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To contribute story ideas or com-
ments, contact editor Laura Williams at
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Missouri Governor's Conference on agriculture scheduled Jan. 10-11

The Missouri Governor's Conference on Agriculture is coming back to Tan-Tar-A Resort in Osage Beach, Mo., this winter for its 48th celebration of agriculture on Jan. 10-11, 2019.

"Agriculture is Missouri's No. 1 industry, with nearly 100,000 family farms," Missouri Governor Mike Parson said. "To prepare the next generation of Missourians who will be a part of this industry, we must unite and focus on important issues that matter to all of us, including agriculture workforce development and rural infrastructure."

Missouri farmers, ranchers, agribusiness leaders and aspiring agriculturalists are invited to enjoy the jam-packed program that is complete with a commodity outlook, awards luncheon and nationally-recognized speaker line-up that builds on the Department's MORE Strategic Vision. The much-anticipated Best of Missouri Grown reception will return; the event proceeds will go to support Missouri 4-H, Missouri FFA and the Agricultural Leadership of Tomorrow (ALOT) program.

"Hosting our friends in Missouri agriculture for this forward-thinking conference is truly an honor," Director of Agriculture Chris Chinn said. "We hope this conference will inspire many farmers, ranchers, agribusiness leaders and aspiring agriculturalists to return home energized to make a positive difference in their communities. We've been very focused on ensuring the content will be valuable to those who will commit to be away from the farm for a night."

The Missouri Agriculture Awards will honor six individuals that strive to innovate their farm or ranch, give back to their communities, commit to land stewardship or stand as a great example for future generations. To nominate a leader for one of the Missouri agriculture awards, visit [Agriculture.Mo.Gov/awards/](https://agriculture.mo.gov/awards/) by Dec. 7.

The conference is open to the public; however, registration is required and will go live early next week. Anyone interested in receiving updates on the upcoming Missouri Governor's Conference on Agriculture can sign up at <https://agriculture.mo.gov/>.

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Notice to Investors*

Rates effective as of November 22, 2018

November 2018 Interest Rates	Amount of Investment	Annual % Rate	% Under NY Prime
18-month certificate (unless New York Prime Rate changes)	\$1000 - \$19,000	3.25%	2.00%
Available to Missouri Residents Only.	\$20,000 - \$39,000	3.50%	1.75%
	\$40,000 - \$59,000	3.75%	1.50%
	\$60,000 - \$79,000	4.00%	1.25%
	\$80,000 - \$100,000	4.25%	1.00%

All investments are currently full and not taking additional investors.

For more information, Call (800) 722-4407 and ask for Dave Vaughan.

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Markets struggle through weather, trade war



John Graverson
grain merchandising

The latest U.S. Department of Agriculture (USDA) supply and demand update was released on Nov. 8 and the market made some quick volatile moves but at the end of the day, prices were mostly back to about unchanged from the prior day. In that report they did make some noteworthy changes however.

For the U.S. corn crop, they lowered the national average yield by 1.8 bushels per acre (BPA) to 178.9 BPA which resulted in a total production decrease of 152 million bushels, to 14.626 billion bushels. This is very close to last year's crop and below the record of 2016 of 15.1 billion bushels. But along with the lower production, they also made some sizeable reductions on the demand side, reducing feed and export usage by a total of 75 million bushels. Thus, ending stocks were reduced by 77 million bushels to 1.736 billion bushels, well below last year's 2.140 billion and the record from 2016 crop of 2.293 billion bushels.

For Missouri in this report they actually increased the state's average yield, up 3 BPA to 145 BPA and that compares to last year's statewide average of 170 BPA and the record from 2014 of 186 BPA. Missouri state corn production total is now estimated at 485.7 million bushels, compared to last year's crop of 552.5 million

bushels. But as a result of the ongoing trade war with China, they reduced U.S. exports by a huge 160 million bushels. As a result, ending stocks were increased by 70 million bushels to an all-time, historical level of 955 million bushel, dangerously close to the mind numbing, psychological threshold of 1 billion bushels.

“So, the commodity markets continue to struggle with both the China trade war and large ending stocks, especially with the soybean carryout.”

In Missouri they lowered our statewide average bean yields by 2 BPA to 46 BPA compared to the record of 49 BPA from the last two years. The Missouri soybean production estimate is now at 265.9 million bushels, well below last year's record bean crop of almost 290 million bushels.

So, the commodity markets continue to struggle with both the China trade war and large ending stocks, especially with the soybean carryout. One noted analyst even called the ending soybean carryout an “extremely burdensome level.” Quite simply the soybean price outlook today is totally dependent on a resolution, or not, of the China/Trump battle. But many analysts fear that even with some form of agreement down the road, it is quite likely we will see a long-term destruction of bean demand for U.S. supplies from China, as China now restructures to be much less dependent on U.S. soybeans and increased incentives to S. American soybean production increases. Remember what I said a few months ago: the two biggest influences on commodity prices are weather and politics. Boy have we seen that proven true this year to a very large extent.

So currently there are not a lot of reasons to expect any major, nearby price rallies for corn and beans. Some analysts actually think the current prices are overdone and could easily set back as the China problem drags on and eventually the U.S. farmer begins to sell more production regardless of price.

One way to combat these low nearby prices is to start to be more active marketers in selling the carries in the market. On the day this is written there is a 55 cent per bushel carry in off-farm beans to July shipment. And even worthy of more scrutiny are the new crop bids for corn as our new crop corn bid is in the \$3.60 per bushel range. That price for new crop corn would sure have looked good this past harvest. And maybe will look even better come next harvest as general market expectations are that the U.S. farmers will sharply curtail bean acres next spring, favoring more corn acres instead.

Times like this require more marketing diligence from our producers and paying more attention to deferred pricing and locking in carry can be a much needed, beneficial addition to one's marketing profile.

bushels and the record 2014 crop of 629 million bushels.

For soybeans, the USDA put the national yield at 52.1 BPA, down 1 BPA from the prior month. This average yield still ties the U.S. record from last year. Total U.S. soybean production is now estimated at 4.6 billion bushels, down 90 million bushels from last month which is still a new record even with the lower yields. Along with the revised production numbers the USDA also made changes to the demand numbers, raising U.S. domestic crush usage by 10 mil-

WHY TAKE THE RISK?



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- Utilizing futures
- and Options

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Through FCC Futures, Inc., you can use a full range of risk management techniques to protect you from today's highly volatile grain markets.

“The trading of derivatives such as futures and options may not be suitable for all investors. Derivatives trading involves substantial risk of loss, and you should fully understand those risks prior to trading.”

Contact Ray-Carroll's Grain Department in Richmond Clint (816) 615-6030 or Troy (816) 615-6040 or Willa in Slater at (660) 529-3227

TIME To EVALUATE Your Cattle Mineral Program

When I advise cow/calf operators in our trade area on mineral supplementation strategies, I recommend a three stage approach:

November thru February

Fall/Winter season

March thru May

High Magnesium/Grass Tetany

June thru October

Fescue season/Altosid fly control

With this feeding strategy in mind, it is time for us to discuss where to head with your mineral supplementation strategy for the fall/winter grazing season. In our trade area, your cows are either calving right now and will be raising newborn fall calves, or are in the latter stages of gestation preparing to calve next spring.

Either way, your cows will be consuming forages that will have lower phosphorus levels, a major mineral that is critical to your herd's performance in either of these production phases.

My top mineral product recommendation for you to consider would be our Purina Wind and Rain Storm All Season 7.5 Complete. This product line will offer the greatest supplementation of phosphorus to make up the deficiencies you will likely experience with your available forage sources this winter. This is a nutrient dense program that is palatable enough to achieve the consistent intake of mineral you need.

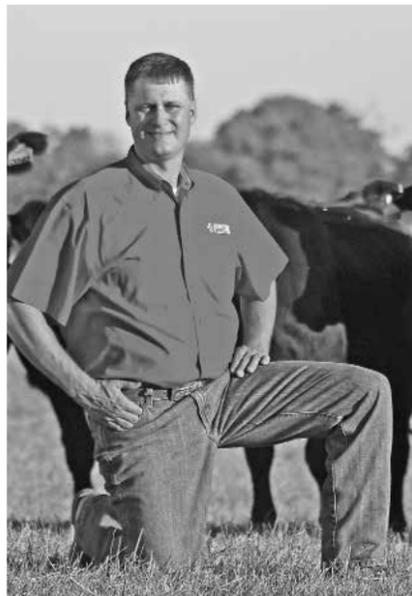
The next program I would recommend to consider is our Purina Wind and Rain All Season 4 Mineral Tub program. This is a 225# cooked molasses tub with mineral supplementation for your cowherd. The advantages of this program are complete weather re-

sistance to rain and wind effects, larger quantity of mineral in each package and more consistent intake levels than traditional loose minerals.

I would also recommend you consider utilizing a Wind and Rain All Season 4 Mineral Tub with Availa-4 to provide mineral supplementation to your herd bulls when they are separated from your cows. A bull will find this packaging nearly indestructible! This product does not offer salt, so you will need to provide a free choice salt source.

Purina Animal Nutrition's Wind and Rain Storm family of minerals offer the most up-to-date mineral technology offered in the cattle industry. These products are resistant to weather loss and damage due to their design and particle size. Wind and Rain Storm minerals should offer the most consistent intake pattern of any minerals available on the market as well.

If you have specific questions about these programs, please feel free to stop in at your nearest Ray-Carroll location. We appreciate your cattle feed business and want the opportunity to earn the business of those producers in our trade area that we are not currently doing business with!

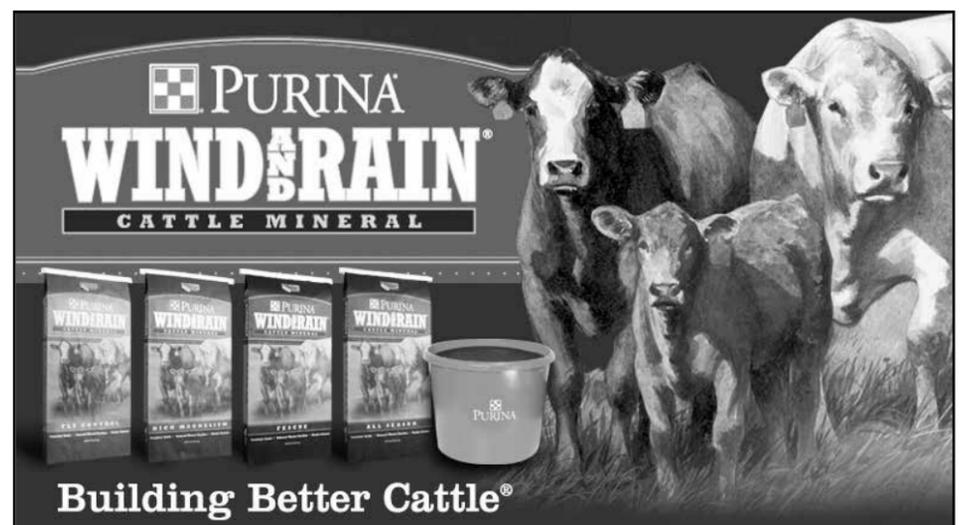


glen waters
Purina Animal Nutrition, LLC

"...the most up-to-date mineral technology offered in the cattle industry."



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ANNUAL MEETINGS OF RAY-CARROLL COUNTY GRAIN GROWERS, INC.

Meeting Schedule

Monday, December 10
Brunswick

Knights of Columbus Hall

Tuesday, December 11

Mayview & Corder

Higginsville Legion Bldg.

1001 W. 22nd St.

Wednesday, December 12

Carrollton Agricenter

Thursday, December 13

Hardin

BRMC Building

Friday, December 14

Norborne

Goppert Community Center

Ray Carroll County
Grain Growers, Inc.
Greg Bertz, Secretary

Meeting Agenda:

11 a.m. Open House

11:30 a.m. Lunch

Following Lunch
Business Meeting
includes the general manager's annual report and a question and answer session.

Purpose:

- To present the annual financial report.
- To elect directors to the board.
- To distribute equity checks and patronage refunds.
- To consider other business that may arise.

OFFICIAL NOTICE TO MEMBERS

It's Never Too Early to Start Marketing



clint boon
grain originator

With the current bean/corn price spread, the odds of higher corn acres next spring are very good. A lot of farmers are considering putting more land in corn and less in beans. With new crop 2019 cash corn at \$3.60 and cash beans at \$8.50, that is what the market is telling us to do today. The only problem with that is, if everyone goes out and plants more corn, it will be over supplied and by next summer/fall corn prices might not look as attractive versus soybeans.

If you are planning to plant more corn based on today's prices, I would seriously consider pricing those extra acres. Selling December corn futures at \$4.00 and above has been very good to us the last five years. With the current S & D outlook and the possibility of increased corn acres next year, it still feels like the downside risk on corn is greater than the upside potential.

Look at doing forward harvest time sales for bushels coming to town out of the field and Hedge to Arrive

contracts for bushels that you will store in bins. The last several years, farmers have struggled to net above \$3.25 for bushels that come to town at harvest and get placed on storage. You can contract those bushels today for delivery next fall for above \$3.50 and bring them to town with no storage costs. That would be a good place to start and if the market rallies this spring you can continue to sell more of your insured new crop bushels.

If you have bins and think basis will improve by the time you are ready to deliver, Hedge to Arrive contracts work great. It is not uncommon to see big basis gains after harvest time, so you can use this contract to lock in the December 2019 futures price around \$4.05 and wait for post-harvest basis gains. This year basis at Carrollton quickly narrowed to 5 under December. If we see similar levels next year, you would have the potential to have \$4.00 cash corn by using an HTA contract.

Call the grain department at 816-615-6026 if you have questions about marketing and our different contracts.



DECEMBER

Russell Miller	4
Norborne	
Charles Hook	7
Elevator D	
Michael White	7
Slater	
Joshua Riley	8
Corder	
Peter Thaller	8
Mayview	
Brian Shannon	13
Hardin	
Alex Taylor	14
Hardin	
Jordan Weakley	14
Hardin	
Gregory Clouse	16
Corder	
Susan Emery	18
Mayview	
John Gilfillan	19
Hardin	
Lorri Johnson	19
Carrollton	
Willa Wiese	23
Slater	
Michael Crowley	26
Hardin	
Cory Wilson	28
Brunswick	

Soybean specialist gives tips for handling weather woes

Mother Nature has much to say about soybean yield and grain quality almost every year, says University of Missouri Extension soybean specialist Bill Wiebold. This year was no exception.

Several important soybean-growing regions in Missouri experienced severe drought this year. The most worrisome effect from drought is yield loss, but producers face several other effects during harvest, Wiebold said.

"Although summer was dry, fall turned quite wet in some of the same regions," he said. "This wet weather can also effect harvest in ways other than delays."

Smaller seeds

Drought during seed fill decreases seed size. These small seeds differ little from normal seeds in quality, composition and appearance, Wiebold said. Elevators should accept them. Adjust combines to keep harvest loss of small seeds to a minimum.

Drought can be severe enough to kill soybean plants. Seeds remain green when plant death occurs before maturity. The green may fade during storage, but not always. Elevators dock these seeds. For more information, download "United States Standards for Soybeans" at gipsa.usda.gov/fgis/standards/810soybean.pdf.

Green stems

Drought-stressed soybean plants may not mature normally. Stems remain green even though pods and seeds have matured. Sometimes leaves die but remain on the plant.

"When this happens, we may wait too long to harvest," Wiebold said. "We assume that the pods are not



mature if we see green stems. Harvesting soybean plants with green stems is difficult and slows harvest, but delaying harvest will increase pod shattering and yield loss."

Weak pods and shattering

Soybean pods are made of two halves. On wild soybean, the pods easily split to disseminate seeds, Wiebold said.

Soybean breeders select against shattering and normally the two halves of soybean pods are held strongly together. They rupture only during harvest or if plants are left in the field long after maturity, he says.

Drought stress can weaken the sutures that hold the halves together. This increases the possibility of shattering, especially if seeds swell and shrink during repeated cycles of wetting and drying.

See "Soybean tips," cont. on pg. 6

“Soybean tips,” cont. from pg. 5

The soybean pod wall reaches almost full length before seed growth begins. Drought stress during pod wall growth can result in thinner pod walls that are prone to breakage. This happens less often than shattering from split pods. Tears in the pod wall usually are too small to allow seeds to fall, but they can let water into the pod.

Sprouted seeds

Pod walls usually prevent soybean seeds from absorbing water, Wiebold said. “Unfortunately, the current spell of frequent rains, drizzle and/or foggy days and nights can bathe the soybean pod in enough water that the water soaks through the pod wall and wets the soybean seed.”

This can result in seed sprouting while still in the pod. For more information, see Wiebold’s article “Wet Weather Can Cause Seeds to Sprout on the Plant” from the September 2016 Integrated Pest & Crop Management newsletter at ipm.missouri.edu/IPCM/?ID=645.

Sprouting rapidly decreases seed quality and results in docking at the point of sale. Grain with sprouted seeds is difficult to store safely. Sprouted seeds release compounds that speed fungal growth. Harvest timely and make sure grain is dry to stop sprouting.

Poor grain quality

Seeds on plants killed by drought before maturity may be more susceptible to fungal invasion. Tears in pods, either within the pod wall or at the bottom suture, let water into the pod. If water can enter the pod, so can fungi.

“The combination of water and fungi result in fungal growth,” Wiebold said. “This growth may produce toxins, but mostly it reduces grain quality.”

U.S. standards for soybean set the upper limit for damaged kernels (it uses this term for seeds) in No. 2 soybean at 3 percent. If damaged kernels exceed

8 percent, the grain lot will be graded sample. Sample-grade lots are hard to sell and there are few uses for them near most communities.

Timely harvest may decrease the amount of damaged seeds, but some damage happens well

before harvest. Scout the field to find and isolate pockets of damage so the better-appearing grain is not contaminated.

This is not easy and takes time, Wiebold said. It may, however, prevent grain from being rejected at market and is worth it.

Storing damaged grain also is difficult because fungal growth may continue and the integrity of the seed coat has been broken. Quickly bring moisture of grain lots with damaged seeds below 13 percent. “Be careful not to raise grain moisture by aerating with humid air,” Wiebold said. “Carefully watch stored grain for signs of heating.”



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Board candidate interviews (cont. from front cover)

member’s needs, pay patronage, revolve equity and remain financially sound, to me, that means success.

Q: What do you see as the disruptive forces impacting RC, and how do you stay relevant as a director?

Weather and logistics are the most disruptive forces affecting Ray-Carroll. They both have been around for a long time and you just have to realize these problems are going to happen and be prepared. Logistics is one of the reasons that Ray-Carroll has been building more grain storage the last few years.

Q: Anything else you would like to add?

Ray-Carroll is a great Cooperative business. We have some of the best facilities in the nation, a great management and employee team, and are financially sound. I’ve enjoyed my tenure on the Ray-Carroll board and look forward to serving you another three years.

An efficient operation that is good for the customer/owners providing much needed services.

Q: What do you see as the disruptive forces impacting RC, and how do you stay relevant as a director?

Our most disruptive force that affects us is something we can’t control. Flood or drought will weigh heavy on us. The only way to help mitigate such problems is to watch the budget and financials, adjusting them as it warrants.

Q: Anything else you would like to add?

Thank you for the years of your votes allowing me to be part of the board. I enjoy being on the board but also encourage others to try out for the board.

best economic conditions so that all size farmers are growing and prospering. Being able to distribute dividends in a timely fashion.

Q: What do you see as the disruptive forces impacting RC, and how do you stay relevant as a director?

There are businesses that come in and try to provide bad products and bad advice. It is important that we provide the best economic conditions for all farmers in our area. I stay relevant by continuing to explore all things that come into our area and beyond to see if there are things we need to change or if we have the best possible for our farmers.

Q: What does success for RC look like to you?

Success for RC is having a strong balance sheet while our members needs are being taken care of.

Q: What do you see as the disruptive forces impacting RC, and how do you stay relevant as a director?

RC has been very aggressive in adding capacities to many of its facilities. However, the Carrollton area (Carrollton, Wakenda, Trailer Factory) has taken a back seat lately and is long overdue for some major upgrades, specifically on the soybean storage side. Too often I hear “We’ll just fill up that much faster” during discussions about speeding up facilities. I believe that way of thinking is outdated and doesn’t meet the needs of our member/owners.

Q: Anything else you would like to add?

We must be responsible of our members equity, especially since our members are financially responsible for the success that RC has received. Having said that, I do believe RC will and should continue to grow.

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- crop • business

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(800) 722-4482

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Becca Anderson
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Hardin - Kent Newham or
Zach Tolson
(800) 356-4388

Mayview - Ryan Minnick
(800) 248-6010

Norborne - Lacey Warren or
Becca Anderson
(800) 248-6010

Richmond - Lacey Warren
(800) 248-6010

Slater - Ryan Minnick
(877) 289-2676

Sumner - David Maasdam
(800) 722-4482

Wakenda - David Maasdam
(800) 722-4482

by **lacey warren**
Ray-Carroll Insurance

First drought, now flooding. Seems like farmers can't catch a break this year. Just a reminder that any production loss claim needs to be turned in no later than seven days after you finish harvesting. We are looking at more claims than we had last year, so the quicker they are turned in, the quicker you as a producer will get paid for your loss.

Recently I saved a customer over \$800 on farm insurance. We have recently added Chubb as one of our insurance providers and they specialize in farm and ranch insurance. Chubb Agribusiness represents rural America and is focused on property and casualty offerings that provide risk coverages. They provide protection against basic, broad, and special perils for a wide variety of farm risks including: dwellings, machinery and other equipment, farm buildings, and recreational vehicles. They have great competitive rates and are a solid company. Contact one of our agents to arrange a meeting and to go over coverages.

According to the weather folk-

lore, when the persimmon seeds are spoon shaped, we can expect lots of snow. Will the legend prove accurate for this upcoming winter season? To prepare, don't forget to remove water hoses from houses and hydrants as they are a freezing risk. Gutters and downspouts should be cleaned to eliminate the risk of backups, which could cause water damage to the interior of your home. Also, some insurance policies will not cover collapsed buildings or roofs caused by the weight of ice, sleet or snow. Make sure you have that endorsement on your policy or that it's covered by your homeowners insurance.

Deer season is upon us, which also means more deer accidents regarding vehicles. From an agent's standpoint, we always encourage our clients to at least have comprehensive coverage on their vehicles. This covers: theft, vandalism, falling objects, hail or animal damage. This time of the year we have more claims related to animal damage than anything else.

Make sure you are properly covered and if you have questions the members of our Ray-Carroll Insurance team are here to help.

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DEER**



If a collision with a deer is
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DON'T SWERVE!

Brake firmly and hold on to the
steering wheel with both hands.

Come to a **controlled stop**.

Move the vehicle out of traffic to
a safe location.



Crop conference gives updates on dicamba, pests & disease

The annual University of Missouri Crop Management Conference offers updates on how 2018's drought-to-downpour growing season affected crops, pests and disease, and provides insights on how trade affects agricultural commodity markets.

The event, Dec. 18-19 at the Holiday Inn Executive Center in Columbia, also includes information on dicamba research and label requirements, says MU Extension weed scientist Kevin Bradley. The training is aimed at certified crop advisers, farmers and others in the ag industry.

Topics include wheat management, commodity markets, emerging crop pests, post-drought diseases, phosphorus management, soybean management and yield gaps, soil health, weed management, soil and water conservation, behavioral economics, new ag technology, and glyphosate-resistant weeds.

Presenters include researchers and specialists from MU, University of Wisconsin, Iowa State University, University of Tennessee and the Natural Resources Conservation Service.

For details and registration information, visit plantsciencesweb.missouri.edu/cmc (opens in new window). Register by Dec. 7. For questions about registration, contact the MU Conference Office at 573-882-9554 or muconf9@missouri.edu (opens in new window). To reserve hotel rooms, call the Holiday Inn Executive Center at 573-445-8531 and ask for the crop conference rate. For questions about the program, call Bradley at 573-882-4039.

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Vote for FSA County Committee by Dec. 3

Eligible agriculture producers should have received ballots for the 2018 FSA county committee elections. Producers must return ballots to their local FSA offices by Dec. 3, 2018, to ensure their vote is counted.

“County committee members represent the farmers, ranchers and foresters in our Missouri communities,” Missouri Farm Service Agency (FSA) State Executive Director Brent Hampy said. “Producers elected to these committees have always played a vital role in local agricultural decisions. It is a valued partnership that helps us better understand the needs of the farmers and ranchers we serve.”

Nearly 7,700 FSA county committee members serve FSA offices nationwide. Each committee has three to 11 elected members who serve three-year terms of office. One-third of county committee seats are up for election each year. County committee members apply their knowledge and judgment to help FSA make important decisions on its commodity support programs; conservation programs; indemnity and disaster programs; emergency programs and eligibility.

Hampy said producers must participate or cooperate in an FSA program to be eligible to vote in the county committee election. Farmers and ranchers who supervise and conduct the farming operations of an entire farm, but are not of legal voting age, may also be eligible to vote.

Ballots include the names of candidates running for the local committee election. Voters who did not receive a ballot can pick one up at their local FSA office. Ballots returned by mail must be postmarked no later than Dec. 3, 2018. Newly elected committee members will take office Jan. 1, 2019.

For more information, visit the FSA website at www.fsa.usda.gov/elections. You may also contact your local USDA Service Center or FSA office. Visit <http://www.farmers.gov> to find an FSA office near you.

USDA Issues Safety-Net and Conservation Payments to Missouri Farmers

More than \$86 million will be paid to Missouri farms that enrolled in Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) for 2017 market downturns, according to U.S. Department of Agriculture (USDA) Missouri Farm Service Agency (FSA) Executive Director, Brent Hampy. Additionally, Missouri FSA will distribute more than \$102 million in Conservation Reserve Program (CRP) rental payments to landowners for their commitment to conservation stewardship.

“ARC and PLC were authorized by the 2014 Farm Bill to protect farmers against unexpected drops in crop prices or revenues,” Hampy said. “These payments help provide reassurance to Missouri farm families who continue to persevere, even in this tough farm economy.”

According to Hampy, PLC payments have triggered for 2017 barley, canola, corn, grain sorghum, wheat and other crops. In the next few months payments may also be triggered for rice, chickpeas, sunflower seeds, flaxseed, mustard seed, rapeseed, safflower, crambe, and sesame seed. Producers with bases enrolled in ARC for 2017 crops can visit www.fsa.usda.gov/arc-plc for updated crop yields, prices, revenue and payment rates. In Missouri, 110 counties have experienced a drop in price and/or revenues below the benchmark price established by the ARC or PLC programs and will receive payments.

“It’s important to remember that ARC and PLC payments by county can vary because average county yields will differ,” Hampy said.

Recently, USDA began issuing 2018 CRP payments to support voluntary conservation efforts on private lands. In Missouri, enrolled landowners will receive compensation for their efforts to improve water quality, reduce soil erosion and improve wildlife habitat.

“Since its inception in the 1980s, CRP has built upon the voluntary participation of farmers and landowners to take sensitive land out of production and establish land cover to improve the environment,” Hampy said.

For more information about USDA programs or to locate the nearest USDA Service Center, visit www.farmers.gov.



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