



# GATEWAY NEWS

April / May 2024

## Manager's Report



**By Carl Tebbe**

The mild weather in March has allowed for much more field during the month. As we welcome in Spring it is time to work and drive safely. Keep a watchful eye for slow moving vehicles on the roadways.

### Gateway FS Financial Progress

After 7 months of operation in the current fiscal year we are on track or above budget with our budgeted income. A big fall of 2023 for fertilizer applications has provided results better than budgeted in the agronomy department. Our grain division is also running above budget as the corn and soybean markets are in a carry position. The last 2 years the grain markets were inverted, which created logistical and marketing challenges. Our energy, feed and structures divisions are also above budget. LP Gas is running behind budget with the warmer than normal winter season. Our fiscal year results depend heavily on a strong spring season, we believe, depending on the weather, that we are in position to have good results through the spring season.

### Fuel Our Future

In February we held a promotional program at our Fuel 24 stations in Randolph County to donate to 5 high school FFA chapters in Randolph County. The five high schools were the recipients of \$640 each – Sparta High School, Red Bud High School, Chester High School and Steepleville High School and Christ or Savior High School in Evansville. We call

the program Fuel our Future. 3 cents a gallon is donated to the FFA. Details and pictures are on the following pages of the Gateway News.

### Stock Redemptions

Gateway FS redeemed over \$1,331,000 of patronage stock in March. The year of the redemptions was 2013 and all prior year issues. This redemption along with the cash patronage paid in November 2023 generates a total of \$7.5 million in cash returned to member owners of Gateway FS.

This year's redemption approved by the Board of Directors keeps us on a 10-year redemption schedule of prior year patronage stock.

The redemption of prior year patronage stock and the cash in the current years patronage is only made possible by the support of every patron of Gateway FS. As a cooperative, we will continue to distribute earnings back to our owners. No other business structure in the grain and ag supplies business has the ability to refund a portion of purchases back to you.

### Gateway FS Apps

Did you know you can reach us via cell phone apps? For grain futures, grain bids, grain contracts and

your grain tickets use our Gateway FS Grain app. The app is easily downloaded to your smart phone. Once downloaded and activated, customers can easily track grain scale tickets, contracts and settlement information. If you haven't used it yet, get it today. It is free to use and easy to use. Contact Adam, Phil, Michael or Sarah in our grain area for assistance if needed. 618-282-4000.

Another app for our ag

supplies side of the business is the Gateway MyFS app. Once downloaded from our app store, contact Nicky or Cheryl in our Red Bud office for login credentials 618-282-4000. Sales invoices, paid on account information as well as field data – boundaries and spraying or spreading information is available at no cost to customers. If you haven't used the MyFS app yet, give it a try. Your data will be at your fingertips 24/7.

### Think Safety

As we start the spring season, we all need to practice safe operating procedures and practices. Accidents only take a fraction of a second to happen, but the ramifications of the accidents last a lifetime. Let's all work safely this spring.

Last but not least, Thank you for the business you do with Gateway FS! Enjoy this issue of the Gateway News and have a safe, prosperous spring in 2024.

**It's Planting Season!**

**Keep our Farmers Safe!**

1. Slow down on rural roads
2. Pass ONLY when the road is clear
3. Don't assume the farmer can see your vehicle
4. Don't tailgate farm tractors on the road
5. Pay attention!

**Gateway FS**

Bye bye paper statements.

**Hello myFS Solution Center.™**



# GATEWAY FS, INC.

## MANAGEMENT STAFF:

General Manager..... Carl Tebbe  
 Contoller..... 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 - Matt Strieker, 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**

# Grain Remarks

By Adam Parker

As the busy spring time is upon us, do you wish you had all of your grain information at your fingertips? Gateway FS has a grain marketing app that is available for download in your phone's app store. Here is what you need to get started.

First, go to wherever you download apps on your phone and search Gateway FS Grain.

Once the app is downloaded, open the app and you will be prompted to log-in and enter your cell phone number. A 6-digit verification code will be texted to you to enter to complete the log-in process. If you have any issues logging in, please call the Red Bud office at 618-282-4000 for further instructions.

Once logged in, you will be able to access all of your grain information from contracts, settlements, tickets, storage balances, etc. along with Gateway FS location's grain bids and push notifications. At the top of each page, you will be able to filter information based off commodity, delivery dates, location, etc.

The data on the app is updated throughout each day

so you will have as close to real-time information as possible. If you wish to have additional accounts set up to view on the app, please contact the Red Bud office or your local elevator so we can update your information.

Lastly, you can now sell grain straight from your phone! To make an offer, go to the cash bids tab, click your location, and once on the cash bids page there will be a 'make offer' button under each commodity. Once on the make offer page, you can choose between different delivery periods, contract type (cash, HTA, or basis), the price level you want to sell at, etc. Finally, once the contract is filled, you will receive a notification on your phone.

As always, stay on top of the markets by checking out our weekly grain market webcasts by visiting [www.gatewayfs.com](http://www.gatewayfs.com) or feel free to call Michael Biethman, Phil Saale, or myself at the Red 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!



Gateway FS Grain  
Gateway FS

install

iPhone Screenshots

# Nitrogen Management as a System

- *Nitrification and urease inhibitors protect applied nitrogen from loss in the field.*
- *Split applications of nitrogen increase the available time for crop uptake.*
- *Biological nitrogen products add small amounts of nitrogen in the growing season.*

## The Importance of Nitrogen for Crop Growth

Nitrogen is an essential nutrient for crop growth. Applications of nitrogen fertilizer can substantially increase yield which allows more food to be grown from less acres. However, when more fertilizer is applied than can be used by the crop, nitrogen can be lost to the environment via denitrification, leaching and volatilization.

## How Can We Protect Applied Nitrogen?

Nitrogen stabilizers are critical for protecting the financial investment we have made in fertilizer. Most synthetic fertilizers contain nitrogen as ammonium (NH4+) or a form of nitrogen that will be converted to ammonium.

This is ideal because ammonium is easy for the crop to uptake, however, bacteria in the soil rapidly convert ammonium to nitrate (NO3-) which is also available for plant uptake but can easily be lost to leaching or denitrification. Nitrification inhibitors keep the applied nitrogen fertilizer in the ammonium form longer, preventing nitrogen from being lost to the environment and ensuring it is available for crop uptake. Nitrogen fertilizer that contains urea can also be lost to the environment via volatilization. Regardless of whether the urea is incorporated, urease inhibitors are needed to keep the nitrogen in the soil and available for crops. Split applications of nitrogen are another crucial management step that prevent nitrogen loss and increases its availability for crop growth. By splitting nitrogen fertilizer into multiple applications, we can limit the amount time the nitrogen is in the field and can be lost via denitrification, leaching

and volatilization and deliver the fertilizer closer to the time when the crop will use it. Based on 37 MiField trials from the past 5 years - split applications of nitrogen gain on average 10.2 bu/acre compared to single pass nitrogen programs.

## Biological Nitrogen

New products, such as Envita™ are emerging to help growers managing nitrogen by adding a biological source of nitrogen. These products include the application of living bacteria to the crop that can fix atmospheric nitrogen and provide a small amount of nitrogen to the crop throughout the growing season. Envita™ has been tested on corn in 117 MiField trials and on average has show a 4.9 bu/A gain and a \$16 ROI/A.



# Sell Grain Anytime, Anywhere with the Gateway FS App

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

Download on the App Store  
GET IT ON Google Play

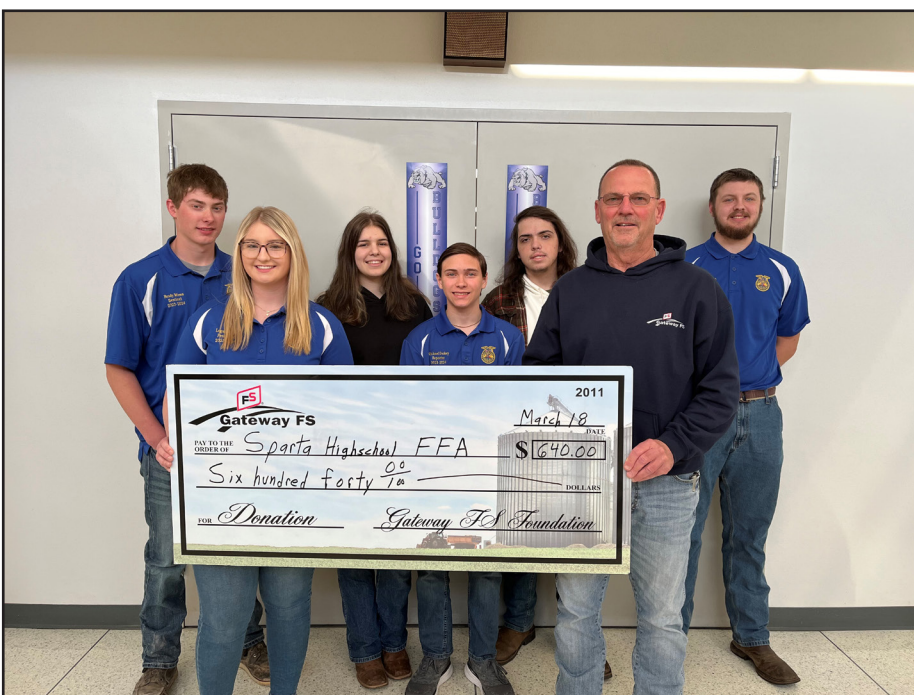
POWERED BY BUSHEL



Steeleville High School FFA



Christ Our Savior FFA



Sparta High School FFA



Chester High School FFA

# Energy News

**By Brad Maschoff  
Energy Dept.  
Manager  
Gateway FS Inc.**

After hitting 5-month highs towards the end of March of over \$83 the crude market has become a little more stable but continues to hold over \$80. The catalyst for the strength in the market came from Ukraine targeting Russian oil refineries. This has taken some oil off the market that would have been exported out of Russia on to the open market. The U.S. has requested that Ukraine stop the hits on Russian refineries to help keep oil supply on the market and help keep prices at bay. If these types of

strikes continue this will keep pressure on the market and potentially see more oil exported out of the U.S. We will also see added demand for gas and diesel as we come into spring driving and more diesel demand for spring planting.

Propane prices have softened some due to the very mild winter and probably could have been a little softer if it wouldn't have been for the recent strength in the oil market. I think this trend should continue since we are coming out of the heating season and into the warmer spring and summer months. This should allow the propane stocks to increase unless we

start to see our already high exports numbers grow significantly.

Every March Gateway FS hosts a waste oil collection day at our Nashville warehouse location. This year it was held on March 20th and was once again a big success. Last year we collected over 2,200 gallons. This year we collected just under 2,800 gallons. This was a great opportunity to dispose of used oil properly and have it recycled. I would like to thank everyone that came out to support the event and look forward to next year.

Gateway FS just finished our Fuel Our Futures Campaign that ran for the month of



Red Bud High School FFA

February. This year the campaign benefited the FFA chapters in Randolph County. Gateway donated \$.03/gallon for every gallon sold at our Sparta and Prairie du

Rocher fuel stations along with N&B Fast Stop in Red Bud. This year the FFA chapters from Christ Our Savior, Chester, Red Bud, Sparta and Steeleville

each received a check for \$640. I would like to thank everyone who came by to support Gateway & N&B to make this another success.

# Five Benefits of a Steel Building for Farm Storage

Here at FS Construction Services, we are grateful to be living in a time when engineering and technology have gotten to be so good and efficient, that whether you ultimately choose a steel or a wood building for agricultural use, either way you end up with a dependable, useful structure that should last you for a long time. That being said, you might be saying to yourself, "I've still got to choose one. So which one should I go for?" So we thought we'd take a little time to discuss some of the unique benefits that a steel building provides, especially a steel building for farm storage.

## **A Steel Building for Farm Storage Advantage Cost Over Time**

A steel building might cost you a little more up front, but over time, you're likely to make back that investment. Steel buildings are unbeaten in their durability and longevity.

## **Convenience**

One of the great benefits of steel is the ability to have a building with clear, unbroken spans of space. This is particularly necessary for storing or moving large farm equipment, but having the uninterrupted space can provide a number of other conveniences and efficiencies that you don't get with support pillars.

## **Lower Maintenance**

Of course, no building is no maintenance, but low maintenance is possible. With steel, you don't have to bother with re-painting, and you don't have to worry about mold, termites, or fire damage.

## **Protection**

Speaking of fire damage, steel buildings also allow for great wind and impact resistance. So if you are living in a place where the weather can get rough, the strength of steel will provide some peace of mind.

## **Options**

Steel buildings are often



very customizable, from colors to styles to layout. If you have a specific or unique requirement, you will find that opting for a steel building might provide you the options

you need.

If you are looking at a new building, and would like to talk to steel or wood, 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.

# HAVE A SAFE AND SUCCESSFUL SEASON.

