

**DID YOU MOVE?  
DID YOU CHANGE PHONE  
NUMBERS OR NO LONGER HAVE  
A LAND LINE?**

**BE SURE TO KEEP YOUR INFOR-  
MATION UP TO DATE WITH US YOU  
MAY HAVE EQUITY TO BE PAID BACK IN THE FUTURE.**



## Announcement from 2/27/19...

Ludlow Coop Patrons,  
We are always looking for ways that we can be more efficient in our business practices. One area is related to our people.

We have an opening in our Ludlow office that was being filled with a temporary employee. As we searched for a permanent replacement, we felt that it was prudent to look within the company. We want to use the talent we have to its full benefit. Two of our current employees will be changing locations to better utilize their experience and talent.

Allie McKellip, who currently works in Buckley, will be moving to the Ludlow office. Lisa Schriefer, who works in DelRey, will be moving to the Buckley office. Since the DelRey office is not a settlement location, we feel that Lisa has much more to offer the patrons of Ludlow Coop at Buckley. Allie has settlement experience and will be able to add other duties that the Ludlow office has to offer. We began training the first week of March. DelRey customers should contact Buckley for marketing and grain assistance if you haven't already been doing so. We will continue to have someone in DelRey if you need to make deliveries. We are confident that these employees, along with the rest of the Ludlow Coop team, will be able to provide you with service at a level that you desire.

Thank you,  
Paul Seaman



Paxton Facility has loaded several trains since the first of the year - the picture above was taken Friday, February 1st, during the below zero temps and wind chills - thanks Dale Schumers, DelRey employee. The picture to the right was taken by Keith Carson, Ludlow employee, Tuesday, April 16th. Thank you to the train loading crew for your extra hours & hard work!



## Market Update

from Merchandiser, Scott Jones

April 17, 2019

Markets continue to see futures working lower as lack of fresh fundamental news is not enough to support prices in the face of heavy fund selling in corn, beans and wheat. As of the week ending April 12 large funds were short about 300 million bushels of Chicago wheat, short 350 million beans and short nearly 1.3 billion bushels of corn. Their attitude that world economic slowdowns are more important than any perceived weather delays has led to additional selling as markets push back toward contract lows made in early April. A lot of talk has circulated on a weekly basis regarding trade talks with China. So far, even though they have purchased beans, corn and pork products, it has not been enough to allow futures prices to consistently challenge over head resistance on the charts near \$4 on corn and \$9.40 on beans.

Weather is of some concern with the Northern Plains still suffering from a harsh winter followed by cool weather and additional rainfall. Most areas of the Midwest and Southeast are also at a standstill with weekly showers keeping soils too wet for any spring progress. Traders are not willing to build any weather premium into prices as healthy world stocks of grain are more than enough to withstand some production losses. On top of that, recent years have proven that planting windows can be as small as a week or so and US farmers can react by getting the job done. Unless these delays carry into mid to late May, markets will not respond.

Basis levels have leveled out following strength in both corn and beans during the late March early April time slot. Most of this improvement was weather driven as high water and slow barge movement forced gulf exporters to turn to the train market to keep supplies flowing to meet the demands of their vessel line ups. Now that the river system is returning to more normal movements, train values have backed off and will most likely remain at a discount to interior processor market values for the remainder of the crop year. Farmers across the country have been slow to release grain ownership and that is causing concern about summer and early fall logistics for grain elevators. A lot of unsold grain has yet to be sold and the marketing window is shrinking every day.

## FREE CORN DELAYED PRICING

- For deliveries beginning **MONDAY, MARCH 4, 2019**
  - To any Ludlow Coop facility
  - Space as available
  - Free Delayed Pricing rate good thru **8-31-19, rate in effect at that time**
- CORN is averaged by farm ID, delivered off farm / grain bin**

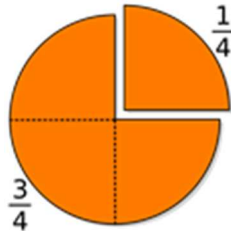


Please make sure your farm ID's (grain splits) are setup with us for this upcoming harvest season.....

If not, give us a call and let us know!

This will help avoid wait time at the scales, and ticket errors at harvest.

But still be sure to check your ticket once you receive it after weighing out – does it have the correct farm & grain split on it.



## BEANS

NO DROP charge, 1/10 cent per bushel per day thru 8/31/19, rate in effect at that time.

BEANS will NOT be averaged  
For both...

Delayed Pricing: 13.0% moisture (applied to DP within 30 day delivery period)

Open Storage 13.0% moisture

**Deliveries Beginning MONDAY 1/14/19...**

***YOUR enclosed Customer  
Acknowledgement was printed as  
of TUESDAY, APRIL 23, 2019  
at our  
3:00 pm cutoff.***

**Please look over the statement and if  
you find any errors or have any  
questions please contact one of our  
settlement locations:**

**Piper City office: 815-707-3347  
Danforth office: 815-269-2390  
Buckley office: 217-394-2331  
Ludlow office: 217-396-4111**

# Ludlow Coop Elevator Company





## Piper City - Scale Replaced - Spring 2019

The original truck scale at Piper City was getting in bad shape. The metal support beams under the deck were rusted and deemed beyond repair. We are currently in the process of removing the old pit scale and replacing it with a new one. The new scale will be longer and wider than the old one which will help better accommodate larger vehicles. The old smaller probe is being replaced with a larger one that will allow vehicles to be reached on the bigger scale. We are



also moving the remote ticket printer next to the scale which should be more convenient when patrons scale out. We are also in the process of replacing some slow, worn out fill conveyors at the Piper City location. The new conveyors will allow for greater capacity of grain from both the Pit 1 leg and the grain dryer. This will allow both the leg and dryer to run simultaneously at full capacity.



## YOUR LUDLOW COOP FACILITIES...

**LUDLOW 217-396-4111**      **PERDUEVILLE 217-379-4367**  
**BUCKLEY 217-394-2331**      **DELREY 815-268-7217**  
**DANFORTH 815-269-2390**      **LAHOGUE 815-265-7211**  
**PIPER CITY 815-707-3347**      **PAXTON 217-379-4366**

## General Manager, Paul Seaman

The 2018 corn harvest was one of the driest we have had with regard to corn receipt moistures. As a result, our drying income this year will be the lowest on record. Storage income, on the other hand, could be one of the highest numbers we have had as the futures markets have not encouraged farmers to be very aggressive sellers of grain. Our overall bushel receipts for harvest 2018 were very similar to our 2017 numbers. The difference was that 2018 corn receipts were lower than 2017 while 2018 bean receipts were higher by the same amount that corn was down. We have been moving more bushels to the end user so far this year compared to last. Increased sales in this fiscal year may help to offset some of the lost drying revenue we are experiencing. I am more optimistic with our net income now as compared to where we were coming out of harvest in November.

As I have mentioned in past comments, facility improvements are a continuing item that we focus much of our time on. Our January Board Planning Meeting was no exception. The board and management are continually reviewing all of our facilities to see where improvements need to be made. As your farming operations have evolved and sped up over the years, we need to make sure that your Ludlow Coop facilities are able to keep up. We need to be able to handle not only today's receipts, but the increased volume and speed that you will have 10-15 years down the road. Like most projects, capital is the main limiting factor when it comes to growth. The board is challenged with looking at all uses for the coop's working capital and determining how much can be spent, and on what. Both the Board and employees of Ludlow Coop are working to build your cooperative so that it can function as efficiently as possible and be able to handle your crops in a timely fashion, along with providing the services you require.



2-14-19 Paxton's west corn pile was picked up



Ludlow Coop has finalized the purchase of 5.22 acres of property to the north and east of the LaHogue facility. We have extended the driveway around the facility to the east on this new property so vehicles can better get around to the dumps without having to back up or wait on trucks to get out of the way.



## Grain Marketing Alternatives

Just as you would explore different ways of improving your crop yields with different seed varieties and fertilizers, your grain marketing plan deserves the same attention. If you are waiting until your grain is in the bin to start pricing, you are missing some great opportunities.

Ludlow Coop has some marketing alternatives to assist you with pricing a portion of your grain:

**Average Pricing Contract** – Late winter through early summer is historically a good time to market new crop bushels. This contract allows you to sign up a set amount of bushels and receive an average price during a potentially higher time of the market cycle. You can choose the pricing date range that we have chosen each year by looking at the historical futures charts, or you can choose your own beginning and ending dates. Either way, your set amount of bushels receives an average price during the chosen time period.

**Agrivisor Insight Program** – With this pricing program, you choose from four different marketing professional groups who market your assigned bushels for you. You just determine how many bushels you would like for them to market for you and they do the rest.

**Futures and Options** – If you would like to trade futures or options on your own, Ludlow Coop can accommodate that for you. Our grain merchandiser, Scott Jones, has extensive knowledge of the grain markets and can work with you to find a program that works for your operation.

**Educational Marketing Seminars** – Each winter, grain merchandiser Scott Jones presents a series of grain marketing seminars. These beginner and advanced sessions will teach you about the functions of the futures markets along with why the markets are doing what they are. Scott will give you insight and tips to help you be a better marketer of your grain. Contact Ludlow Coop for your marketing needs.

