



Gene Copenhaver hand shucking corn in Illinois in 1941

Manager's Corner by Marlin McCormick

By Faith and Our Own Hands

During our company's recent tribute to our military Veterans, I had the opportunity to spend a couple of hours in the home of one of the senior members of our farming community, Mr. Gene Copenhaver. As you probably know, Gene is a veteran of WWII and he is a true patriot of these United States of America! He, like many others, served his country well and with faith and his own hands, fought to preserve our freedoms. He then returned to his homeland and proceeded by faith in God and his own hands to help feed our nation that he fought to protect. It has been this combination over the past 89 years that many people in this community have been able to achieve the level of agriculture production that we have witnessed. The increase in the amount of corn that Gene shucked in 1941 per acre vs. what our hybrids even in Missouri soils and climates are capable of yielding today are mind-boggling! But in talking to Scot Hays, a local patron-pork producer, I learned that world food production must increase dramatically in the next few years. Therefore I see no way that we can 'paddle backwards' even in the face of the production cost vs. market price dilemma. As I stated during the presentation of the financial numbers during our recent annual stockholders' meeting, we have seen good times and we will face tough ones but we all know that the world wants to eat. I urge each of you crop and livestock producers to talk to Gary Carr, Ronnie Dean and Mike Utterback on our staff to discuss the input side of the business as you head into 2009. Give Missy Hetheriton a call and talk about grain pricing. And let us know early on if you want to look at some financial programs for input financing for next year. We are YOUR cooperative. We are here WORKING BECAUSE OF and FOR YOU! This team we have assembled at Farmers Elevator & Exchange Company has a lot of maturity and we have a lot of the tools to help you take advantage of opportunities for your farming operation. By working together, our faith and the work of our own hands can go a long way to developing a good plan.

As we begin our 90th year in business, we ask that you stop by and pick up a copy or two of our full-color commemorative calendar created by the employees for your enjoyment. They will make some nice stocking stuffers! Blessed Holidays to You and Your family!

Around the Saddlehorn by Mike Utterback, Asst.

Please See Our Holiday Schedules!!
We will be **CLOSED** at noon on **Christmas Eve day, Wednesday, December 24 through Christmas Day, Thursday, December 25 (reopen Friday, Dec. 26).**

Therefore, we ask that feed orders for **Wednesday Dec. 24** be in our office by noon on **Monday, Dec. 22.** Orders that come in after noon on **Monday** will be delivered on **Friday, Dec. 26.** We will **close on New Year's Day, January 1 (reopen Friday, Jan. 2),** and therefore ask for your feed orders in our office by **10 AM on Tuesday, Dec. 30** for delivery on **Wednesday, Dec. 31.** Any orders received after **10 AM on Tuesday** will not be delivered until **Friday, January 2.** We ask that if you have any questions, you will give us a call right away. Thank you!



Crop Care by Gary Carr, Agronomy Sales Manager

Finally, the 2008 farming season is drawing to an end! Hopefully, even mixed in with all the trials and tribulations of the past year, your operation had a good year! We are pretty excited to move forward and talk about what's up for 2009!

In the area of seed, the **NK Soybeans** treated with **CRUISERMAX** once again proved to be a yield winner! Cruisermax treated soybeans planted at the recommended rate can cost you **LESS** dollars per acre to plant than untreated soybean seed—plus, you have at least a 4-5 bushel per acre yield advantage—plus the bonus of a 100% re-plant policy!

MORE YIELD-LESS EXPENSE=MORE PROFIT FOR YOU!!

In addition, get in contact with us to find out how you can qualify for \$3.00 per acre reward on acres you plant to Golden Harvest Corn and NK Soybeans! [For example, 300 acres of corn—700 acres of soybeans=1,000 acres X \$3.00= a really nice getaway for you and the family!]

Fertility—If you have removed good yields from your farm during the past couple of years, you have depleted the nutrient level of the soil. Therefore, if you have not pulled soil tests on your fields lately, now would be a good time to do this. At Farmers Elevator, we have a couple of programs to help get this done which include:

Grid Sampling—highly recommended or Random Sampling. Give us a call today to get on the schedule!

In closing, with Thanksgiving just past and the New Year approaching, let's not forget all the things we have to be thankful for and not forget the Real Reason for the Season.

soybeans



BIG NEWS!

Farmers Elevator now offers the Bextra Bale Feeder current stock only \$475.



From The Feed Bag

by Ron Dean, Livestock Consultant

2008 has been a long year for the livestock industry. Feed costs have increased dramatically while livestock prices have decreased. Feed costs have decreased in the past few weeks and hopefully they will remain lower than last year. There is not much indication that livestock prices will improve in 2009. With all that being said I know every producer is looking to lower his or her feed cost. Hog producers have used byproducts when they have been a better buy. Cattle producers have not been hit as hard because even with all of the problems of a wet 2008 they did have an abundant amount of pasture and a large hay crop. As we look to 2009 producers need to make every effort to keep their breeding stock in good condition. Every producer has a lot of capital invested in their breeding stock whether they were raised or purchased. Instead of cutting the nutrition program on the entire herd consider culling the nonproductive animals so you can afford the proper nutrition for the more productive animals in the herd. Hog producers can feed byproducts to the sow herd, and may sure not to overfeed the gestating sows. Cattle producers can have their hay sampled, which I will be glad to do to check the value of their forage. They can then design a feeding program to fit their forage and not overfeed their cow herd, or at least feed them the right amount of feed when they most need added nutrition usually just before calving through mid lactation. Do not forget that younger animals you are just adding to the herd need more nutrition than your older females because they are trying to produce offspring while they are still trying to grow to maturity. We offer products from **Land O Lakes, Purina, and Alliance Nutrition** as well as many other commodities that we can help you with any feeding program you might choose. Remember that the lowest priced feed might not be the most economical product. You must consider what the nutritional value per unit actually is when designing a program. I wish you and your families

a joyous holiday season and look forward to working with you in 2009.



Farmer's "Last Will and Testament"

I Leave:

To my wife — My overdraft at the bank. Maybe she can explain it!

To my son — Equity on my car. Now he'll have to go to work to meet the payments!

To the banker — My soul. He's got the mortgage on it anyway!

To my neighbor — My clown suit. He'll need it if he continues to farm as he has in the past!

To FHA — My unpaid bill. They took some real chances on me and I want to do something for them!

To ASCS — My grain bin. I was planning to let them have it next year anyway!

To the farm advisor — 50 bushels of wheat to see if he can hit the high market. I never did!

To the SCS people — My farm plan. Maybe they can understand it!

To the junk man — My machinery. He's had his eye on it for years!

To my undertaker — A special request: six implement and fertilizer dealers for pallbearers, please — they're used to carrying me!

To the weatherman — Rain, sleet and snow for the funeral, please. No sense in having nice weather now!

To the grave digger — Don't bother. The hole I'm in should be big enough!

And Last:

To the monument maker — Set up a jig for the epitaph: "Here lies a farmer who has now properly assumed all his obligations."

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P.O. Box 7
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Open 7:30-5:00 M-F
til noon on Saturday



From all the staff and directors at the Farmers Elevator & Exchange Co.

A TIME TO SAY

Thank You