



PEARL CITY ELEVATOR INC.



Pearl City - McConnell - Dakota - Harrison - Warren - Baileyville - Alliance Nutrition - Alliance Commodities - Lena

Pearl City 800-851-8584 | McConnell 815-868-2258 | Dakota/Harrison 815-449-2254 | Warren 815-745-2056
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Pearl City Elevator is proud to be part of this great community since 1918.

January 2018

Cooperative Dedication...

Happy New Year! We hope you had great conversation and good food with your families and friends over the Christmas and New Year holidays. Our locations have reduced their operating hours for the winter season and our energy team continues to work hard and supply our customers with their needed fuel for these colder temperatures.

We are very proud to announce Brian Wambeke will be joining the Pearl City Elevator team as our new Agronomy Department Manager. Brian is very humble to follow in the footsteps of Butch Drane who has served our cooperative for 43 years. We wish the best retirement to Butch. In addition, Butch will continue to work alongside Brian during his transition into PCE. Brian has worked in our industry for 33 years and has been married for 30 years. He is from Western Minnesota and a graduate of the University of Minnesota. Brian looks forward to strengthening relationships with our producers, leading by example, and increasing efficiencies with our upcoming enhanced software systems. We are very proud to welcome Brian into our PCE family. As stated, Pearl City Elevator is in the process of increasing our efficiency to better serve our patrons. Our team has been working behind the scenes to roll out our new software to better serve our customers. You will be seeing these changes in the coming months. We are looking forward to updating our accounting systems to bring better invoices, better statements, and increase our customer satisfaction. Thank you to all our employees and customers. I wish you a Happy New Year.

Todd Diffenderfer | General Manager

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Managing Livestock in Winter...

Winter brings with it freezing temperatures, bitterly cold wind, snow and ice making it hard for animals and humans alike. The following are some tips on caring for livestock during the cold winter months.

Water – The air is typically dryer in winter and animals need more water to stay hydrated. Water requirements run from 3 gallons per day for sheep to 14 gallons per day for cattle. Ideally, water should be greater than 37 degrees Fahrenheit and waterers kept clean. Water/tank heaters are needed to ensure water sources do not freeze. Livestock will drink more water when it is warm.

Energy Requirements – Feed requirements can go up 10% – 25% as animal's metabolism increases, feed intake increases and the rate of passage through the digestive tract increases. Energy can be provided by grain or additional forage. Forage is preferred as more heat is released during digestion keeping the animal warm. Make sure animals have good body condition going into the winter months.

Shelter – Livestock can tolerate cold weather if fed properly for it and they have dry, heavy hair coat. However, protection from wind, snow and rain will help decrease energy requirement and feed costs and increase animal comfort. Three-sided sheds, trees, solid or semi-solid fences can serve as breaks from the prevailing winds. Key is to make sure there is enough room for all animals. Bedding, if practical, will help keep animals off the cold ground and reduce their energy needs.

It is important to keep pathways to feeders clear in event of heavy snow. If animals cannot get to the feed, it does not do them any good.

Keeping these issues in mind will go a long way to ensure livestock survive and thrive during the long winter months.

George Drewry | Commodity Sales and Nutrition

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ANDREW LESSMAN | PROPANE SERVICE MANAGER
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Agronomy Division Update...

I will make this newsletter short and to the point, as the Quarterly Newsletter will follow shortly. As I write this newsletter on the 2nd day of the new year, I hope everyone had a safe and enjoyable holiday season. We had a white Christmas and now experiencing a true January winter with -17 degrees this morning and sub – zero the rest of the week. Keep those livestock water heaters functioning and those block heaters plugged in. Daily chores take twice as long. Just another wonderful winter in northern Illinois and southern Wisconsin.

The topic for this edition will be about 5 Ways to Measure Soil Health – Soil analysis is the most accurate cost-effective way to optimize crop production. There are five aspects of a soil test to which you should pay close attention. **1. Soil pH.** The most suitable soils for field crops generally range from 6.3 – 7 pH. Unbalanced pH can limit availability of phosphorus, manganese, copper, boron, and zinc. Liming is a good investment but a gradual process because it involves a reaction between soil and lime particles. **2. Phosphorus levels.** This nutrient promotes root growth and winter hardiness. When plants are deficient in phosphorus they may appear stunted and often have an abnormal, dark green color. Midwest crop production is 20-25 ppm. **3. Potassium levels.** This nutrient aids in protein synthesis, photosynthesis, and movement of water in the plant. Corn takes up nearly as much potassium as nitrogen in each given year. It's a great investment to protect a crop against diseases. Thicker plant cells can make it more difficult for some diseases to invade plants during stressful growing periods. **4. Organic Matter.** This is a key measure of soil health and structure. Although it is hard to make immediate changes to organic matter levels, farmers should have a long-term plan for improvement. **5. Cation Exchange Capacity (CEC).** This plus base saturations levels, help characterize soil type. Together, they show how a soil can hold specific plant nutrients in the profile. Because there is a correlation between CEC values and the amount of clay and organic matter in the soil, the higher the CEC, the more soil can retain and make available moisture and nutrients for plant growth. There are more conversations emerging about soil and plant health, starting with the basic N-P-K-S, micronutrients, and biological products available to improve and maintain plant health through the growing season. Feel free to call any of our Agronomy Representatives to discuss recommendations for maintaining plant health during the 2018 growing season. Thank you for your business!



BUTCH DRANE | AGRONOMY MANAGER | BDRANE@PCE-COOPS.COM | 815-809-2667 EXT. 513

GRAIN UPDATE...

ONCE AGAIN, THE HOLIDAY SEASON HAS COME AND GONE. WE HERE IN THE GRAIN DEPARTMENT HOPE ALL OUR CUSTOMERS HAD A SAFE AND HAPPY HOLIDAY. WE'D LIKE TO SAY THANK YOU TO ALL THE CUSTOMERS WHO ATTENDED OUR GRAIN MARKETING MEETING ON DECEMBER 13TH, WE HAD A GREAT TURNOUT AND LOOK FORWARD TO PUTTING ON MORE OF THOSE MEETINGS IN THE FUTURE. MARK YOUR CALENDARS, JOIN US JANUARY 30TH AT BARNACOPIA IN POLO, IL FOR BETTER BEANS, A NEW EVENT PUT ON BY THE ILLINOIS SOYBEAN ASSOCIATION (ISA). PEARL CITY ELEVATOR IS HAPPY TO PARTNER WITH ISA AND PROVIDE A LOCAL EVENT DEDICATED TO HELPING OUR CUSTOMERS MAXIMIZE YIELD AND REACH FULL PROFITABILITY POTENTIAL. CONTACT THE GRAIN DEPARTMENT FOR DETAILS.

BRAD AUGER | MERCHANDISING MANAGER | BAUGER@PCE-COOPS.COM | 815-809-2667 EXT. 523



If you want to maximize yield and reach your full profitability potential, you need localized tips and information demonstrating what works in your region to meet your specific needs.

Join us January 30 at Barnacopia in Polo, IL for Better Beans, the new event series where we bring expert advice about growing soybeans in your town, to your town.

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BETTER BEANS: Polo, IL
January 30, 2018
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