



October 2009 Newsletter

I hope that harvest has begun at your farm and that your yields are surprisingly good. The operations team at SEC has been very busy the past few weeks getting equipment ready for fall, and we are ready for the fall harvest/fertilizer season to get into full swing.

We have taken delivery on the 16-ton dry tenders to go on the new tandems that we used for liquid tenders this spring, and we now have five tandem tenders. These five tandems are in addition to the four 10-ton tenders in our fleet.

This harvest may almost be as late as 2008 with very little getting done in September. October could be one of the busiest months ever, however there will be lots of late planted corn being harvested in November again this year. Yields on the earlier planted corn are good so far, and should be very good, however there will likely be some challenges with some of the June planted corn in the areas that were wetter this growing season.

Soybean yields in our area should be good, and SEC is anxiously waiting for soybean harvest to begin. Either one of our Terragators or the Alvey Labs (now SGS) soil sampling bike should be following your combine as you finish off your soybean fields.

Our bulk seed addition will soon be ready for the fall deliveries by our seed companies.



The bins are set, the building is complete, and our treater and the automation panel arrived this past week. The last step will be the electrical work.



We now have eight bulk seed bins and a completely automated system that includes a treater. We now are using belt conveyors for receiving and loading out the bulk seed.



SEC is very good at spreading dry fertilizer and lime. We operate four Terragators for fertilizer and lime, and fertilizer tender trucks that allow those Terragators to remain productive throughout the season.



We stockpile most of our lime at the field for maximum efficiency. Two of our Terragators and an experienced loader operator can spread up to several hundred ton of lime in a day.



Regan Wear's Notes: With good crops, we feel most producers will keep replacing those nutrients where needed. I think we will have a steady supply of fertilizer for the fall and should be able to keep up with demand. It certainly will be a little later than normal and will help a lot for us to be able to spread fields as they are harvested. For those of you that have been thru our answer plot you may remember that we have a lot of hybrids being planted in this area that have a Western family background. These have been some of the highest yielding hybrids the last couple of years. The thing to watch with these hybrids is potash level. These hybrids really like potash and can really be hurt by low levels. Talk with your salesperson to make sure we have the correct nutrient plan for you hybrid in each field.

We will certainly see variable results with yields on soybeans and corn this year. These crops are pulling crop removal levels of nutrients out of your fields. Use the following numbers to figure removal levels. Corn 0.43 # P205 and 0.28 # K20 per bu Soybean 0.85 # P205 and 1.3# K20 per bu removed. Using these numbers 140 bu corn and 55 bu beans in one application would take 232# Dap and 185# potash. This would be removal only, without any buildup. With the interaction between grain and input it is now more important than ever to know your soil nutrient level and put the correct products on.



Fall application of herbicides continues to grow in our area. At SEC, we can professionally apply products that are custom fit to your fields needs. This will help you in field preparation and planting in the spring when time always seems short. The best way to get these products on in the fall is to follow your combine shortly with the application. Talk with your salesperson, or call (888) 579-9009 to schedule fall herbicide application on your fields.

Our VRT sampling unit will be running in the area on every Tuesday and Friday, as well as other days when needed. If you have fields you know that we will be re-sampling let us know as soon as they are harvested so that we can pull the samples and get the results quickly.

We are seeing some ear problems in fields. One is Diplodia ear rot that usually is associated with wet

weather. These ears will usually be very light with the ear and cob being lightweight. The kernels seem to be glued to the cob. These kernels will be so light that a lot will blow out of the combine. The other problem we have seen a little of is sprout damaged moldy ears. We have seen a little of this on the early planted corn that was mature enough to sprout from the moisture we have had a few weekends ago.



If you see these ears that are green inside the husks be very careful to wear dust masks when you are handling this grain. Also be sure to service your combine cab air filter to protect you from breathing in this moldy grain. You should dry this grain to below 15% moisture to stop this mold in your bins. Continue to monitor this grain closely to make sure it stays in good condition.

SEC has the people and products that can best match up these products to make you the most money on your acres. Mycogen and Croplan have very strong offerings for our area in seed that fits your farm. Talk with Dwayne, Randy, Brent, Ron, Rich, Brett, Regan or Bart to see how these products can fit your farming operation.



Ron Sheppard's Notes: At the time I am writing this article, we are looking at the lowest prices on gasoline and diesel fuel we have seen in over two months. Some of the reasons for the lower prices are that the stockpiles of crude oil, distillates (diesel), and gasoline are well above the 5-year average and demand has remained weak. We have done some fall contracts over the last couple of weeks, which looks to be a sound decision. With geopolitical issues increasing over the last couple weeks, I believe that the down side is very limited.

We will begin injecting our winter additives to all of our diesel fuel around October 15th (earlier if the weather calls for it). If you will need your tanks winterized before then, let us know. If you are not using premium diesel fuel, I would also recommend the use of Ruby FieldMaster or CF RoadMaster especially in the cooler months. Our premium diesel has a cetane booster that will aid in cold weather starting and aid in stability of the fuel.



*There have been reports of the Diesel Fuel Enforcement Officer making some on farm visits over the last couple of weeks. Here are some ways to make sure you are in compliance. First of all, do not use dyed diesel in road use vehicles. Next, make sure that all of your diesel tanks have the correct decals on them. **All** diesel tanks are required to have two decals on them. One decal is an EPA decal to designate whether the diesel fuel is low sulfur or ultra-low sulfur. The other decal a Department of Revenue decal to designate whether the fuel is for taxable or non-taxable use. We have these stickers on hand.*

Dennis Wieseman's Notes: Damage in the remaining old crop corn and damage again this year in some of the early corn is the hot topic right now. Barges of damaged corn are sitting at the gulf with levels too high to be loaded out. River terminals have sharply increased their discounts for damaged corn. Be sure to dry any damaged new corn down to 13% if possible and isolate off in a separate bin. This mold damage will only continue to spread in the bin if the corn carries much moisture. Watch your grain quality closely again this year and be sure not to get caught with this damaged corn in your bins next summer.

Our dryer is ready to go if you want to get started on some wet corn. We have trucks available to pick up your grain and haul to Shipman or Medora. The trucking rate will be \$.08 per bushel for customers that can load in around 30 minutes or less and are in our nearby draw territory. We still have a little storage available for corn and a fair amount of soybean space at last year's rates. Minimum rates are \$.16 for corn and \$.18 for beans until 1/31/10.

Moisture discounts have dropped slightly at most of the river terminals this year, but still are high enough

that we want to avoid these discounts if possible. Several terminals have moisture restrictions that are very low. Tate and Lyle wants corn 16.0% or less. Center Ethanol is currently cutting off at 16.5% and ADM at Sauget plans to cut off at 18.0%. Cargill will cut off at 22.0%. At this time, ADM St. Louis and Granite Grain at Cahokia have not set a limit on moisture.



Steven Scott is the spotlight employee for SEC. Steven joined the operations team at SEC in 2004, and operates our multi-bin Terragator spreading fertilizer in the spring and fall, and operates one of our Rogators in the spring and summer. Steven is a graduate of the Lincoln Land College Custom Applicator program.

Steven enjoys auto racing and outdoor activities, and is a resident of the Medora area.

Derek Kahl's Notes:

Financing options for your 2010 crop inputs.

With the current increases in input costs for the 2010 crop year and the uncertainty in the US economy in general, SEC has taken an aggressive approach to help our producers find sources of input funds for your 2009 crop.

For the 2010 crop year, SEC will be working with it producers to secure funds from many different sources. Not all of the sources will be available for all producers, but with a little planning we can determine the correct source of funding provided by SEC partners. This year SEC will be working with the following partners to provide input funds to our producers:

- Cooperative Finance Association (CFA)
- TruChoice
- Pro-partners Finance
- Rabo AgriFinance

Each of these partners provides quality service and funding to the producers, but not all products and services are available for financing with each partner. SEC is dedicated to help our producers make educated and profitable decision when it comes to your 2010 Input Financing. I would like to take the time to sit down with all SEC customers, and help you create a financing program from SEC Partners that will make your 2010 Crop Input easy, while at the same time helping to maximize the profits that you keep in your operation.

If you would like to schedule an on farm visit to determine which of these programs are available to you and which ones best fit your operation to maximize profits, give me a call today.



Tim Gueldener's Notes;

After a long drawn out year, harvest is finally starting in all of our counties. I have had the opportunity to ride a combine or two already as well as weigh some side by side tests and so far we are seeing some very positive signs. Yields have been variable however they have been positive. If you would like John, Matt, or myself to come out with a weigh wagon, please do not hesitate to call.

We plan on harvesting some of our earlier corn plots later in the week. Plot and side by side information is very valuable to us and helps us determine future recommendations.



We are very excited about our new Pioneer products for 2010. Our 2010 line up will contain new triple stacks as well as two new double stacks that are looking very promising. Having more choices helps us place the right hybrids in your farming operation. Also, Pioneer will be adding to their already existing "Y" series soybeans line up.

Early-Season Rewards Program ends November 25, 2009. We have several programs in place, including deferred payment, to help you take advantage of big savings for 2010. John, Matt, and I will be contacting all of our customers shortly.

"Thank You for your business"

Dwayne Milner's Notes. The SEC sales team has been evaluating Mycogen and Croplan hybrids throughout the summer and now has some regional plot data that is starting to come in. Several hybrids and traits have really stood out this season in a wide range of environments. We hope to have a lot of our plot data on our website soon so everyone can look at the results. If anyone is interested in some plot data now, contact me and I will make sure we have some results available.



I am very excited to see our bulk soybean and treatment plant almost completed. SEC's capability for treating soybeans and quality of our seed will be second to none. We will be able to custom treat soybeans for each field to fit each customer's need. This will be extremely important for customers wanting to use inoculants on long term corn on corn fields, higher rates of Apron to protect fields with high phytophthora pressure, or a growth regulator like Ascend to promote root growth. With new advancement in treatment options the possibilities will be endless.

I know that most of our area producers have not been able to begin your harvest, however the start of the fall NH3 season could actually begin in three weeks. As bad as we would like to start earlier, we do not recommend any fall NH3 until soil temps are below 60 degrees for 3 consecutive days. Our soils usually drop below 60 degrees after October 20th.

SEC's fall custom NH3 application can help you get your NH3 applied before the season ends. We have added an additional tractor to help with the challenging year.



Please get your order in early to help our applicators reduce travel time and be more productive.

Wm Nobbe & Co and SEC have entered into an arrangement to custom apply fall NH3 in Jersey County using one of the John Deere 2510H Nutrient Applicators and a John Deere tractor.



Many of our Jersey County customers have asked SEC to offer a way to apply their fall NH₃ with minimal soil disruption, and the JD 2510H should address those needs. The application charge using the JD 2510H will be \$15/A.

Joe Kuykendall's Comments: Thank you for your petroleum business! Many of you have done maintenance and are gearing up for harvest. If you are running low on lubricants now is a great time to stock up and save money with bulk oil. Bulk oil is a great way to free up space in your shop and work areas. Our tanks are neat, stackable, safe, and more convenient than drums. Call me at (618) 535-1204 for any questions about Cenex Lubricants or to discuss your fuel needs.



Modern EPA sets stringent restrictions with Tier 3 & 4 emission requirements. Modern engines achieve excellent emissions and are designed to burn more of the fuel and fuel by-products. **The use of precision components such as diesel injector nozzles with tolerances of 1-3 microns increase the need for quality fuel and the tolerance for injector deposits is decreasing. Use of detergents to maintain engine cleanliness is claimed by major OEM's to be necessary to help meet these requirements.**



2007 and newer engines with common rail and high pressure injection systems are most affected by these injector deposits. Older common rail engines can also be affected. Ruby Fieldmaster and Roadmaster XL Premium Diesel Fuel is currently a great product for pre-2007 applications. Currently Cenex is working with some major OEM's to

evaluate the additive package and improve it's performance.

Brent Phelps Notes: I've seen some harvesting get started in my southern area and so far things are looking really good. Those of you that know me personally know how excited I get when I see that yield monitor jump. Every seed sales guy would love to say that his brand brings the most bushels. I'm here to say sometimes we win and sometimes we lose. What I can say is there is some very exciting things taking place in the seed business. Everybody wants the same thing, "yield". I want that and I also want stalk quality plant health and test weight.

The lineup of Mycogen and Croplan offer all of this and more. From the looks of this corn, together we have done a super job of placing these hybrids in the right soil with the right population. That is what makes us better than the others. I never talk down about the competitors but I'll go side by side any time. We have the hybrids to win on your farm.

For all this talk about seed corn prices, well forget what you've heard. I saw the price sheet this morning and it's a big load off my chest. There is some early deals and ways to work to make a total package for your operation. We can put a winning team on your field. You be the manager and I'll be the scout.

"LET'S GROW SOMETHING TOGETHER"



Operations at Center Ethanol Company (CEC) are going well. Production during August was over 100% of capacity, and the plant may average 100% for the quarter. Margins at CEC are much improved, as is cash flow and profitability.

One Earth Energy (OEE) continues to do well during its first months of operation.

I do not expect the good results at OEE to offset the challenges at CEC for 2009, and do not expect any cash to come back to owners this year.

SEC and Top Ag Coop have entered into a product agreement at their Pierron location for the 2010

crop. SEC will be able to pull NH3, dry fertilizer, and mixed loads of ag chemicals from that location. This will enhance our ability to meet your needs, and give us another backup source in case of an untimely breakdown.

Joe Wieseman's Notes: As harvest activity is starting to pick up in the surrounding areas we at SEC are ready to assist you in the process of calibrating your yield monitor (No matter what brand it is). If you have not yet calibrated this season give us a call and we can bring out a weigh wagon to expedite the process of yield monitor calibration. Don't forget monitors should be calibrated every season and for every crop to maintain accuracy. If you have any questions about the products or services we offer please feel free to call me @ 618-779-2741.

SEC recommends that you re-sample your fields every four years, and that you use GPS when sampling. Any other method of sampling makes it nearly impossible to correct soil pH without liming the entire field, and absolutely impossible to accurately apply variable rates of fertilizer when your soil fertility is highly variable throughout the field. Potash is still nearly \$600/ton, and you need the best data in order to maximize your fertilizer investment.

Rich Metzger's Notes: The spraying for soybean aphids has finally come to the end. Having aphids at high populations and so late in the growing season was a new learning experience. SEC was able to work on a lot of new acres and would like to thank everyone for letting us help your farming operation.

Harvest has started in some areas. The Croplan and Mycogen hybrids seem to be performing above expectations. Getting hybrids to perform at their best they need to be placed in the right environment. R7 is a program designed by Croplan Genetics to properly place hybrids on the right acre. Be sure to ask about this program when talking about seed needs.

Crop report as of Sept. 23rd for Illinois. Only 13% of the Illinois corn crop is mature, compared to 69% on average for this time of year. 62% of it is in excellent condition, but 36% is poor to fair. Usually 82% of the soybean would be turning yellow at this point in the fall, but currently only 54% are turning yellow. 60% of the Illinois soybean crop is rated good to excellent. Winter wheat planting is barely recordable because of the delays in soybean harvest.

Our harvest hours will begin at 7:00 am with the

closing time set around your needs. I encourage you to bring grain in early during the day for the shortest lines. Bringing in some grain before your bins get full may be a good way to assure that you can keep your combine rolling at the speed that you would like. We normally have some Sunday hours during harvest, however it is a good idea to call on Saturday afternoon to see what those hours may be. Our phone number at the elevator in Shipman is (618) 836-5560, and the number at the elevator in Medora is (618) 729-3228.

Most of the early harvested corn is coming out of the field with high levels of damage. The damage level at SEC has been averaging around 10%, although some loads are even higher. Grading corn for damage takes time, and we have an extra person in the scale house in Shipman to keep the trucks running thru. Rick Stinnett is our new scale operator person in Shipman, although the familiar SEC personnel will be assisting Rick on busy days.

We will do our best to meet all of your custom drying needs this fall. Custom drying is pretty easy, although the damaged corn may be a problem for SEC to assure that the corn that you are taking home doesn't contain more damage than what you delivered.

Shipman Elevator Company

Phone	(618) 729-9009 (618) 836-5568
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Bart Baker	General Manager
Regan Wear	Agronomy Sales Manager
Dean Allen	Operations Manager
Dennis Wieseman	Grain Manager
Ron Sheppard	Petroleum Manager
Derek Kahl	Credit Manager
Joyce Allen	AR & AP Bookkeeper
Mary Meyer	Grain Payable Bookkeeper
Cathy Meininger	Billing Specialist

Sales Staff

Randy Brown	Eastern Area Agronomy
John Hunter	Jersey County Agronomy
Matt Haarmann	Western Area Agronomy
Jim Walker	Precision Ag Specialist
Joe Kuykendall	Certified Energy Specialist
Dwayne Milner	Seed Specialist/Agronomy
Brent Phelps	Central Area Agronomy

Joe Wieseman	Precision Ag Sales
Rich Metzger	Southern Area Agronomy
Tim Gueldener	Central Area Agronomy