



GATEWAY NEWS

June / July 2023

Manager's Report



By Carl Tebbe

As we enter June the summer season is upon us. Acres and acres of wheat fields will soon be turning to golden amber waves of grain. A truly beautiful sight. At the same time, corn and soybean plants are transforming earthen fields into row after row of invigorating green plant life. Thanks to our customers and all farmers for making these terrific scenes of nature available to everyone in the community.

Waterloo UAN Project

In the last issue of Gateway News we discussed starting the Waterloo UAN tank system and loadout building. Work has been progressing quickly. The attached picture shows the large UAN tank, measuring 92' in diameter. The finished tank will be 32' tall. At the time of the picture, the contractor has 16' of the steel sheets welded with the next ring being added as I write. The smaller tank is for ATS (Ammonium Triosulfate). The ATS tank is 24' in diameter and will be 32' tall when complete. The loadout building has the concrete foundation complete in the picture. Construction of the building is starting the last week of May.

The UAN computerized loadout system will be located in the building allowing customers to get loads 24/7 with various blends of straight UAN to UAN with ATS. The loading system will feature state of the art speed and accuracy. In addition, the building and concrete floor are designed to Illinois Department of Ag specifications for

environmentally safe loading. The system is being designed for 100% bottom loading, which is much safer for our employees, our customers, and our carriers. The project is expected to be complete in November 2023.

Gateway FS, Technology and You

For the last several years many of you have been taking advantage of our Grain App and the MyFS app for your smart phones. If you are not familiar with them, both are very easy to download and use on your phone or other handheld devices.

The Gateway FS Grain App allows you to check current futures prices and our elevator bid prices. In addition you see grain tickets delivered, grain settlements, contract balances and grain storage balances. All in the palm of your hand. It really is very, very easy to use. Call one of our grain originators, Adam, Michael, and Phil at 618-282-4000 if you need help downloading, activating or using the grain app.

We also have the Gateway FS MyFS app available for your smart phone. The MyFS app has all billing/field information related to your Fuel, LP, Feed, Agronomy or Structures activity with Gateway FS. The MyFS program is also available to use with a desk top computer. With the MyFS app, you can view recent tickets, account balances and many more data features related to your specific account. In addition you can pay your statement balance online using the MyFS App. Call Cheryl Nobe or Nichole Whelan in the Red Bud office at 618-282-4000 for help downloading or using the app.

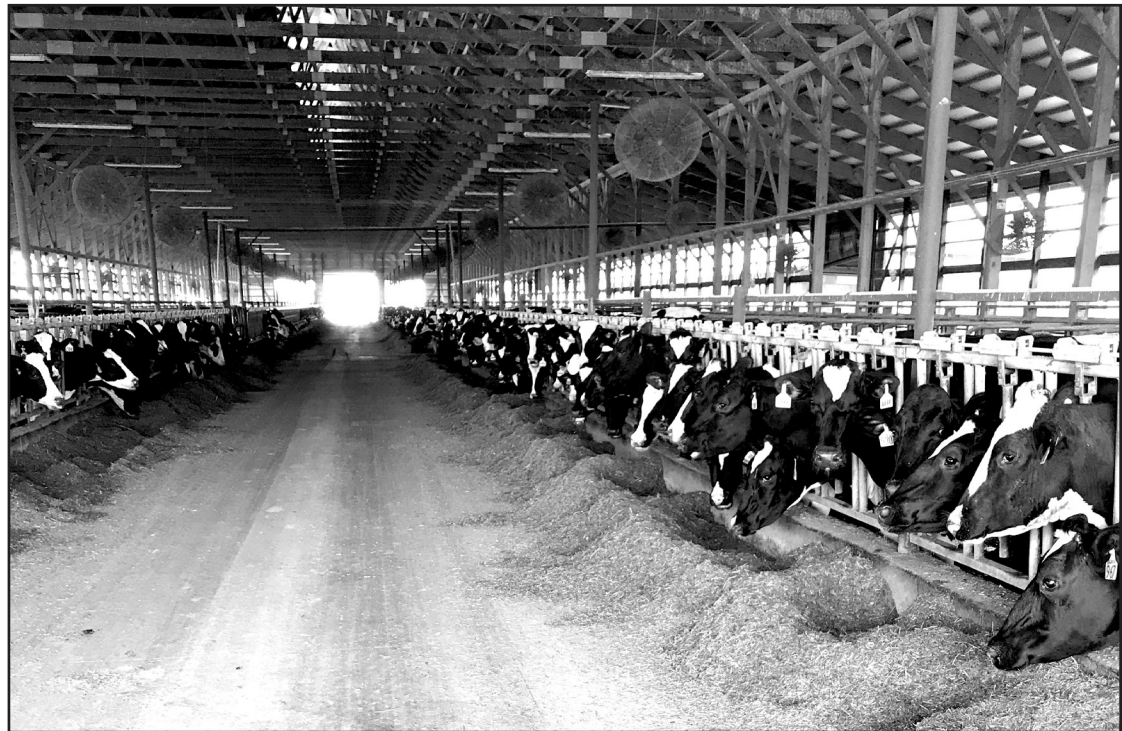
June is Dairy Month

Milk, Ice Cream, Cheese, and Butter are daily staples for every household. We are thankful for the hard work performed by our area's dairy producers as well as the livestock and pork producers.

Whether you are growing, hauling, or feeding agricul-



Waterloo UAN Project – 1.5 million gallon double wall steel storage tank.



June is Dairy Month – Holstein cows relaxing in the shade with overhead fans and plenty feed to eat.

tural products, you are part of the solution to feeding an ever growing world population. Dairy Farmers, This Milk is for You !

Gateway FS

Fiscal Year Progress

As we enter June, Gateway FS is winding down the last 2 months of its fiscal year, which ends July 31. We are on target to meet budgeted sales volumes established at the beginning of the fiscal year. While a lot can happen in the next 60 days, we feel patronage will be paid to

customers this year in the majority of the various segments of our business. One of the requirements to be eligible for patronage, is being a current dues paying member of a county Farm Bureau at July 31.

The Farm Bureau promotes and sponsors many legislative activities throughout the year to benefit farmers, and the rural communities in which we reside. If you haven't already, please take the time to get your Farm Bureau dues paid before the end of

July. If you are interested in joining the Farm Bureau for the first time, in Clinton county call 526-7235, in Jefferson county call 242-4510, in Monroe county call 939-6197, in Randolph County call 443-4511 and in Washington county call 327-8081.

Thank You

A special thanks to every customer for the opportunity to serve your needs this spring. Enjoy your summer and thank you for supporting your cooperative, Gateway FS!!

GATEWAY FS, INC.

MANAGEMENT STAFF:

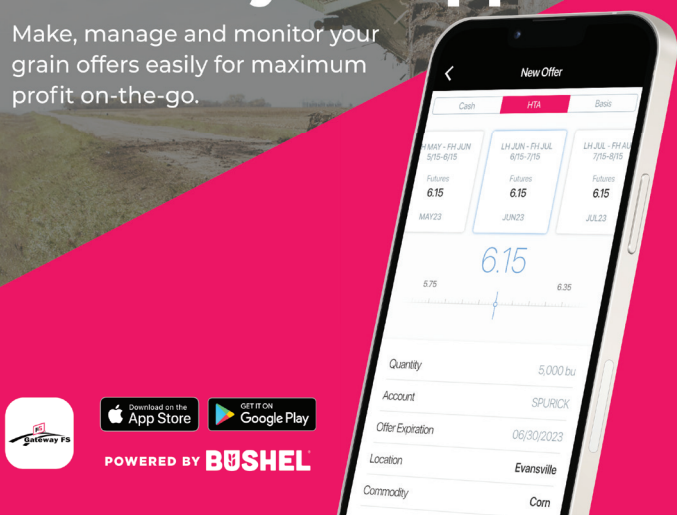
General Manager..... Carl Tebbe
 Controller..... Brian Perez
 Operations & Structures Manager..... Greg Birchler
 Credit Manager/AgriFinance Specialist..... Craig Yoch
 Agronomy Dept. Manager..... Ryan Gonzalez
 Energy Marketing Manager..... Brad Maschhoff
 Feed Department Manager..... Jack Davis
 Grain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

LOCATIONS:

Baldwin - Keith Hamilton, Manager.....785-2200
 Evansville - Colin Kruse, 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 - John Kohlen, 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

Grain markets this spring have been trading at the polar opposite of what they had been in the prior couple of years. In 2021 & 2022, the highs for grain prices were set in early May while this year markets were trading at their lows. There have been a variety of reasons for the different trend but a record large Brazilian crop and bearish USDA reports have been the main drivers.

On May 11th, the USDA released their first supply & demand estimates for the upcoming 2023/24 crop year. Corn and soybean carryouts both came in higher than the market expected while wheat came in under expectations. New crop corn carryout is projected to be 2.22 billion bushels, which was higher than the average trade guess of 2.0 billion and would represent an increase of 800,000 million bushels from this crop year to next. New crop soybean carryout was pegged at 335 million bushels which was higher than the average trade guess and also shows a

sizeable increase of carryout year over year. Total wheat production, however, came in 130 million bushels less than expectations as the USDA estimates there will be acres abandoned due to the drought in the Plains.

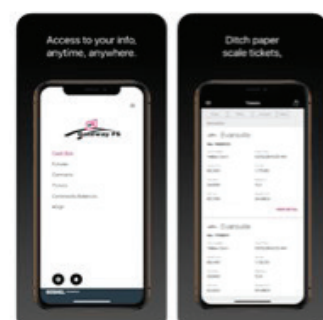
Export demand for U.S. grain has been weak over the past few months due to a record crop coming out of Brazil. In addition, Russia & Ukraine have extended their export agreement which allows Ukraine to continue to export grain.

Overall, we are entering the growing season, which can prove to be very volatile. We will soon find out if the market wants to put a premium back in the market for any hot & dry weather forecasts heading into the summer months.

Stay up to date with your grain account information as well as the markets by downloading the NEW 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



iPhone Screenshots



Bud office @ 618-282-4000 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!

Early Season Corn Growth & Development

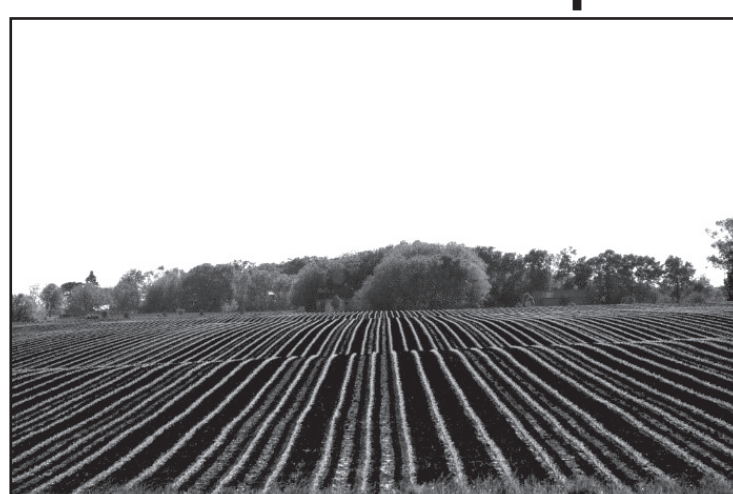
At about the V3 stage of growth, corn plants start to rely on the developing nodal root system to acquire the carbohydrates they need to grow.

If plants are under stress around V3, the seedlings may stall out in growth and appear paler than normal.

Several factors can result in stalled growth in corn, including temperature changes, cloudy weather, root pests and pathogens and ammonia injury, among others.

At approximately the V2-V3 stage of corn development, the corn plant starts to shift from relying on the seed for nutrients and carbohydrates to the new nodal root system, in conjunction with the photosynthetic capabilities of the leaves. When growing conditions are favorable and the seedling corn plant is healthy, this transition is nearly seamless. However, the impacts of pests, pathogens, poor climate, or other stress factors can result in issues with plant growth.

Results of stress on V2-V3 corn seedlings may appear to stall out in growth, and color may fade from dark green to yellow-green. This growth



hesitation normally doesn't last long, and corn plants quickly resume their normal growth and return to a darker green color. Nonetheless, this slowed down in growth and resulting aboveground symptomology can be a little disconcerting. If this V3 stall in seedling corn growth shows up in your area, take the opportunity to investigate the possible contributing factors. Certainly, a sudden shift from warm to cool weather is one of the most common sources of stalled growth. Another potential cause is an extended period of cloudy weather that can reduce photosynthesis and cause a growth slow-down.

Pests or pathogens that attack the new nodal roots or mesocotyl are also common sources of slowed seedling corn growth. These issues will often be less uniform in their expression across the field than are cool or cloudy weather-related issues. In addition, consider things like root injury from free ammonia in the soil. This kind of injury may take on a distinct field pattern.

Be assured that the V3 growth stall rarely lasts long, unless there is a serious underlying problem. Once the nodal roots contact and start taking up soil nutrients, the color and growth rate of the seedling corn will improve.

Jarret Herzog Profile and Preventative Maintenance

We work hard to ensure that the name FS Construction Services means something to those who hear it. Our ultimate goal is to make our name synonymous with hard work, quality, and great customer service. However, what truly makes FS Construction Services special are the individual employees who make up our team. Our collective expertise, experience, and skill is made strong by the wonderful employees who do this work day in and day out.

Preventative Maintenance Specialist

So we thought we would take some time to highlight our employees, explore what makes them such a great addition to our team, and give you an idea of how they might be able to help you. First up is our longtime Service Manager Jarret Herzog. Jarret is going to help us cover the topic of preventative maintenance this month.

During the almost 20 years Jarret has been Service Manager at FS Construction Services he has gained a reputation for being a quiet, modest, and

knowledgeable man. Those who have the pleasure of working with him quickly learn that he is trustworthy and straightforward. Jarret's experience really began when he was a child, growing up on a farm and learning how to work on agricultural equipment first-hand. He spent three years in the Navy on the USS O'Bannon then returned home and got an Ag degree from Southern Illinois University-Carbondale.

Since he stepped into his Service Manager role with us Jarret has been the go-to for service needs for our grain systems customers as well as our employees who serve them. "When I have maintenance issues or questions, I know I can trust Jarrett. He is always helpful, friendly and knows my operation." stated longtime customer Wes Kuergeleis.

Some of Jarret's top preventative maintenance tips are:

1. Rodent control. Check wire insulation for rodent damage. Mice can eat wires right up to the motor housing. To control mice, consider mouse bait or even



getting cats on the farm.

2. If drying system heaters won't light or burn, check to make sure no safety breakers have been tripped.

3. Check sweeps for wear and also check center verticals and chain couplers.

4. Inspect fans, heaters, safety circuits, bearings, and transfer augers.

5. Schedule a professional preventative maintenance service call well in

advance of harvest.

Many customers have their own "checklist" that they run down prior to harvest however, your best bet to ensure your grain storage and handling equipment is in peak working order is to have a professional come and perform a thorough inspection. Pre-harvest is always the best time to schedule these.

Next month, we will continue our preventative

maintenance series and cover information about the brands that we work with.

If you have any questions you'd like to ask Jarret or any of our other experts, 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.



Energy News

By Brad Maschhoff
Energy Dept. Manager
Gateway FS Inc.

What a difference a year makes. Last May when I wrote this oil was trading at over \$110 and moving up. As I am writing this article today oil is trading at around \$75 but is up about \$10 from about a month ago. All eyes will be on the OPEC+ meeting set for June 4th. Another production cut from OPEC could send oil prices higher for the remainder of the year. Although, we shouldn't see the highs that we saw last year.

As we come into the summer driving season the good news is pump prices are below last year at this time. A little concerning is that as of today, gasoline stocks for the United States are sitting at six-month lows and about 6% below the five-year average for this time of year. If we continue to see the demand for fuel rise through the summer prices could continue to move up, which is typical for this time of year. Hopefully we can avoid any major refinery

issues this summer to help keep any price spikes to a minimum.

Some good news is that propane prices have seen some pull back with some nice builds in propane stocks in the past month. Propane stocks are at 61.4 million barrels up from 44.2 million barrels this time last year. Prices should remain steady through the summer unless crude oil prices rise, and propane follows its lead. But this should be limited if we continue to see the propane builds over the course of the summer.

Gateway FS has started its propane summer fill program for its patrons and will run through August. Summer is typically the best time of the year to get your tank filled when prices are typically lower. As always Gateway FS has several different LP programs for the winter and sure there would be one that would meet your needs. If there are any questions on any of our programs, please call 618-282-2174 and we will be happy to answer them.



Simplify your business, see all your Gateway FS account information in one place.

myFS Solution Center Features include:

- Account overview
- View & pay invoices
- View statements, pre-pays, and bookings
- View product purchase history
- Access your FS AgriFinance account
- Explore field-level data; including current weather conditions, application history, and soil test results
- Sign contracts, view scale tickets and settlement checks
- Receive important news and notifications from FS and your salesperson
- More features coming soon!

Gateway FS also offers a paperless option for account activity, please call us today if interested, 618-282-4000.

**KEEP YOUR
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FINANCING**



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- Free up credit lines and improve cash flow
- Benefit from tax flexibility and grain marketing opportunities with credit limits, loan terms, conditions and repayment terms that match your farming operation's schedule

Talk to your Gateway FS crop specialist.

FS InVISION™ / FS HiSOY® / DEKALB® / Asgrow® / NK®



www.fsseed.com

FEELS LIKE HOME

**keep
your
cool**

TAKE ADVANTAGE OF OUR LOW SUMMER FILL RATES

FS Propane

SUMMER FILL IS FINALLY HERE!
Please call 618-282-2174 for Summer Fill Pricing.

The advertisement features a young girl wearing a pink hat with a flower and yellow sunglasses, smiling. The background is a bright blue sky. The text "FEELS LIKE HOME" is in a small box in the top right corner. The main text "keep your cool" is in a large, white, cursive font. Below that, "TAKE ADVANTAGE OF OUR LOW SUMMER FILL RATES" is in a bold, white, sans-serif font. The "FS Propane" logo is in the center, with "FS" in a red square and "Propane" in a bold, black, sans-serif font. At the bottom, "SUMMER FILL IS FINALLY HERE!" is in a large, bold, white, sans-serif font, followed by "Please call 618-282-2174 for Summer Fill Pricing." in a bold, white, sans-serif font.