



From The Feed Bag
by Ron Dean, Livestock Consultant



IT'S NOT ALL DOOM AND GLOOM!! I recently came across an article in a weekly newsletter and I want to share the information with you. The article went on to state how the lack of profitability was taking a toll on the cattle industry, and we were left with a cloud of pessimism that was almost suffocating. The author warned about not getting lulled to sleep in a down market because looking forward there is plenty to get excited about. First placement numbers in the feed yards continue to run well below the five year average and some feeders might even close a few pens in the black rather than the red this fall. This should lend support to the feeder cattle market once this happens and increase demand for feeder cattle. Meat demand is about as bad as it can get. The retailer is taking a larger margin now due to lack of competition from exports and food service, so there still is margin to be had. At some point the food service industry will improve and with the U. S. dollar being very weak the export market should also improve. On the income side the trend is your friend as corn prices decrease and widespread moisture across the country has given us an ample supply of forages. Although there will be an increase in feeder cattle supplies this number could very well be offset by fewer calves. This being said there is still reasons for concern. The feedlot operators are still dipping into their equity putting them on the defensive, and they will be less likely to bet on the come this fall. Also there will probably be more dairy cows harvested than once thought, and the swine industry is in the middle of a liquidation phase. So be patient and let the market come to you. Pick your spots and don't get to bearish in this down market.

Many of you have turned the bulls in with your spring calving cows which means you have started your 2010 calf crop. Cows should have gained body condition from abundant forage that grew this past spring. Grass is abundant now but if the rains slow, grass will turn marginal in a heartbeat, and will not be able to furnish all of the crude protein and energy required by your cows. Many of you rely on the fall grass to help the cows gain back the weight they lose when the grass is dry in the summer but we urge you to feed a supplement to help the marginal grass and limit the cows weight loss. It takes a lot more energy to put weight back on a cow than to maintain her! Work to keep her in a stable body condition all summer and use your fall grass to add more weight so she will be ready for the upcoming winter. By supplementing her forage in the summer she will be able to produce more milk and you will wean a heavier calf. We can supply you with **QLF** supplement and lick tanks or with **ALLIANCE NUTRITION XL** tubs— both are a convenient and labor-saving way to supplement your cow herd's needs.

Don't forget about controlling the internal and external parasites either. If you have not wormed your cows yet this season we offer a product from **ALLIANCE NUTRITION** to feed with your mineral to control internal parasites. **Moorguard** contains febendazol, which is a good broad spectrum wormer. An added advantage to worming this time of year is that the calves are usually big enough to eat mineral, and you can worm them also. We offer mineral products with IGR to control the horn fly population, and have a new spray available to. **BOSS** is a long- lasting spray that you can apply about every 4 weeks to control horn flies. One

Farmers Elevator & Exchange Co.
P.O. Box 7
Monroe City, Missouri 63456

Open 7:30-5:00 M-F
Open 7:30-noon Sat.

We will be running a skeleton crew on Friday, July 3 and we will be CLOSED on SATURDAY, JULY 4th To observe our Nation's Independence!



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2009

The Pride of Monroe City

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July 2009

Newsletter of Farmers Elevator & Exchange Co. -

107 So. Chestnut Street - Monroe City, MO

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Manager's Corner



by Marlin McCormick, Gen. Mgr.

We are already sailing through summer and even though I do not care for hot weather, I enjoy everything that goes on this time of year— Hay baling, corn growing, weed mowing, and all those jobs around the farm that you identified last winter that you did not have time to tackle until the crop was in and up. I was tickled for several reasons to run across the above photograph when I was putting together my thoughts for this article. Here is why: First of all, I grew up on a farm that raised row crops. Second we farmed with Minneapolis-Moline tractors—the same as in the picture. Third, I spent a number of hours each summer on a tractor and cultivator. And finally and maybe the most touching memory this photo returned to me was the dog riding on the tractor with its master. From my days as a young boy I recall my trusted companion, our German Shepherd X Collie dog who we called 'Lady' who for many years rode with us on one of our tractors while we did chores. She brought so much joy to our lives! My hope for you is that even in the frustration of too hot, too wet, too dry, too many flies, too windy, too many things to do in too little time this summer that you will think of something from your past that brought you happiness and that can lift you out of your concerns of the moment. Remember that we are only here for a short while and there many folks who are less fortunate and who have not the opportunity to enjoy the beauty of growing crops and taking care of animals and doing those jobs that take them 'outside'. Work hard, practice your faith and enjoy the summer!

Attention Corn Producers:
The corn checkoff assessment rate increased to 1 cent/bushel starting July 1, 2009.

Around The Saddlehorn

by Mike Utterback, Asst. Mgr.

Products of Choice at Farmers Elevator

Prolate/Lintox-HD™ is a liquid product for livestock and swine that kills pests on contact. Diluted and used as a spray or in a backrubber, it provides effective treatment of flies, lice, mange mites and ticks on cattle.

Dustacator— mineral feeder/insect control. Since 1974, this proven product has been helping control face flies, horn flies, lice and helping eliminate pink eye in cattle.

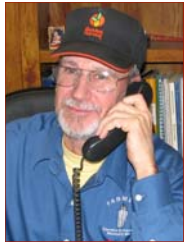
The **Golden Malrin® Fly Bait** has a two phase action knocks out nuisance flies quickly and effectively. First, Muscamone® fly attractant draws flies in. Then, as they feed on the sugar-based bait, the active ingredient methomyl delivers the final blow, killing flies after they ingest it.



BOSS Insecticide—Low volume dosage for maximum control of horn flies, lice, sheep lice, sheep keds, face flies, and ticks. Approved for dairy cattle with no milk withdrawal and no pre-slaughter withdrawal. Contains permethrin. BEEF & DAIRY: 3 ml per 100 lbs. up to a maximum of 30 ml per animal. SHEEP: 1 1/2 ml per 50 lbs. up to maximum of 18 ml.

See Farmers Elevator for all your Baling Twine! 9,000 Sisal -\$36.29 16,000 Sisal -\$35.99





Crop Care
by Gary Carr,
Agronomy Sales Manager

Post spraying for 2009 is now underway! It may or may not be news to you but weeds are becoming more resistant to glyphosate and therefore may not be effective alone and will have to be tank-mixed with other post-emerge products. We recommend Flexstar in soybeans. We ask that you keep a close eye on weed pressure in growing soybean fields and help us make timely applications.

Our team, including Junior Baker brings a number of years of experience to our custom application service!



We want to **thank you** for your patience during the past month when dealing with things that no human has control of. In other words, weather was the main factor that did or did not allow us to run during optimum times by the calendar. In looking around the neighboring areas, we are in a better situation for planting dates and planting conditions than some neighboring counties.

We're here to support your needs—call us! Thank you for your business!

Quadris® fungicide has been setting the standard for broad-spectrum disease control for more than a decade and increasing yields in the process. Quadris offers the broadest spectrum of disease control and enhances physiological processes within the plant, allowing crops to reach their maximum potential through increased [Plant Performance™](#), potentially leading to higher yields and better quality at harvest time. Better Plant Performance through systemic activity gives Quadris a unique advantage. Known as the [Quadris X-Factor™](#), it promotes even product distribution, maximizes product efficiency and enables the fungicide to move fully through the leaves and plant to provide the most complete disease protection.

Call Farmers Elevator & Exchange Co. for more details and timing of application and rates of both Quadris and Quilt fungicides! We believe you will see a significant difference in yield!

Have a safe summer!!

Corn maturity and stages of development can be estimated using current and historical weather data. Check out this MU website to calculate expected corn maturity dates:



Soybeans

Spraying with Quilt® or Quadris® fungicide gives you more than superior disease control. It enhances Plant Performance™ resulting in plants that use the sun's energy more efficiently for better growth. Plant Performance also slows transpiration to help the plant retain water which improves drought tolerance and maximizes growth and yield development. In a results-oriented business, these are just the results you need.

GOLDEN HARVEST CORN AND NK SOYBEANS— BRANDS YOU CAN COUNT ON FROM A COMPANY WHOSE BEEN AROUND THE BLOCK A FEW TIMES....

FARMERS ELEVATOR & EXCHANGE CO.



Work In Progress

Even though we have been in the new office complex for a full year, we have spent time in recent months putting some finishing touches on the place. Shown at left is a photo of employees Missy Hetheriton and Jerry Durbin who braved the intense mid-June heat to landscape the area at the south edge of our customer parking. Also, in May we had D&M Construction place a pipe and cover it in the ditch along the south side of the warehouse to allow for safe parking.




Provides high-fat and high-energy chips along with choice white grease and palm oil – Highly saturated fat develops a hard finish; enhances appearance of skin and hair coat.

High fiber content – Increases gut fill, which expands rib capacity.

Contains citrus and beet pulp – Testing has shown citrus pulp to be very absorptive. The combination of citrus and beet pulp creates gut fill.

Flexible usage – Usage can be varied to meet individual pig needs when used in combination with other ShowTec products. Flexibility enables the exhibitor to sculpt individual pigs for a winning finish.

Dense texture – Reduces segregation when mixed with pelleted feed.

Available in 40 lb bag. Cost is just over \$1.00/lb.



Looking for greener pastures? This peaceful shot was taken in mid-June of some of the nice crossbred spring lambs that Roy Redmon has produced and is feeding in his operation east of Monroe City. The team here at Farmers Elevator & Ex-