

Encompass Grain & Rail

March 2019
Issue 3

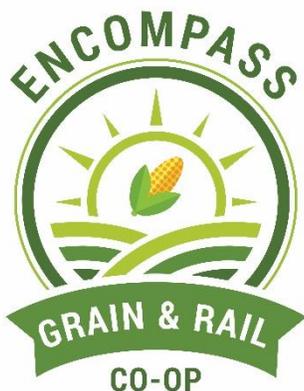
Locations:

Allen Station - Brownwood - Delavan - Greenview
Mason City - New Holland - Teheran

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"In 2019, Encompass Grain & Rail COOP celebrates its strong heritage of 120 years of serving patrons."



Make Safety a Priority this Spring

By: Mandy Eichelberger

What a winter we have had! According to the calendar, spring is on its way and we have gotten a quick look at those spring-like temperatures recently. I know many of you are anxious to get started with the 2019 crop season.

When the weather finally turns ideal for fieldwork, I would like to encourage you to take the time to make safety a priority. Accidents are more likely to happen as a result of working long hours and being tired or distracted. As you are returning to the fields, make sure to get some rest, stay alert, use safety lighting and SMV signs, and practice safe roadway etiquette. Being mindful and taking a few extra steps toward creating a plan for safety can make all the difference in a stressful moment.

In 2019, Encompass Grain & Rail COOP celebrates its strong heritage of 120 years of serving patrons. Throughout the long history of the cooperative, our core values remain the same; safety, integrity, commitment, and community are at the forefront of our focus. We continue to strive to build lasting relationships and invest in the rural communities we serve to help give back to the local producers who support us.

Over the course of the next few months, there are a few exciting expansions happening at Encompass Grain. As we continue to grow for the future, we would like to thank our patrons that continue to do business with us and we wish you a safe planting season!

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If you would like to be added to our email list, please email mandy@encompassgrain.com

Spring Market Outlook

By: Kris Roberts

The grain markets have been extremely volatile reminding me of my latest trip on a roller coaster at Six Flags – both made me sick. Continued optimism over a trade deal with China has provided periodic rallies in the market. However, each rally seems a little less than the previous one. The latest fallout drove the market to its most recent lows with beans declining \$.60 and corn \$.30 from their post-harvest highs.

The trade has begun to switch its focus towards the upcoming planting season. The big question – how many acres will be switched from beans to corn. Currently the market is anticipating a 2-million acreage increase in corn acres in the US at the expense of beans. Locally we don't see a huge shift either way at this point. However, Mother Nature ultimately controls our fate.

All eyes will be on the USDA report on March 29th when they release the current planting intentions of the producer. This report has a tendency to be a big market mover, just not sure which way at this point. The producer still has nearly 50% of the corn crop to market and roughly 40% of the bean crop. This grain movement more than likely will act as a lid on the market at times and limit rallies moving forward.

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Aerial Image of Brownwood Location



Exciting Updates at Allen Station

Have you been past the Allen Station facility to see the changes that are taking place? We are excited to announce that ground has been broken and construction is underway to add a grain leg, an outbound scale, and additional storage space to meet the growing needs of our patrons!

The concrete foundation has been poured for the new grain dump pit and grain receiving leg. The grain receiving leg will have the capacity to handle 25,000 bushels of grain per hour and the dump pit will be able to accommodate both hoppers of a semi at once.

Soon, the grain bin foundation will be dug and its steel structure will begin to go up. The new grain bin will add an additional 788,000 bushels of storage space.



February 15th

In addition to the greatly increased speed and efficiency, one of the most notable benefits of the expansion is that Allen Station will be able to remain open while trains are loaded out. The location improvements are expected to be completed by July 1st, and will be fully functional for harvest 2019. Be sure to check out our website to see updated pictures as the project progresses.



February 19th



March 8th



March 18th

Meet the Merchandiser

Encompass Grain & Rail COOP would like to welcome Chris Schaffenacker, our new merchandiser! Chris joined our company in January and has 10+ years of grain industry experience. He is working out of the Mason City Office, along with Connie Brownfield.

Fun fact: Encompass Grain & Rail COOP has 33 full-time employees and we now have FIVE employees named Chris (Kris). If you would like, you can call our newest employee by his nickname: Schaff. Please feel free to stop by the Mason City office to meet him.