

# Encompass Grain & Rail

May 2018  
Issue 1

## Locations:

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

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## Welcome

*By: Mandy Eichelberger*

Spring is finally here! With spring comes growth and a new beginning, which makes it the perfect time to introduce you to our new Encompass Grain & Rail Co-op Newsletter, an extension of our own expansion and growth. In this quarterly newsletter you can expect to find the latest company news, market and weather data, and industry updates.

Each issue of the newsletter will be sent to patrons who have provided us with their email address, and it will also be posted on our website. If you'd like to receive this newsletter directly to your email, please call us at 309-244-7541.

We want this newsletter to be valuable to you, so please share your feedback and suggestions to help us improve. If you have a topic you'd like to see addressed, let us know!

As the planters are rolling and you are thinking about your 2018 crop, give us a call to discuss your needs. You can take advantage of our free price offer service and let us do the work of watching the markets for you. Once your offer price hits, we will notify you and take care of the rest. From everyone at Encompass Grain, we would like to thank you for your continued support. Have a safe and successful spring!!!

## WE WANT TO REACH ALL PATRONS

If you know of someone who didn't receive a newsletter and would like to be added to our e-mail list, please contact Mandy at 309-244-7541 or [mandy@encompassgrain.com](mailto:mandy@encompassgrain.com).

## Allen Station – An Important Asset

By: Kris Roberts

Allen Station has proven to be an extremely important asset this year with the Illinois River having significant challenges most of the year. Ice, low water and flooding hampered logistics on the river system, driving basis levels to historically low values. In addition, the local processor markets have seen their fill of corn limiting opportunities for elevators to move corn.

### Allen Station to the rescue!

During the harvest season we were fortunate enough to be able to ship 5 corn trains, helping us keep the elevators open. These shipments allowed us to utilize some traditional corn space for soybeans in order to handle the record crop. Due to the limited opportunities to merchandise corn into the local markets we have continued to ship trains throughout the year.

Typically these trains would supply corn to the poultry markets in Texas but we have even seen some trains working their way across the border into Mexico.

Encompass Grain and Rail Co-op will load out nearly 50% of our corn volume by rail this year, which is a significant increase over last year's 15%. The rail has definitely provided an economical and efficient outlet for grain as we prepare the elevators for the upcoming harvest season.

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*Aerial Image of Allen Station*



## Planting Progress

By: Kris Roberts

Winter decided to stick around a little longer this year as April ended up being the 2nd coldest on record. The cool and damp soil conditions limited fieldwork and delayed planting progress for the majority of April. However, we have found a window and are off to the races with a significant amount of the corn being planted the last week of April and the first week of May.

Nationally we are 39% planted but remain behind last year's 45%. Locally we are more like 90% planted and Illinois as a whole leads the cornbelt at 74% planted, while the northern states continue to run significantly behind. Soybeans appear to be in a better position at 15% planted nationally which is slightly ahead of last year's 13%. The weather looks favorable for planting over the next couple of weeks and should allow for a near average pace moving forward for both corn and beans. Eyes will quickly begin to focus on moisture as we move forward. Can we get a repeat of last year – of course without the hot, dry June!!

## Watch for Updates

By: Chelsea Voyles

We are happy to announce several new updates that will be taking place over the next few months! The encompassgrain.com website will have a brand new and updated layout. This redesign will make our website more user friendly for all of our patrons.

Along with the website release, we will have an app for smart phones (iPhone and android users). With the app you will be able to see cash bids, announcements, location phone numbers, and any offers you have placed with us. The offer page will allow you to see any offers you have made that are currently working or that have been filled. You can see your offers on both the app and the website with a username and password that you will be able to set up or we can help you set up. The app is not currently available, but we should see it in the next few weeks. We will announce how to access the app once it is available.

Our next exciting update features how our patrons can access their scale tickets, delivery sheets, contracts, settlement sheets, accounts receivable statements, and invoices. We will now be able to email all of this information to you throughout the day. This means during harvest as you're coming across the scale during the day you can have all your scale tickets emailed to you if you so choose. You will still get the paper ticket at each location, but this will help if something were to happen to the paper ticket. This of course is not something you have to partake in, the choice is yours. If you so wish to have this option, all we need is your email address and which features you would like to have emailed to you. Please call the Delavan or Mason City office to get this set up for your accounts. We hope all these new updates will help us better serve all of our patrons.

