

Profitably Selling Wheat to Milling Markets

Carl Schwinke – VP Grain Supply
Siemer Milling Company



Practical Farmers of Iowa
March 5, 2020



Siemer Milling Company
Teutopolis, IL
Built in 1979



Siemer Milling Company
Hopkinsville, KY
Built in 1995



Whitewater Mill LLC
West Harrison, IN
Built in 2015

List of Products Made from SRW

➤ Batter

➤ Biscuit

➤ Breadding

➤ Brownie

➤ Cake

➤ Cookie

➤ Cone



➤ Cracker

➤ Doughnut

➤ English Muffin

➤ Gravy

➤ Pastry

➤ Pancake

➤ Pie



➤ Pretzel

➤ Roll

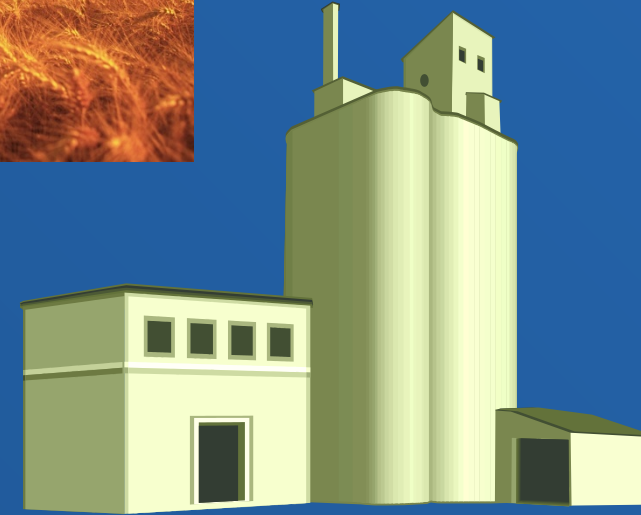
➤ Soup



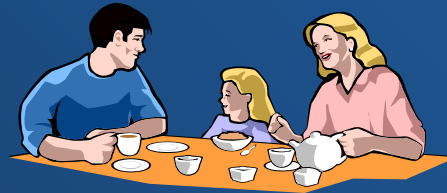
Producers



Processors



Consumers



High Quality Food

Starts with the Raw Material

Wheat



Producers and Millers Have Common Goals:

If every kernel develops to its potential:

- Highest Field Yield
- Highest Milling Yield
- Lowest Mycotoxin and Disease Levels

Timely harvest and proper storage preserves quality.



Industry is Working to:



- Improve Yields
- Reduce Inputs
- Increase Quality

Better Genetics



- Disease Resistant Varieties
- Higher Yield
- Good Flour Functionality

Better Diagnostic Tools



- Use Right Product at the Right Time
- Target Fertilizer and Fungicide Applications
- Timely Harvest

Hopkinsville, KY

2002-2012 Flowering period vs. Grain quality

Weather Data
Ft. Campbell, Kentucky

Grain Quality Data
1,000 Loads

Year	High Temp	Avg. Temp	Avg. High Humidity	Rain (In.)	# of Events	KY Yield	Moist.	TW	Protein	Falling No.	Dmg.	Vom.
2002	84°	64.8°	99.5	1.26	10	52	13.1	60.5	10.7	335	1.31	1.67
2003	84°	68.4°	99.5	6.57	9	62	12.9	59.3	10.0	243	6.33	3.95
2004	86°	64.9°	94.5	1.82	5	54	13.2	56.9	10.3	308	5.53	4.07
2005	80°	55.6°	97.8	2.22	4	68	13.2	61.9	9.7	350	1.29	<1.0
2006	73°	60.8°	97.3	2.40	10	71	12.9	59.8	10.0	362	2.30	1.1
2007	87°	70.3°	91.1	1.71	6	48	12.9	59.7	10.2	354	.60	0.3
2008	79°	60.5°	92.6	.41	7	71	12.7	60.3	9.3	331	.90	<.5
2009	79°	63.9°	98.3	4.68	11	57	12.3	57.1	9.4	366	3.25	2.89
2010	85°	65.6°	86.8	7.60	4	66	12.5	58.8	9.9	333	1.61	1.37
2011	79°	58.5°	96.1	7.36	7	70	13.1	60.4	9.6	342	.94	0.42
2012	83°	58.5°	96.1	1.03	5	63	13.1	60.4	10.9	351	1.55	0.24

Hopkinsville, KY

2013-2018 Flowering period vs. Grain quality

Weather Data
Ft. Campbell, Kentucky

Grain Quality Data
1,000 Loads

Year	High Temp	Avg. Temp	Avg. High Humidity	Rain (In.)	# of Events	KY Yield	Moist.	TW	Protein	Falling No.	Dmg.	Vom.
2013	84°	64.8°	99.5	1.26	10	75	13.3	59.9	10.3	343	1.73	0.84
2014	84°	68.4°	99.5	6.57	9	71	13.3	59.9	9.52	349	1.55	1.43
2015	86°	64.9°	94.5	1.82	5	73	13.6	60.2	10.54	340	0.88	0.61
2016	80°	55.6°	97.8	2.22	4	80	13.2	59.9	9.5	354	0.70	0.15
2017	73°	60.8°	97.3	2.40	10	77	13.1	57.9	9.74	327	1.07	0.23
2018	87°	70.3°	91.1	1.71	6	66	13.1	57.7	9.71	325	1.35	0.87

Keys to Maximize Producer Profit

High Production



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graph TD; A[High Production] --> B[High Quality]; B --> C[Marketing Plan];
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High Quality

Marketing Plan

Current Cash Values – 02/24/2020



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U.S. Wheat & Barley
Scab Initiative

Additional Information

U.S. Wheat & Barley Scab Initiative

www.scabusa.org

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