

DEARWESTER GRAIN
SERVICES, INC.

Quarterly Newsletter



DGS Digest

Spring Edition

- Feeding Your Show Pig
- Mower Safety
- Working Towards Goals for the Next Generation
- What's New at Dearwester Grain Services, Inc.
- What's New at Dearwester Grain Services, Inc.
 - Fish Days
 - Bentley Elevator Upgrade
 - Grain Marketing Tools

Feeding Your Show Pig

by Ty Engnell, Lindner United Rep

It's that time of year when everyone is getting their show pigs home in their barn. Often times people ask similar questions on what feed to start the pigs on and how long to feed them this feed. Here are some feeds to start on and different routines to follow as you get your show pigs home.

The first feed to start your pigs on when you get them home is *Lindner 648*. It's a great option for proper bloom on a pig without being overly aggressive in extreme muscle development. It's best to feed your pig this feed for about ten days.

The second feed to move your pigs to would be *Lindner 632*. It's a great option with Safe Guard de-wormer. The 632 is the feed we promote for muscle and shape. It can be fed anytime throughout the feeding period. It blends great with *Lindner 685* or *611*. This feed is best to use for ten days as well.

The third feed for your pigs would be feeding a blend of *Lindner 632* with *Lindner 685* for about ten days. (The blend could be one pound of 632 with one pound of 685) The 685 is the 16% of choice as it allows you to maintain a proper growth rate and muscle development. 685 is truly a safe feed that preserves a show-ready look. 685 blends great with 632 (to grow and maintain) or 611 (to flesh even more).

This feed plan will get you through feeding your pig for the first 30 days after you bring them home. The *Lindner 611* feed is designed to be used when wanting to add muscle mass or bulk. This feed was designed to be fed the last 30 days before your goal show.

Any of these feeds can be fed throughout this feeding phase. Always remember, that the Lindner Show Feeds was developed to feed for pheno-type, every pig is different and genetics are different. Try to remember to keep it simple when feeding your show pigs!

All of these Lindner feeds are available for purchase at Dearwester Grain Services.

Any questions, you can refer to the Lindner Show Feed website @ www.lindnershowfeeds.com and click on Feeding Tools.

DGS Safety Moment- Mower Safety

by **Nicolas Dearwester**, Director of Safety, Dearwester Grain Services, Inc.-Golden, IL

With spring now finally here, the chore of maintaining a yard is upon us. We all know that even a small push mower can be a dangerous piece of equipment. Bigger agriculture mowers, by their nature can do much more damage to an individual. Following basic safety practices, using proper protective equipment (PPE), and keeping your mower in good repair will keep you safe.

Safe Practices

Prepare lawn/field for mowing. Everytime you mow, check for and pick up rocks, sticks, toys, dog bones, wire, or other equipment parts. All make great projectiles after contacting a rotating mower blade.

Wear appropriate clothes. Wear hearing protection, gloves and safety glasses. Long pants and sturdy shoes are also recommended. Steel toe boots offer the best protection.

Handle fuel with care. Gasoline is flammable because it vaporizes with air to form a mixture that ignites easily. Always refuel outdoors. Allow the mower to cool down before refueling; a hot muffler can ignite vapors.

Keep others away. Don't allow riders on your tractor, and keep other people away from the working area. Watch for items laying in the yard that you missed picking up before mowing.

Rotary Mowers

Get familiar with your equipment and work area. Before operating, familiarize yourself with the maintenance procedures of the mower. Learn the location and use of controls for the tractor. Identify immovable objects in the lawn or field with a flag.

Be sure blades are stopped. Many rotary mowers have blades that continue to rotate even after the PTO is disengaged. Be sure they have stopped turning before approaching the mower.

Rollover protective structure (ROPS). Be sure your tractor is equipped with ROPS. If not, have it retrofitted for one.

Have guarding in place. Check that the power take off, drive belts, chains, and gears are properly guarded.

Riding Mowers

Before Mowing: Make sure all safety devices are in place and operating. Wear heavy leather gloves to remove or replace blades.

Operating the mower: Be sure the mower and transmission are disengaged before starting the engine. Avoid mowing steep slopes. Slow down when turning sharply, and always look behind you for children, pets, or other obstructions before backing. Keep hands and feet away from all moving parts.

Know the controls. Know how to stop the machine quickly if needed. Set your desired cutting height before mowing, not during.

Working Towards Goals for the Next Generation

by **Brandon Flesner**, Sales Representative for Wyffels Hybrids and Stine Seed Company

Starting out as a young farmer today means you better be willing to pay the price of what challenges the ag industry faces today. Something that generations before me in this trade may not have had to consider before is a separate, extra income to keep their operation going, but without incorporating a side job into my farming career I probably wouldn't be in business. Being in my twenties and balancing both paths can be very stressful at times. I currently farm along side my father and grandfather; however, we all have separate operations. My off the farm job is a seed business I started back in 2011. I presently am a Sales Representative for Wyffels Hybrids and Stine Seed Company. I knew the day I started crawling I wanted to be a farmer; the hard part was getting there.

Trying to find the time for both jobs can be the biggest challenge. Spring is always a busy time for a farmer, but my seed customers always come first. While trying to prepare my land and plant my own crop, I must be there for my customers and their needs. The seed business is kind of like farming; there is plenty of competition, so providing the best customer service possible is a top priority. Stopping my planter ten times a day or delivering seed on a Sunday morning at 6 a.m. are very common practices. A year like 2019 can really test your relationships and your sanity. Having an understanding wife and dealing with family owned seed companies makes things easier.

While handling the uncontrollable tasks the seed business brings may be an added stressor, it allows me to do what I love and that is to farm. Farming is my passion although it can be the biggest challenge of them all. While land costs are at all-time highs and finding acres to rent is nearly impossible, it really makes this career tough to get a solid foundation built. I have been blessed with some good landlords through the years and sincerely appreciate the opportunity to work with them. As much as I want to farm every day, my off the farm income is very important. With low commodity prices, extra income is essential for my land payments and cashflow. As most farmers are struggling right now with cash flow, we need to remember to buy what we need and not what we want. Buying a new tractor is high on my "want" list daily but buying a farm that I can pass to the next generation seems like a smarter choice for me. Although every farmer is at a different stage of their life, I think relationships with local businesses are very important. Having someone to call for a breakdown or something as simple as my elevator calling me when corn hit my trigger price is very helpful while juggling multiple jobs.

Being a young farmer today is extremely difficult, but we can't change it. Farming for anyone is not easy and everyone had to struggle at one point in time. All farmers and ranchers have dealt with tough times and low prices; it's just part of it. Long hours of hard work and some good relationships can get you a long way. Growing my farm is a long-term goal of mine to hopefully give the next generation their goals and dreams. It's not going to be easy and there will be tears shed, but I'm willing to pay the price.

What's New at Dearwester Grain Services?

Bentley Elevator

At the beginning of the year, we started the process of emptying the soybean flat storage unit that sits North of the office.

By March, the flat was empty and the tear down process began. It took a couple of days to take down the leg and overhead and just one day for the flat to come down. After the building was down; the tin and cement was hauled away. Along with the flat unit, there were also five government bins that were taken down as well.



In its place, there will be a new soybean bin put up and a high speed unloading system equipped with a new dump pit and leg for faster unloading; which means quicker turnaround times for our customers. The new system will also have more room for larger tractors with duals and semis to get in and out of.

Currently, we are doing some maintenance around the existing grain bins of replacing downpipes, putting in a new distributor and modifying the controls in the corn dump for a more seamless harvest.

FISH DAY



Friday May 22, 2020

Pick up at 105 E Marion St. Clayton, IL
1:00-2:00 p.m.

Channel Cat - Bluegill - Bass - Sunfish - Black Crappie -
Fathead Minnows - Albino Catfish - Golden Shiner - Koi

Call to Order



Orders must be placed by May 20

Clayton-(217)894-6561 Carthage (217)357-2192 Paloma (217)455-2600
Industry (217)440-8309 Chatton (217)696-4491 Liberty (217)645-3441
Bentley (217)357-3423 Golden (217) 696-4461 Mt Sterling (217)773-9030

NEW GRAIN MARKETING TOOL

Customized to YOUR farm operation!

Risk Manager Contracts Strategy Resources

Risk Manager

Delivery Alerts Print

Crop: 2019 - Corn Crop Value PDF

Dec '19 \$3.5750 -0.0350	Mar '20 \$3.7075 -0.0350	May '20 \$3.7925 -0.0325	Jul '20 \$3.8650 -0.0300	Sep '20 \$3.9100 -0.0250	Dec '20 \$3.9725 -0.0225	Mar '21 \$4.0800 -0.0250	May '21 \$4.1425 -0.0225	Jul '21 \$4.1875 -0.0200
---------------------------------------	---------------------------------------	---------------------------------------	---------------------------------------	---------------------------------------	---------------------------------------	---------------------------------------	---------------------------------------	---------------------------------------

Summary

Average Sale Price	\$3.1750 /bu	\$15,875
Unsold Cash Price	\$3.4250 /bu	\$667,875
At Market Price	\$3.4188 /bu	\$683,750
Breakeven	\$3.5200 /bu	\$704,000
Margin	-\$0.1012 /bu	-\$20,250
Coverage		2.5%

Coverage

Potential	2.5%	5,000	\$3.1750	\$15,875
Sold	2.5%	5,000	\$3.1750	\$15,875
Unsold	97.5%	195,000	\$3.4250	\$667,875
Total	100.0%	200,000	\$3.4188	\$683,750



Contracts

Date	#	Type	Description	Delivery	Coverage	Potential	Cash Price	Value	Adj
07/31/19		Custom	Buy Dec 19 4 Call @ 0.25	Dec 2019	5,000	5,000	\$3.1750	\$15,875	-

+Contracts

+Profit Per Acre

+View Historical
Futures



GET SIGNED UP TODAY!

+Alerts

+Cash Bids

+Strategy
Illustrator

What Can This Grain Marketing Tool Do For Me?

In the grain marketing business, you hear from a lot of growers that they want to sell at the highest prices. Lately, everyone seems to want \$4.00 corn and \$10.00 beans. My question to you is, do you **need** \$4.00 corn and \$10.00 beans to be profitable? With these tools, you can visualize your marketing strategies, track historical futures markets, view the trading markets, track your contracts and see the cash bids all on our free web portal that you can customize to your own farm operation!

Grower Settings							
Select a year for a commodity to add a new grower setting. Remove the year to remove a row.							
	Year	Acres	Avg Yield (bu/acre)	Proj. Basis (\$/bu)	Breakeven (\$/acre)	Sold (\$/bu)	Sold (bushels)
Chicago Wheat	<input type="text"/>						
Corn	2019	300	185	-0.200	609.25	3.29	0
	2020	300	170	-0.200	680	4.00	0
	<input type="text"/>						
Soybeans	2019	300	60	-0.150	502.94	8.38	0
	2020	300	55	-0.300	525	9.55	0
	<input type="text"/>						

First and foremost, in order for the portal to be customized to your operation, you input your acres, yield, and expenses in the grower settings; the rest is calculated for you. Not sure what your total expenses are per acre? We have a spreadsheet that helps break down all of your expenses to figure your break-even price, called the “5 Step Plan” on our website

(<https://www.dearwestergrain.com/grain-calculator.html>) or call the elevator and we can email you the same spreadsheet!

Based on the information you put in the grower settings and the contracts you have in place, this will feed the risk manager interface by showing you the bushels you have sold that are covered, bushels unsold that are brought to “market value” and shows the profit/loss margins at those values.

Summary ?

Average Sale Price	\$3.9000 /bu	\$39,000
Unsold Cash Price	\$3.2750 /bu	\$149,013
At Market Price	\$3.3876 /bu	\$188,013
Breakeven	\$3.2932 /bu	\$182,775
Margin	\$0.0944 /bu	\$5,238
Coverage		18.0%

Coverage

Potential	18.0%	10,000	\$3.9000	\$39,000
Sold	18.0%	10,000	\$3.9000	\$39,000
Unsold	82.0%	45,500	\$3.2750	\$149,013
Total	100.0%	55,500	\$3.3876	\$188,013

FUTURES HISTORICAL STACKED SEASONAL PERC. SMART GRID

Futures Price

	2.9536	3.1274	3.3012	3.4750	3.6488	3.8226	3.9964
212	12.73	43.78	74.83	105.88	136.94	167.99	199.04
203	-12.06	17.43	46.92	76.41	105.90	135.38	164.87
194	-36.84	-8.91	19.01	46.93	74.86	102.78	130.70
185	-61.62	-35.26	-8.90	17.46	43.82	70.18	96.54
176	-86.40	-61.61	-36.81	-12.02	12.78	37.57	62.37
167	-111.19	-87.95	-64.72	-41.49	-18.26	4.97	28.20
158	-135.97	-114.30	-92.63	-70.97	-49.30	-27.63	-5.97

Yield

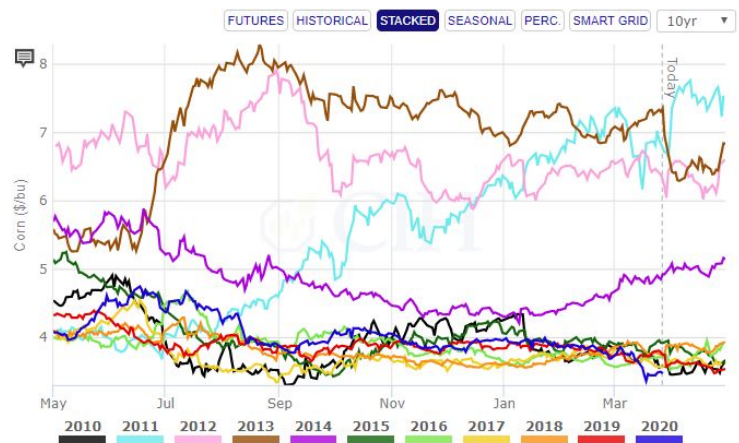
Price 5 % Yield 5 % Submit \$/Bushel Profit/Acre % Return

Contracts

Date	#	Type	Description	Delivery	Coverage	Potential	Cash Price	Value	Adj
02/20/20	1234567	Cash Sale	@ 3.8800	Jul 2020	5,000	5,000	\$3.8800	\$19,400	-
01/03/20	0123	Cash Sale	@ 3.9200	Mar 2020	5,000	5,000	\$3.9200	\$19,600	-

In the example above, you can see this customer has 2 contracts in place, with an average sale price of \$3.90, which is 18% of his crop, that leaves 82% (45,500 bushels) unsold. This customer's breakeven price is \$3.29, but the “at market price” is \$3.38, which gives him a margin of 9 cents above his breakeven price! The graph on the left, breaks down how much profit per acre your operation would be based on the futures price and yield. As you can see, if your corn yield was 185 and with the May Futures trading at \$3.475, your profit per acre would be \$17.46 per acre. This graph can also be broken down into % of return as well as dollars per bushel.

Have you ever wondered how the futures market has traded over the past 10 years? This web portal has historical futures graphs and it also breaks down what percentage of time a futures month has traded over a certain dollar amount!



FUTURES HISTORICAL STACKED SEASONAL PERC. SMART GRID

	1 Year	3 Year	5 Year	10 Year	15 Year
Futures	3.46	3.46	3.46	3.46	3.46
Percentile	0.8%	0.3%	0.4%	0.3%	9.0%
High	4.74	4.74	4.74	8.29	8.29
90th	4.34	4.27	4.26	6.42	6.26
80th	4.26	4.21	4.20	5.71	5.59
70th	4.21	4.17	4.15	5.07	4.75
60th	4.16	4.14	4.11	4.43	4.32
50th	4.11	4.10	4.06	4.24	4.19
40th	4.06	4.04	4.00	4.15	4.10
30th	3.98	3.94	3.92	4.07	3.98
20th	3.91	3.86	3.82	3.95	3.81
10th	3.81	3.74	3.68	3.78	3.53
Low	3.35	3.35	3.33	3.33	2.04




Did you know, in the past year, the May Futures have only traded above \$4.00. 60% of time?

This percentile graph below, breaks it down for you by futures month!

We all know life gets busy and with this tool, you know your breakeven price, but you don't always have time to watch the markets. You can now set up price alerts! When the futures market hits the price you set up on the alert system, it will send you a text to notify you it's time to sell!

Alerts

 Add New Alert

Contract	Target Price	Target Date	Current Price	Notes	Last Triggered	Actions
Dec20 Corn	greater than \$4.0		\$3.65			  

Recent Notifications

Date	Time	Description	Notes
NO RECENT NOTIFICATIONS			

What are you waiting for? This tool is free to our customers! Call to get signed up **TODAY!**