

Volume 6, Issue 3

July, August, & September  
2015

# SHELBY COUNTY CO-OP



## Special Points of Interest:

- ☞ New Soil Program
- ☞ LP for Grain Dryers
- ☞ City Saves Money
- ☞ New Storage Tanks
- ☞ Leadership Class

Shelby County Co-op  
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[www.shelbycountycopro.com](http://www.shelbycountycopro.com)

Proudly Serving Shelby County and the Surrounding Counties since 1928

## New Soil Testing Program Available

Shelby County Co-op has a new soil testing program in place. Our new soil technician, Tim, will be working with local consulting firm, Greene Crop Consulting, Inc., to provide state of the art reporting on your fields as well as genetic testing of your growing plants.

Working to be proactive on getting your soil samples completed, Shelby County Co-op will be contacting farmers who have had soil samples completed in years past to schedule taking samples from your harvested fields. We are excited to offer this new program to our members.

*"It is all about being PROACTIVE when it comes to assuring the best service for our famers and their field fertilizer needs" says CEO/GM Denny Frey*

Our branch managers can review your test results with you upon completion and offer recommendations for fertilizer micros and chemicals to keep your fields in tip top shape for next spring!

Our billing structure has changed to better align with today's pricing and standard in testing.

We can take random samples or GPS coordinated sampling to retrieve the best results for your fields.

Plant tissue testing will also be available. VRT can save you on a per bushel cost if we grid sample.

Contact Tim or your area Crops Manager today!

Carl Clapp—317-402-0289

Mike Gibson—317-512-4638

Neil Smith—317-402-5015

Steve Spencer -317-402-0287

### Meet Tim Bulmer

**Tim will be managing our new soil testing program!**

**Call Tim today at 765-570-3023 to get on our schedule for fall**





JULY

- Luke Abbott
- Dave Barnes
- Tim Bulmer
- Carl Clapp
- Delores Demott
- Denny Frey
- Tracy Krise
- Rebecca Margison
- Randee Taylor
- Carson Tennell
- Cole Tennell

AUGUST

- Lynet Timmons
- John Wickliff

SEPTEMBER

- Mike Gibson
- Mike Fisher
- Jacob Fix
- Jim Roberston
- Teresa Robertson
- Sandy Rush



City Saves Money

The City of Shelbyville has been purchasing gasoline and diesel fuel through United Energy by using the CFN (Commercial Fuel Network) fuel cards for four years now. This is the first year the city has contracted a portion of the gallons they plan to use for the year.

The price of gasoline and diesel fuel are still down considerably compared to last year at this time. However, some experts analyst predict that as crude production weakens and consumption increases this summer in the U.S., the fuel prices will once again turn back to higher rates.

City officials locked-in over 1/2 of their total gallons of both gasoline and diesel fuel. Shelbyville City Street Commissioner, Jennifer Jones, says, "It's great to know for budget purposes that even if fuel prices get back up to \$4.00 per gallon later on this year, that we have much lower price locked-in".

At the locked-in rate the city could stand to save thousands of dollars in one year alone. Shelbyville Mayor, Tom DeBaun, was asked what he plans to do with those saved dollars and he replied "The money will most likely be re-directed to funding for use in streets and sidewalks".

Along with savings dollars, the CountryMark fuel being used in those city vehicles and equipment will show additional savings in engine wear and longevity of equipment.

Their United Energy card can be used at many local stations including Shelbyville's new QuickPix CountryMark station.

Propane for Dryer this Harvest

Do you have your Summer Fill ordered? Call now and order. The price remains @ .89 per gallon, but currently rack prices are inching up due to drawing nearer to the dryer season and demand for final summer fill.

A few facts this year about booking your grain dryer propane. Our booking price is @ 1.29, or 1.19 if you pay within 10 days after delivery. This is about .60¢ less than last season's price. **WHY:** Reports indicate our nation has 90 million barrels of propane in storage. The 5 year average for this time of year is 67 million barrels. Exports are increasing, but projected usage and export for 4th quarter 2015 and 1st quarter 2016 is about 78 million barrels. This could soften the pressure on our

Have a safe Labor Day

fall pricing. It's a tough decision on booking all the gallons needed or hedging a percentage short this year.

Call our experts at 317-398-5677 to discuss your options!



# World Agronomy

Managers of our crops department recently attended a presentation by Dr. Mike Boehlje, Distinguished Professor at Purdue University. He presented some interesting but yet concerning facts that we noted. Our Ag Economics has hit a bump in the road which could affect interest rates by an increase of an estimated 2.2% in next 3 years. World AG growth predicts to slow down but has been as much as a 10% increase per year. World production acres are up 9% from last year by about 174 million acres. United States' total production last year was 167 million. Last year's growth was larger than our total production. Largest growth in the world would be in South America, followed by Ukraine, then China, and lastly was the U.S. with the CRP acres back into production. U.S. farm incomes for 2016 are predicted to be down 30%. Early indications show 2017 to equal 2015 incomes. Producer's need to work toward reducing COST PER BUSHEL not PER ACRE. (Don't look at cheaper inputs, but at cost effective inputs) U.S. Land Values will be going down 15% to 25% in next 3 years due to world production. New farm equipment sales will be down 40% in 3 years and dealers will struggle. Used equipment will be up 15%. Corn Ethanol usage in U.S. down and Sugar Cane Ethanol increasing.

## Crop Inputs for 2016

Even though the price of inputs are down just a little from last year due to grain prices, world AG production expects to cause some pressure on pricing yet this year.

**N.** Expecting some pressure from increasing crude prices and world demand. The demand nationally on UAN could cause a bit more pressure on UAN than its other sources of N.

Your Co-op increasing our storage this year could offset some of that increase just a bit because of early product purchases.

**P.** Increased export doesn't cause much threat to price increase, due to the increased Moroccan production continues to serve the growth in South America.

**K.** World demand on potash does cause some concern on price increase this year. Canadian production down slightly and their export are increasing to South American.

**28%** By adding an additional 900 tons of product storage in our 6 new liquid storage tanks, your Co-op can take advantage of off-season pricing of 28% and liquid starters.

GENERAL OUTLOOK FOR AG will be trying for the next 3 years and have

# Leadership Course Graduates Congrats Mike & Paul

Mike Gibson, Rays Crossing Crops branch manager and Paul Hammersmith, LP Department Manager, recently completed a 2-year leadership & development training program. The program was designed & hosted by CountryMark to build skills and capabilities for energy professionals.

Training consisted of leadership, finance, talent management, price risk management, sales management & negotiation.

We congratulate Mike and Paul for their commitment in a better Co-op for our customers and employees!

For the 6th year, the Shelbyville Armory Family Readiness Group of the National Guard received over \$5,000 from sales & community donations on Friday, June 26th! Participating services stations included McCalip's Service Station just off the Pleasant View exit, Herdrich's QuickPix Country-Mark Station in Shelbyville, and United Energy Station at the corner of US 52 and State Road 9.

# Fueling Freedom 2015



# Shelby County Co-op

Return Service Requested

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U.S. Postage  
PAID  
Shelbyville, IN  
Permit No: 3

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PO Box 160  
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United States of America

Phone: 317-398-6655  
Toll Free: 800-875-7427  
Fax: 317-421-2089  
E-mail: [tina@shelbycountyco-op.com](mailto:tina@shelbycountyco-op.com)

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## Board Meetings

**Monday, July 27th**

**Monday, August 24th**

**Monday, September 28th**

Board Meetings are held the 4th Monday of each month unless otherwise scheduled. Meetings start at 7:30 pm in the Shelby County Co-op boardroom located

## Another Successful Year

Your support and patronage of your Co-op has the makings of another very successful year on the books. We are on our final month of our business fiscal year & everything looks good.

Tremendous growth and profits in our L.P. department has contributed greatly to our earnings. A membership drive to increase our member business this year has been successful to offset the increased non-member revenues. Keeping the member purchases up will allow a higher percentage of return on your patronage refund each year. The net affect reduces the cost of product you purchase from your Co-op. Those savings are passed on to our members!

We are looking forward to the end of August to close this fiscal year. We already have products purchased for next year that are very competitive pricing in the market place.

### EMAIL STATEMENTS & INVOICES!

EMAIL YOUR ACCOUNT NUMBER AND NAME TO:  
**ESTATEMENTS@SHELBYCOUNTYCO-OP.COM**