UPCOMING USDA CROP REPORTS:

Monthly Supply & Demand: March 9, April 12, May 10, June 10, July 12, August 12, September 12, October 12, November 9, December 9

Prospective Planting: March 31

Acreage Report: June 30

Quarterly Grain Stocks: December 1, March 31, June 30, September 30



We will watch the markets for you...

All you have to do is contact one of our facilities and let them know you would like to put in an offer for grain pricing! We will need to know the price you would like to get along with delivery period (ex. Cash or Harvest) and the amount of bushels you want to sell. We will keep your offer up to the maximum of 30 davs.

For more information contact one of our facilities. Happy Marketing!

As you know, the wet weather we had last GM year produced a below average crop for a lot of you in our trade territory. Our overall harvest volume was down 28%, or 4.9 million bushels from the harvest of 2014. Along with the reduced volume, the corn crop came in drier than normal resulting in drying revenue being only 36% of last year. This reduced bushel volume will create financial challenges for both the producer and the Coop as well. I am afraid that our financial results could take a pretty big hit this year because of the weather issues that affected the crop in our area. Hopefully the weather for the coming year will be better and you can produce a more normal sized crop so that we can generate better revenue on higher volume.

Seaman,

Paul

from

2016

SPRING/SUMMER

THIS

We have been working with the Board of Directors on ways to improve the facilities to better handle your crop. Last year we replaced a receiving leg and conveyors at LaHogue that greatly improved bean unloading at that facility. This year, the Board approved a new 540,000 bushel bean bin and upgraded conveyors at our Piper City facility that will be done before the harvest of 2016. This improvement will allow Piper City to handle your crop more efficiently and free up semi's to haul other grain.

COMPANY PROJECTS FOR Thank you for your patronage and letting us help with your crop handling needs.





NEW DEBENTURES AVAILABLE (only to our common shareholders)

On November 18, 2015, the Board of Directors of Ludlow Coop authorized the following series of debentures:

| 12/31/18 2.50% 12/31/19 2.75% | mount Authorized Series \$105,000 33B \$92,150 34A \$170,000 35 |
|----------------------------------|---|
|----------------------------------|---|

Sign up to receive emails daily with our bids and market information along with company news-call with your email address or email an office staff employee to get signed up!







Ludlow Coop Facility hours: 7:30 am - 4:00 pm Hours extended during harvest season Reference to statement location numbers:

Ludlow #100 Buckley #400 DelRey #600 LaHogue #630 Perdueville #300 Loda #500 Danforth #610 Piper City #640 Paxton #900

<u>The information on the enclosed state-</u> <u>ment pertains to your grain account as of</u> <u>2:00 p.m. February 23, 2016.</u>

We are sending this information to you in order for you to double check your records to ours. The statement details your grain that is on open storage/delayed pricing/hold etc. Also included on the statement are the open contracts of grain you have sold through Ludlow Coop for future deliveries or to be applied to your bushels that are already delivered to a Ludlow Coop facility. The dates are shown by month and year for the delivery period of the contract in which the grain was sold. For example, if you have sold grain for June 2016 delivery, the dates are shown as 6/1/16-6/30/16.

<u>GRAIN IN THE ELEVATOR AND OPEN CONTRACTS:</u> When you look at your grain statements the bushels in storage or on delayed pricing are NOT reduced by any existing contracts for future delivery periods. We cannot apply grain sold for a future delivery period until the 1st day of the delivery period. For example, if you put 10,000.00 bushels in Delayed Pricing this past harvest and have 5,000.00 bu sold for JUNE 2016 your statement as of today will show 10,000.00 bushels Delayed Pricing and an open 5,000.00 bushel JUNE 2016 contract.

WE ARE REQUESTING THAT PATRONS PLEASE LOOK OVER THE STATEMENT AND IF YOU FIND INACCURATE INFOR-

INACCURATE INFOR-MATION PLEASE CONTACT THE FA-CILITY YOU USUAL-LY DO BUSINESS WITH IMMEDIATELY! Thank you for your assistance,

Office Staff





Off-Farm Trucking Update

We will be re-evaluating our harvest farm pickup program prior to fall 2016. As we move forward, we will be looking for patron input so that we can evaluate your trucking needs and see what changes we can implement to make trucking more efficient. We may look at hosting an off-farm trucking meeting to get feedback from you on what works and what doesn't in relation to your farming operation. If you have any questions, please give the Ludlow office a call to discuss.

Market Outlook from Joe Camp, Agrivisor

Trade focus shifting toward new-crop prospects It's been a slow start to 2016 for the grain markets with prices unable to gain much traction to the upside. But, we have the potential to see some action in the coming months as farmers across the U.S. make planting decisions and eventually start tending to a new set of row crops.

First up for discussion on the new-crop will be acreage. Low farm return prospects may pressure the entire U.S. acreage package lower, but most analysts see combined corn and soybean plantings rising this year.

Still, there is much uncertainty regarding the corn/ soy mix. We will have a much better indication on acreage prospects when the USDA meets at the end of February for the Annual Outlook Forum and at the end of March when the Prospective Plantings report is released.

Weather is not currently a primary market focus but will become one as soon as winter wheat is ready to be cut and row crops ready to be planted. El Nino has not been the unfriendly influence for South American crops that some thought it could be, but the weather phenomenon could still bear major influence upon U.S. new-crop potential. The key to El Nino's influence on the U.S. 2016/17 crop will rely on how quickly it leaves us. The later the better it seems, as a slow-diminishing El Nino would likely keep spring and early-summer moisture sufficient while delaying the potential

development of La Nina. While the U.S grower can still very well have a good set of crops in 2016, active global weather patterns caused by El Nino/La Nina are likely to cause production worries at some point in the growing season. Remembering the large but short-lived weather rally in June and July 2015, be ready to take advantage of opportunities that may be provided by weather fears this growing season.



PRODUCERS, IT'S TIME TO SIGN UP FOR THE 2016 NEW CROP AVERAGE PRICING PROGRAM

An Average price contract: Helps you create a base for a marketing plan on your 2016 crop

- Price grain when average historical seasonal values are at their highest (January through June)
- Still leave a good portion of your grain to market (recommend to commit no more than 20-35% of an average crop)
- * A good way to help your landlords get some pricing done
- * Take the emotion out of pricing grain
- Extends the producers marketing window, selling ahead instead of after harvest
- (18 months vs. 9 months).

Details:

- Weekly pricing will be done at noon each Wednesday from March 2th through June 29th (18 weeks total). Your final price will be an average of these 18 weekly pricings.
- Prices will be based off of the December corn and November bean futures contracts.

Contracts will be for Fall 2016 delivery corn and soybeans.

- There is no cost to the producer for this program.
- O Sign up by Tuesday, March 1st .

Contact one of these Ludlow offices for more information and to get signed up:

| colgrida ap. | |
|--------------|---------------|
| Buckley | (217)394-2331 |
| Danforth | (815)269-2390 |
| Ludlow | (217)396-4111 |
| Piper City | (815)686-2297 |
| | |

Thought of the year from the Farmer's Almanac All of us could take a lesson from the weather. It pays no attention to criticism.