



GATEWAY NEWS

August / September 2023

Manager's Report



By Carl Tebbe

Our Southern Illinois summer has been extraordinarily dry. Hopefully, rain will prevail in August to help the growing soybean crop.

Gateway FS donated to 16 area food banks

This year the Gateway FS Charitable Foundation donated \$38,500 to 16 area food banks. The donations are the result of matching donations from several of our business partners. The first partner is Cobank, the bank we use for daily operating funds, has a program called Sharing Success. Their program offers to match donations up to \$10,000. Our second partner is Growmark. Their Enduring Commitments program offers a match donations up to \$5,000. Gateway FS matched both the Cobank and Growmark donations at the maximum level. For a total available of 30,000.

The last leg of the funding comes from our patrons and several more business partners. Some patrons make direct donations, other patrons donate their Gateway FS patronage stock to the Foundation. The total of these donations is approximately 8,000. A big thank you to these folks for helping to feed the people in our communities.

Our total expenses for the Gateway FS Charitable Foundation amount to \$25 for annual filing fees with the State of Illinois. The expenses amount to less than 1/10th of 1%. All other funds go directly to donations to the food banks.

See photos of the donations on the latter pages of this newsletter.

Waterloo UAN Tank

Work continues on the Waterloo UAN tank expansion. The loading building is complete as you can see in the picture. The 1.5 million tank and the smaller ATS tank are both approximately 75% complete. We are scheduled to begin filling the UAN tank in late August. See picture or a visual of the project.

County Fairs

The summer county fair season recently completed. Gateway FS has once again participated in the county fairs, particularly at the 4-H animal auctions. The 4-H kids spend a considerable amount of time training the animals months before the fair, then cleaning and grooming the animals for show at the fair. Gateway FS along with many other businesses in the community support the kids by purchasing their animals through an auction process. It is refreshing to see our future farmers and future leaders in agriculture taking an active role in 4-H and participating at the county fairs.

Thank You

Thank you for supporting your cooperative, Gateway FS, this year. We look forward to partnering with you again as we enter a new fiscal year. Enjoy the rest of summer and enjoy this issue of the Gateway FS news.

(See Donation pics on pg 3)



Waterloo UAN tank, ATS tank and loading shed construction progress in late July.



Maci Richter of Breese with her 1590 lbs. Dairy/Beef cross steer at the 4-H auction in Clinton County on July 21.



GATEWAY FS, INC.

MANAGEMENT STAFF:

General Manager.....	Carl Tebbe
Controller.....	Brian Perez
Operations & Structures Manager.....	Greg Birchler
Credit Manager/AgriFinance Specialist.....	Craig Yoch
Agronomy Dept. Manager.....	Ryan Gonzalez
Energy Marketing Manager.....	Brad Maschhoff
Feed Department Manager.....	Jack Davis
Grain Department Manager.....	Adam Parker

LOCATIONS:

Baldwin - Keith Hamilton, Manager.....	785-2200
Evansville - Nick Morietta, Manager.....	853-2211
Chalfin Bridge Facility - Derek Hoffmann, Manager.....	458-6588
Kemper's Landing - Nick Maddox, Manager.....	458-6466
Prairie du Rocher - Dylan Bievenue, Manager.....	284-7200
Percy - Shane Moen, Manager.....	497-2135
Red Bud Elevator - Connie Muench, Manager.....	282-2646
Red Bud Structures - Greg Birchler, Manager.....	282-3454
Paint Service - Brian Garleb.....	282-3454
Nashville Elevator - Peter Pannier, Manager.....	327-8218
Nashville Warehouse - Eric Block, Manager.....	327-8816
Oakdale Elevator - Craig Ratermann, Manager.....	329-5311
Venedy Elevator - Alex Eade, Manager.....	824-6358
Breese Warehouse - Tim Richter, Manager.....	526-4539
Ferrin Elevator - Kent Hemker, Manager.....	226-3275
Woodlawn Warehouse - Jim Michael, Manager.....	735-2010
Waltonville Elevator - Ken Shubert, Manager.....	279-7251
Belle Rive Warehouse - Craig Simmons, Manager.....	756-2482
St. Mary's, MO LP Sales - Dave Baker, Salesman.....	618-612-7394
Warnock NH3 Plant - Tim Keller, Manager.....	281-4396
Waterloo Elevator - Berry Keller, Manager.....	939-6151
Waterloo Fertilizer Plant - Tim Keller, Manager.....	939-8237
McBride Facility - Mark Roth, Manager.....	573-547-2561
Ste. Genevieve Facility - Jake Gettinger, Manager.....	573-883-3552
RED BUD OFFICE.....	282-4000
NASHVILLE OFFICE.....	327-3046

Sell Grain Anytime, Anywhere with the Gateway FS App

Make, manage and monitor your grain offers easily for maximum profit on-the-go.



POWERED BY BUSHEL

Grain Remarks

By Adam Parker

Mother Nature typically dictates which direction the grain market goes during the summer months and this year there is no exception. However, this year, there are a few other outside factors influencing the markets.

The grain market spent the first couple of weeks of July digesting the June 30th USDA acreage report as the big shock was the soybean acreage that came in 4 million less than what was projected in March. Corn acreage estimates, however, topped trade estimates at 94 million, which was up from the 91.9 March projection. Wheat data was closer to trade expectations.

On July 12th, the USDA updated their yield projections for corn and soybeans which both came in higher than market expectations. Corn yield is now projected at 177.5, which is lower than the initial 181.5 estimate, but analysts were expecting an even bigger drop in yield. Soybean yield was left unchanged at 52 bushels/acre

despite expectations of it being slightly lowered. Many feel given the current crop conditions that the USDA will continue to lower yield projections over the next few reports.

The wheat market has been fueled by tensions in the Black Sea region after Russia decided to withdraw from the Ukraine export agreement. There were rumors that Russia plans to attack any ships in the region to be potential carriers of military supplies for Ukraine.

Looking ahead, grain markets will continue to be sensitive to weather forecasts into the middle part of August. The next USDA report will be issued on August 11th.

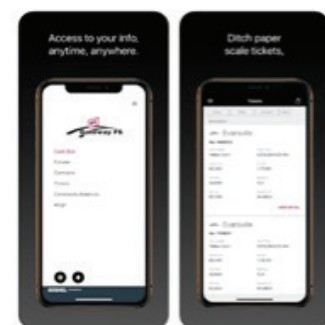
Stay up to date with your grain account information as well as the markets by downloading the Gateway FS app! You can also check out our weekly grain market webcasts by visiting www.gatewayfs.com. Feel free to call Michael Biethman, Phil Saale, or myself at the Red Bud office @ 618-282-4000



Gateway FS Grain
Gateway FS

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iPhone Screenshots



with any pricing offers or for any market information you may be looking for. We appreciate your business, and look forward to serving you in the future!

Energy News

By Brad Maschhoff
Energy Dept. Manager
Gateway FS Inc.

The energy markets have taken a more bullish tone in the past couple of months with crude closing just under \$79 over the 200-day moving average on 7/24/23. Gasoline has also posted 9-month highs on the same day. Tighter supplies due to OPEC production cuts have caused most of the bullishness in the market. OPEC will continue its 1-million BPD production cut through August. Most analysts believe we will continue to see tight supplies for the remainder of the year.

Propane prices have been following the crude market up

in the past few weeks with propane gaining about \$.18 since the end of May. This has been somewhat limited with the record number of builds in the propane stocks. If the hot dry weather continues this could be bearish on the propane market with limited grain dryer usage. Although, if oil markets continue to rally through the end

of the year propane could follow.

Gateway FS will be finishing up its propane summer fill program for its patrons at the end of August. As always Gateway FS has several different LP programs and sure there would be one that would fit your needs for the upcoming fall & winter. If there are any questions on any of our programs, please call 618-282-2174 and we will be happy to answer them.



CHARITABLE FOUNDATION FOOD PANTRY DONATIONS



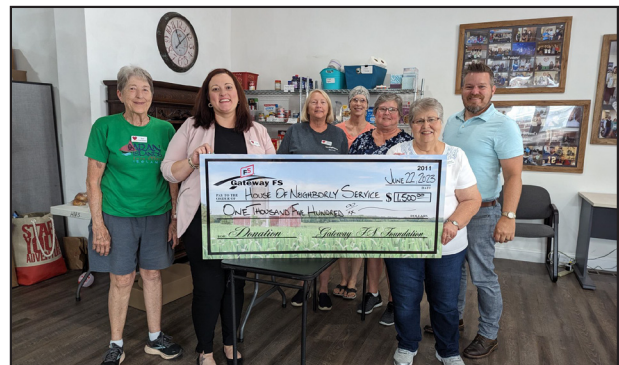
Angels on Assignment Food Pantry in Jefferson County, IL



Hope Christian Food Pantry in Monroe County, IL



Matthew 25 Food Pantry in Clinton County, IL



House of Neighborly Service in Monroe County, IL



Chester Area Christian Food Pantry in Randolph County, IL



St. Paul's Lutheran Food Pantry in Monroe County, IL



Red Bud Bible Church Food Pantry in Randolph County, IL



Society of St. Vincent De Paul in Ste Genevieve, MO



Westminster Presbyterian Food Pantry in Randolph County, IL



Baldwin Food Pantry in Randolph County, IL



Ladies of Charity Food Pantry in Perryville, MO



Concord Presbyterian Food Pantry in Monroe County, IL



St. John's UCC Mission Team in Monroe County, IL



Tilden Food Pantry in Randolph County, IL



Steeleville Community Food Pantry in Randolph County, IL



Irvington UCC Food Pantry in Washington County, IL

Japanese Beetles on Corn and Soybean

Japanese beetles are starting to become more evident in fields. This publication goes over this insect and potential in season management strategies.

Biology and Identification

Japanese beetles were first reported in New Jersey in 1916 and since then have become one of the most prevalent insect pests throughout the United States. Adults are shiny, metallic green with a coppery-brown wing cover. Six pairs of white hairs line the sides and back of the body. Females and males are about ½" long, with females slightly larger than males.

Damage

Japanese beetles feed on foliage or flowers of over 300 species of plants including fruits, vegetables, ornamentals, field and forage crops and weeds. Due to their feeding habits, they are known to be skeletonizers; they feed between the veins leaving a lace-like skeleton (Image 1). In corn and soybeans, adults can reduce the yield potential by interfering with pollination in corn and damaging leaf tissue and pods in soybeans.

In corn, the adults feed

on leaves, tassels, silks and pollen (Image 2). However, leaf feeding is unlikely to be of economic importance. The economic damage to corn is done when Japanese beetles clip the silk before or during pollination. This can result on corn ears being partially pollinated. Silk clipping after pollination is not of economic importance as it does not affect yields.

In corn, an insecticide treatment is recommended during silking if:

- 3 or more Japanese beetles are found per ear
- Silks have been clipped to less than ½" and pollination is less than 50% complete

On soybeans, Japanese beetles can cause high levels of defoliation (Image 3). Scouting is important during flowering time.

In soybeans an insecticide treatment is recommended when:

- 30% defoliation occurs before bloom
- 20% defoliation is observed between bloom and pod-fill and beetles are actively feeding

Scouting and Management

When scouting for Japanese beetles keep in mind

that higher numbers may be found on field edges. These beetle counts and defoliation assessments might not always represent true pest levels and may suggest unnecessary treatment thresholds (Fig. 4). Make sure to estimate Japanese beetle damage in at least five different random locations within your field (1 site per 10-15 acres is a good number to shoot for). Additionally, defoliation on soybeans tends to be worse on the top trifoliates. Evaluate severity by doing the following:

Sample a trifoliolate at random from the upper, middle, and lower canopy of a plant.

For each trifoliolate, remove the leaflet with the most, and least feeding damage.

Estimate feeding damage for the remaining leaflets and average to arrive at a plant estimate of feeding severity.

Management of Japanese beetles can be challenging as the adults are emerging and active over a long period of time. There are many insecticides labeled for control of Japanese beetles on corn and soybeans, mainly organophosphates and pyrethroids, which should provide good knockdown of the insect.

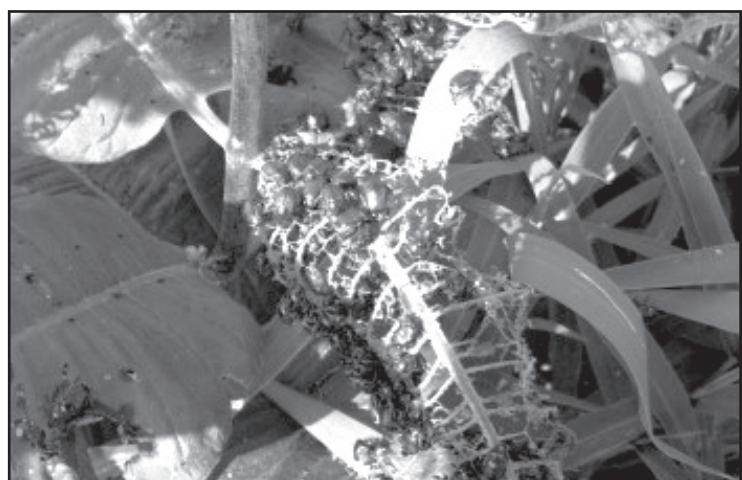


Image 1. Skeletonizing feeding pattern of Japanese beetles.



Image 2. Japanese beetles feeding on ear tip.



Image 3. Japanese beetles feeding on soybean.

Grain Dryer Pre-Harvest Checkup

It's probably accurate to say that there aren't many times of the year where harvest isn't a thought in the mind of a farmer. But as we move throughout this summer, that thought of harvest is going to grow much bigger in a short amount of time. So here at FS Construction Services we thought it would be a good idea to discuss the grain dryer pre-harvest checkup you will want to run on your grain dryers to make sure everything is operational and ready for the coming harvest.

FS Construction Services Suggests a Grain Dryer Pre-Harvest Checkup

This first one is obvious and yet too critical to ignore. Be sure to practice all appropriate safety measures when servicing or inspecting any electrical or mechanical components.

Next, you will want to per-

form a thorough cleaning. Check all augers, downspouts, and dryer columns for debris and signs of animals taking up residence. Clean your control box and sweep up the floors and clear out any standing debris.

As you're moving around your dryer, you can check for wear and tear. Inspect your belts to make sure they are not worn down and still hold proper tension. Make sure your hoses and connections are all secure and not leaking and check the burner for obstructions, nests, or anything that would prevent it from operating the way it needs to.

We know the days are

busy, but if you can get to this early enough, you will also have time for a test run. Firing everything up before you need to actually start filling it with grain is an invaluable step and can save you a lot of stress down the road.

If you have questions about preseason checks for grain dryers, or if you are in need of any new or updated grain system equipment, please let Gateway FS Construction Services know. Give us a call at 866-551-3454, and let our specialists help you find exactly what you are looking for. We look forward to providing you the best customer service experience.



Estimating Insect Defoliation in Soybeans

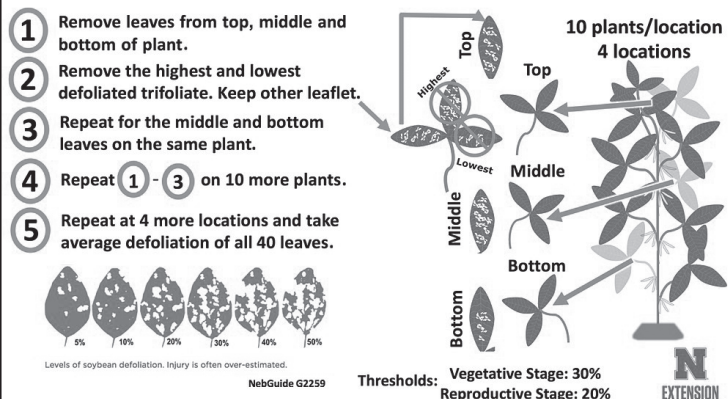


Image 4. Guidelines to properly estimating defoliation on soybeans.