



“WHERE FARMERS
FUEL AMERICA”

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MAY, 2018

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Is Technology Working For You?

Technology is a great thing when it allows you to do more with ease and more accurately. However, it would seem that businesses, who tend to be greatly advanced by technology and innovation are figuring out how you can work for their technology.

I walk into McDonalds and here’s a screen where I am supposed to push a series of buttons to order what I want, pay for what I want, and take a number to a table to eventually get what I want. If I would like to order at the counter, I am avoided at times and encouraged to use the self ordering system. Technology in this case is not replacing a cashier. Technology has allowed me to replace the cashier.

I walk into Walmart and I am encourage (escorted) to the self checkouts. How am I encouraged to use self checkout? Walmart makes sure there’s only enough cashier lanes open to maintain a line so the self checkout “seems” to be a quicker exit by comparison. Technology in this case is not replacing a cashier...I am.

I walk into an Olive Garden. Finishing my meal, I see a mobile device on the table that instructs me on how to pay with a credit card, I can order dessert or whatever else I want on the screen, and it shows me a list of appropriate gratuities, and then asks me to take a survey. This technology does not replace a server, I do.

While technology is supposed to be making things easier and more convenient for the consumer, it is getting turned on end and making it easier for the business to operate at the consumers’ expense.

How do you improve customer service by making the customer do the service? Call it neat, fast, fashionable, and convenient. Apparently, McDonalds and Walmart have figured that out and we are really nothing more than sheep being lead to slaughter.

Online banking and bill paying...yep, technology isn’t replacing a bank teller, you are.

And so on...

Yet, we think we are gaining time, freedom, and conveniences we’ve never had before while real customer service slips away to a self-service model. Got a problem, read the manual or find a you-tube video that walks you through it.

More sad, are the kids who think you are the ones who don’t get it by refusing to adapt and utilize technology. They pay \$100 per month to have free conversations and may have free on-line banking, but a zero balance.

Someday, technology may allow us to speak at our own funerals and the funeral homes will in turn charge the family for it. Won’t that be neat and convenient technology.

NEVER SATISFIED GRANTS

23 grant applications were received by Macon, all from within our territory. Two grants were awarded. Leonard Recreational Center received \$3000 for Center improvements. Maples Repertory Theatre received \$3000 for a summer youth program. All applications had merit and it is a reminder that so much of what gets done still comes from donations from individuals. Below is a list of applicants. If you want to know more about any application to consider making a donation, contact info is below.

Name	Group	Phone
Sheryl Ferguson	Olive Gilbreath-McLorn House Board of Trustees	660-341-6112
Aric Bowzer	Tri-County Christian School	660-385-7188
Todd Davison	Maples Repertory Theatre	660-385-2924
Michael Seipel	Macon Baseball Association	660-651-8319
Leigh Simon	Mainstreet Macon Downtown Association	660 415 7702
Jim Maloney	Macon County Rescue Squad	660-651-2476
Jennifer Marie Gordan	Macon R-1 International Ag	660-988-6425
Clayton Morgan	Rick Andrews Memorial Scholarship Committee	660-998-5313
Alison Evans	Macon Elementary	660-676-0627
Sharon Brown	Macon Public Library	660-385-3414
Cheryl Chiarottino	Bevier C-4 School on behalf of the school and the community of Bevier	660-773-6611
Patrick Ranson	Boy Scout Troop 404	660-342-9109
Eddie Troy	CCO, Concern Citizens Organization	660-346-9356
Angie Mefford	Clarence Elementary School	660-651-1959
Patricia Knowles	Community Child Development Center	660-395-0134
John Farrington - Macon	Macon County 4-H Fairboard	660-651-3161
Cynthia A Moore	Friends For La Plata Preservation	660-651-6129
G. Kay Kindle	Friends of the Macon Public Library	660-395-6033
Donnie Bonuchi	Macon Elks	660-353-9915
Heath Stidham	Boy Scouts of America (Eagle Scout Project)	660-342-3664
Allie Foster	Macon Electric Foundation	573-406-4451
Casie Frala	Leonard Community Recreational Center	660-346-0053
Shelly Shipman	Adair County RII School, Brashear, MO	660-323-5272

JULY 2018 MARKET MANAGER PROGRAM



[Alexandria, IN](#)
[Ashton, IA](#)
[Big Stone, SD](#)
[Bingham Lake, MN](#)
[Caro, MI](#)
[Chancellor, SD](#)
[Cloverdale, IN](#)
[Coon Rapids, IA](#)
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[POET Research Center](#)
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Is the July Market Manager program a success? Depends on how you look at it.

If you expected to get the high of the market, you would have had to sell July 18 corn in July 17. Would you have done that on your own? No. As of today, the average futures price of July corn sold to us by farmers is \$3.89 on a small quantity, all within the last few weeks.

60% of your July 18 corn was priced in August 17 well above \$4.00. That price was above the market in 9 of 12 months. For months, it was the only good sale that many had on the books.

Lastly, did you sell corn for more than that before now? And, will you be able to later? Maybe.

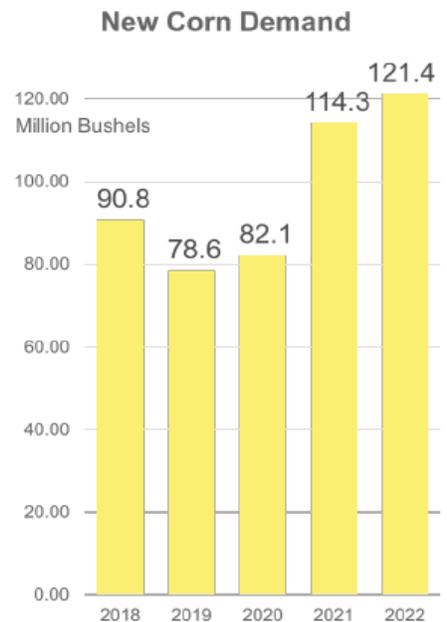
Given the amount this program had priced early and the fact that it was clearly a winner for most of the duration of the pricing period, it's performance from a risk/reward profile has been excellent.

Biofuels Legislation Debate Continues...

Here's some of what the industry has recommended for future growth of ethanol. While oil companies continue to tell the EPA and USDA what does not work for them due to their own lack of action in past, we continue to propose future solutions to their complaints. Some of these include:

1. Permanent provisions to provide higher ethanol blend access to the full U.S. market. This includes:
 - A. Permanent RVP relief for all ethanol blends above 10 percent
 - B. Full approval of E15 for all engines
 - C. Removal of the onerous, orange and black E15 label required to be displayed at every gas pump
 - D. Eliminate the fuel sampling plan for E15
 - E. Restore incentives for the production of flex-fuel vehicles
 - F. Remove the regulatory incentive for imported Brazilian ethanol
2. Permanent provisions to mitigate RIN manipulation, including limiting ownership to producers, obligated parties and blenders. This would also shorten the RIN holding period to 30-60 days, keeping speculators and potential bad actors from manipulating the market.
3. Temporary performance-based plan to promote ethanol blending and to provide RIN cost relief.

If these things were implemented, additional corn demand from ethanol would look something like this.



poet.com/Macon

Toll Free:

866-385-2729

2018—2019 Carryout Estimates

The U.S. 18/19 corn estimate is 1.68 billion. What part of that is important? One, it's down about 500 million from some's estimates of the 17/18 ending stocks. Two, it assumes we have a trend line yield at this point to keep it that high. We have much less room for error going forward and that means the market will react quicker to changes in weather. Market volatility is going to come back and with that, more opportunities.

More importantly, the World 18/19 corn estimate is 159 million metric tons compared to the industry estimate of 195 million metric tons. That's a difference of 1.4 BILLION bushels. Long term, World stocks drive futures markets and that massive reduction will give long term support to futures. Instead of selling rallies, traders will be looking to buy dips. That is a fundamental change in attitude that we haven't seen for 4 years.

Combine grain stock reductions with inflation and a booming economy and it's hard to think that grain prices won't move higher in future. It may not be time today to price grain for next year, but as we know how input prices follow commodity prices, it may well be time to load up on fertilizer/chemicals/seed for next year and buy some John Deere and Monsanto stock.

OLD JOKES...

Hospital regulations require a wheel chair for patients being discharged. However, while working as a student nurse, I found one elderly gentleman already dressed and sitting on the bed with a suitcase at his feet, who insisted he didn't need my help to leave the hospital.

After a chat about rules being rules, he reluctantly let me wheel him to the elevator. On the way down I asked him if his wife was meeting him.

'I don't know,' he said. 'She's still upstairs in the bathroom changing out of her hospital gown.'

An elderly couple had dinner at another couple's house, and after eating, the wives left the table and went into the kitchen.

The two gentlemen were talking, and one said, 'Last night we went out to a new restaurant and it was really great... I would recommend it very highly.'

The other man said, 'What is the name of the restaurant?'

The first man thought and thought and finally said, 'What is the name of that flower you give to someone you love?'

You know... The one that's red and has thorns.'

'Do you mean a rose?'

'Yes, that's the one,' replied the man. He then turned towards the kitchen and yelled, 'Rose, what's the name of that restaurant we went to last night?'

Couple in their nineties are both having problems remembering things. During a check-up, the doctor tells them that they're physically okay, but they might want to start writing things down to help them remember...

Later that night, while watching TV, the old man gets up from his chair. 'Want anything while I'm in the kitchen?' he asks.

'Will you get me a bowl of ice cream?'

'Sure..'

'Don't you think you should write it down so you can remember it?' she asks.

'No, I can remember it.'

'Well, I'd like some strawberries on top, too. Maybe you should write it down, so as not to forget it?'

He says, 'I can remember that. You want a bowl of ice cream with strawberries.'

'I'd also like whipped cream. I'm certain you'll forget that, write it down?' she asks.

Irritated, he says, 'I don't need to write it down, I can remember it! Ice cream with strawberries and whipped cream - I got it, for goodness sake!'

Then he toddles into the kitchen. After about 20 minutes, the old man returns from the kitchen and hands his wife a plate of bacon and eggs.. She stares at the plate for a moment.

'Where's my toast ?'