can be difficult to judge traffic speed from a distance, so you should slow down as soon as you see a tractor or a slow moving vehicle emblem (an orange triangle outlined in red).

Even if you are following a slow-moving vehicle from a distance, you're closing the safety distance between the two of you at an average rate of about 59 feet per second. Lookout for farm vehicles and practice safety while driving. Remember to slow down, keep your eyes on the road and wait until it is safe to pass.

— Grain System Update —

As you turn your thoughts to the upcoming harvest, your attention should turn to preventative maintenance on your equipment. But one area that can easily be overlooked is the storage end of the harvesting process. Even though this equipment doesn't necessarily move, over time it can deteriorate from use and neglect. To make sure that the harvest can go as smooth as possible we need to look at safety, structure, and operation.

For safety we need to make sure that anyone that is in contact with your system won't be injured under normal operational use. You want to make sure that all guards and protective covers are in place on mechanical and electrical areas to make sure that any unintentional contact doesn't result in an accident.

When looking at the structure, do a complete and thorough check of the bin. This should include cleaning out the plenum area of any fines, and loose grain that might have fallen through the floor. Make sure that the floor is solid, and not weak or soft in any areas. Check and seal any areas that water could penetrate the bin. Any areas that show signs of rust or corrosion need to be treated promptly to eliminate further deterioration.

As far as the movement of your grain you need to look at augers and tubes for excessive wear, the trunking and spouting for rusted areas. Gearboxes and bearings should be well lubricated per manufacturer's recommendations. Belts and pulleys should be in proper alignment and not showing excessive wear. Make sure that all chains and sprockets have correct tension sufficiently lubricated and in alignment as well. Pay attention to any electrical wiring that could be damaged by rodents and tighten any connections that may have worked loose. And lastly do not forget the fans and heaters on the bin for proper operation.

If you take the time to do the items in this list, harvest may not have the surprises that could slow or stop the harvest process.

We at Effingham-Clay hope that you have a safe and profitable 2011 harvest.
Your Effingham-Clay Structures Dept.

Ready for this year?

If your grain system didn't perform at peak level last fall, Let your FS Grain Systems Specialist take a look.



Call Adam or Steve
at 1-217-342-9220

LOOK OUTSIDE THE BIN .. LOOK TO FS



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