

Wheaton Grain Newsletter

March 23rd, 2017

Inside this issue:

<i>"Spring Has Arrived"</i>	Pg. 1
<i>"Opportunity for Growth"</i>	Pg. 2
<i>"Projects / Improvements"</i>	Pg. 2
<i>"Market Update"</i>	Pg. 3
<i>"Office Brief"</i>	Pg. 3
<i>"Spring 2017"</i>	Pg. 3



*Aerial View of the Chippewa Falls Location
Photo Credit: Terry Biddle*

Spring Has Arrived

Collaborated by: Ken Custer & Jeff Klaustermeier

As we see the snow leave and the temperatures warm, our thoughts turn to the exciting time of planting another crop. We can be proud of the fact we are producing the highest quality, plentiful food supply this nation has ever experienced. In addition, we provide food to people from all corners of the world. We need to thank God for the land and resources that He has given to us!

Wheaton Grain is committed to helping you, as producers, to be as profitable as you can be with the tools we have at our disposal. Marketing your crops can be a very emotional and daunting task. The most important thing all of you need to remember is net revenue per acre not price/yield.

International markets have brought new and better sales opportunities to Wheaton Grain and our producers. We also have access to a vast domestic marketplace for grain with the synergy that our Transportation Division provides. Chippewa Valley Grain Transport has a dedicated staff and quality equipment ready to provide timely and efficient service.



www.cvgpinc.com

Connorsville - Opportunity for Growth



As some of you already know, October 1st we entered into a working relationship with Quality Grain Services Elevator near Connorsville. On January 1st we then made the purchase of the QGS facility.

QGS recognized the need for improved markets and Wheaton Grain recognized a terrific group of producers we could help become more profitable. This was a way to keep the business growing

and flourishing in both of our areas.

Faces will remain familiar as Jeff will continue to manage the elevator along with Adam. You can still call or stop in the office in Connorsville for grain prices, contracts or anything else you may need help with. We have been and will be continually improving both of our facilities to provide better customer experiences.

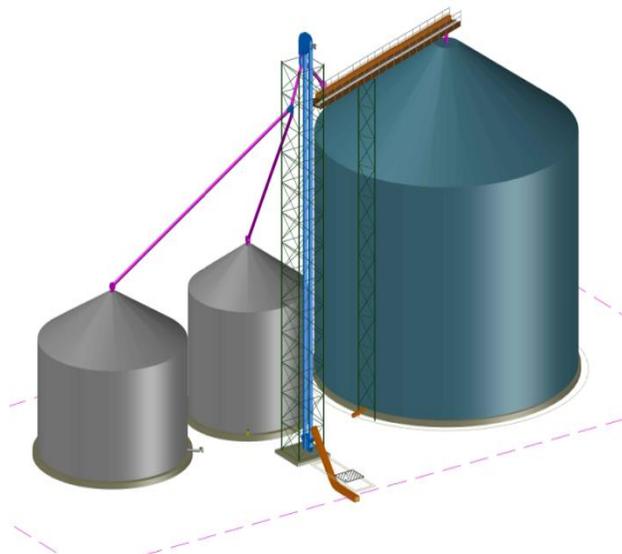


Projects and Improvements



With a New Year comes new optimism and projects around the facilities. At our Chippewa facility the addition of a 1,000 bushels dump pit and another grain leg has resulted in scale in, scale out, time in as little as 6 minutes. At our Connorsville location we are adding a second dump pit and grain leg on the west side of the road, rated at 10,000 bushels per hour unload capacity. We will also be building a grain

bin with a capacity of 636,000 bushels. All the bins on the west side of the road will be designated for soybeans. In total, the capacity for soybeans will be 800,000 bushels. To keep up with the heavy traffic through harvest a computer driven weighing system will be added to the current scale, along with a grain probe.



Market Update

Written By: Darryl Custer

I want to start by saying thank you to all of our customers. It has been a great year and we really appreciate all of your business. I have had the opportunity to handle all of our international sales for the last couple of years. I just got back from a trip to Southeast Asia and China to visit some customers. All of the individuals I visited with had very positive things to say about the product and service that we provide. Our soybeans are some of the best that they have purchased. The Chinese customers I visited with are currently

using over 500,000 bushels of soybeans per month making the demand very strong.

As most of you know by your own 2016 soybean yields, not only did most of the United States have record yields, South America did as well. It has been a very challenging year marketing our crops, but we have had some opportunities to make some sales at a profitable level. The soybean market is trying to digest how much inventory is still out in the country not priced and what the planting intentions are for

2017 crop. That all being said, they confirmed that they will only purchase up to 30% of their supply from South America due to the low quality that they provide. It is very satisfying knowing that the products that we produce and market are feeding the world!!



Office Brief

Written By: Courtney Myren

For those of you that do not know me, my name is Courtney Myren and I am the Staff Accountant. I have been with Wheaton Grain since August of 2014. I am proud to announce I have recently obtained my Bachelor's degree in Accounting through Lakeland College's night and weekend program. I am very excited about the recent acquisition and upcoming improvements; as I look forward to learning more as the business continues to grow! Now that the hustle and bustle of harvest is behind us, we are able to take a deep breath and start preparing for this year's harvest. We are in the process of revamping our procedures in time for this year's harvest in hopes of eliminating this confusion. I want to apologize for any confusion you may have experienced this fall regarding invoices and statements of charges. As usual, grain sold upon delivery will have all discounts withheld from the grain settlement. For grain that is initially stored, the invoice for drying charges will be sent with the initial settlement to storage. A report of accrued storage charges will be sent every few months so you have an idea where you are at. It is customary for us to withhold drying and storage charges when the grain is sold, however you are free to pay these invoices at any time. If you have any questions regarding any paperwork you receive please give me a call at 715-874-6593. I am happy to help!



Best of Luck to Everyone This Spring



Many of you experienced a record yield in 2016 which helped to offset poor prices. We understand, and are trying to do our best to provide the service that you need. This crop challenged our receiving systems and our commitment to you is improvement. We thank you for your patience and look forward to working with you in the future. We wish the best of luck to all of you this spring.



Office Hours

Chippewa Falls

Mon – Fri

8 a.m. – 5 p.m.

Telephone: 715-874-6593

Connorsville

Mon – Fri

8 a.m. – 5 p.m.

Telephone: 715-643-2307



***Pictured Front Row Left to Right:** Ken Custer (Owner), Deb Custer (Owner), Courtney Myren (Accountant), Miranda Kurkowski (Export Specialist), Court Fregine (Office Administration/ Grain Inventory Specialist Chippewa Falls), Jeff Klaustermeier (Facility Manager Connorsville).
Pictured Second Row Left to Right: Darryl Custer (Grain Merchandiser), Linda Reinbacher (Logistics Administration), Lump Yakesh (Facility Manager Chippewa Falls)
Pictured Third Row Left to Right: Doug Custer (Agronomy Manager), Adam Jackson (Office Administration/Grain Inventory Specialist Connorsville), Dano Yakesh (Maintenance/Electrician)*