The Gateway FS Elevator at Waltonville was purchased from Waltonville Grain by Agripride FS in 1996. Waltonville Grain was privately owned by 9 farmers. Since 1996, this location has experienced exponential growth. A new office and scale was installed in the late 1990’s, bin space was added in early 2000’s, and in 2006, a new dump pit, grain leg, and more bin space was added. The final addition came in 2011 when a 500,000 bushel bin space was added. Total storage capacity now stands at 1.3 million bushels. Currently the Waltonville elevator is one of the highest in grain receipts from farmers in the Gateway FS elevator system.

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Manager's Notes

March of 2013 weather has certainly been much different than last year. Looking back at my notes reflects last year end of March having over 50% of the NH3 nitrogen applied to fields as well as a start to corn planting. We are hopeful that the later start this year will result in better yields in the fall.

Long Range Planning

Late in February, the Gateway FS Board of Directors and Management staff attended a day long range planning meeting at the Sparta Shooting Complex. Since the merger in October 2011, this is the first opportunity we’ve had to plan for long range issues facing the agriculture industry and Gateway FS. In this process we’ve identified 12 drivers of change and how these drivers will affect our business. The drivers range from fragile US and World economies to a growing world population to consumer demands and food safety.

I have to thank your Board of Directors for investing the time to research these issues and develop plans for Gateway FS to not only survive these drivers of change in the upcoming years but accelerate as a farmer owned cooperative.

Percy Elevator Progress

The expansion progress at our Percy Elevator continues as planned. In the picture are 3 new bins totaling 975,000 bushels of additional storage space. The new grain legs, dump pit building, grain dryer and electrical service are still in process of installation. We are still planning on a completion date just before wheat harvest of June 1, 2013.

Stock Redemptions

Gateway FS redeemed over $600,000 of patronage stock in March. The years redeemed included 1991-1993 and all prior year issues. This redemption along with the cash patronage paid in November 2012 generates a total of $2,464,000 in cash returned to member owners of Gateway FS.

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.

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 2013.
Employee of the Month, Allen Johnson

Allen started out part time at the Waterloo Fast Stop ten years ago. He has worked his way up to Shift Leader. As shift leader he helps with the hiring, scheduling and other essential jobs functions required to run the Fast Stop. He lives in Prairie Du Rocher, where he was raised. Allen has three nieces and one nephew all under the age of six. Allen stated that when he comes home with candy he is the best uncle in the world, when he forgets the candy, he is the worst. Allen’s hobbies are basketball and cards. He enjoys going to a local casino once or twice a month and playing three card.
“Brian “Boomer” Garleb receives Top Achiever Award from GROWMARK”

On Feb. 4, 2013 the “Top Achiever” plaque was presented to Brian Garleb. This award is for outstanding achievement in paint sales. Boomer was #1 of the Top Ten and was awarded the “Top Achiever” for 2011/2012. He has such enthusiasm for what he does. He always strives to be the “Top Achiever”. His success really speaks for itself in repeat customers as well as new ones. In the last ten years there isn’t a time that he was not in the top 3, many times #1. GROWMARK Facility Equipment appreciates everything that Gateway FS does to support such outstanding paint sales.

Tim Richter receives Partner In Safety Award

Tim Richer (Left), location manager with Gateway FS in Breese, IL was awarded the 2012 Partner In Safety Award by Carl Tebbe (Right), General Manager. Recipients of this award are recognized for the following safety skills:

• Consistently promote a safe working environment
• Supports coworkers in safety situations
• Demonstrates a positive outlook
• Identifies workplace hazards and makes corrections

Gateway FS depends on each employee’s willingness to create a safe working environment. Recognition for exceeding normal safe work habits was the idea behind the Partner in Safety Award. For the past seventeen years, Gateway FS has recognized employees who stood out among their peers for their safe work principles.

We congratulate Tim on his hard work to obtain this award.

Meet Adam Parker

Gateway FS is pleased to announce that Adam Parker started March 4, 2013 as the Assistant Grain Merchandiser based in the Red Bud Office.

Adam recently came from Bunge Grain in Burlington, Iowa, where he is managed a river terminal. His duties included managing barge freight, truck freight, grain origination and daily terminal operations. Prior to that he worked at Bunge’s Shawnetown, Illinois river terminal originating grain for the terminal with 30 million bushel annual throughput. He is 2010 Graduate of SIU Carbondale with a degree in Agribusiness Economics. He was raised on a dairy farm north of Hecker, IL. Adam lives in the Hecker area with his wife and 2 daughters. Feel free to discuss any of your grain merchandising needs with Adam at 618-282-4000.
Grain Remarks

By Wade Marten

Effective Sunday, April 7, 2013 (trade date Monday, April 8), all CBOT, KCBT and MGEX Grain and Oilseeds Futures and Options will reduce electronic trading hours on CME Globex.

"Over the past several months, we have received significant customer feedback about the current CBOT grain trading hours," said Tim Andriesen, Managing Director, Agricultural Commodities and Alternative Investments, CME Group. "As a result, we engaged our customers more formally through one-on-one conversations, focus groups and an online survey, which attracted more than 4,000 responses, to determine what hours best meet their needs. While there were varying opinions about what the modifications to hours should be, we believe these changes balance the needs of our diverse global customers based on their feedback." Beginning April 8, electronic and floor trading hours for CBOT Corn, Soybeans, Wheat, Soybean Meal, Soybean Oil, Rough Rice, Oats, and KCBT Wheat futures and options, plus all related CBOT and KCBT calendar spread options and inter-commodity spread options, will be amended as follows:

- Sunday to Friday, electronic trading from 7:00 p.m. to 7:45 a.m. CT (central time)
- Monday to Friday, break in electronic trading from 7:45 a.m. to 8:30 a.m. CT
- Monday to Friday, floor and CME Globex trading from 8:30 a.m. to 1:15 p.m. CT

Daily settlements for CME Globex and floor trading of these products will be based on market activity at or around 1:15 p.m. CT each day.

The Senate Committee on the Environment & Public Works approved a compromise water resources reauthorization bill, but not before adopting several amendments to the deal cut between panel Chair Barbara Boxer (D, CA) and ranking member Sen. David Vitter (R, LA). Senate Majority Leader Harry Reid has said the full Senate could take up the bill in late April.

One amendment accepted would set up a committee to study Army Corps of Engineers waterways projects that should be scrapped because they’re no longer feasible or “in the federal interest.” Vitter said this amendment was directed at clearing the “ever increasing” backlog of projects.

The Army Corps of Engineers has a $60 billion backlog of construction projects but only about a $1.4 billion annual construction budget. Not included in the bill was a proposed reworking of the Inland Waterways Trust Fund, which pays for repairing and modernizing locks and dams. This means an increase in the diesel tax sought by barge operators through separate legislation to upgrade locks and dams is not in the bill at this point, and one waterways executive said “time is running out” to increase these investments. However, Boxer said both she and Vitter support the tax increase and that language could be added during full Senate floor debate.

The bill says all monies collected under the Harbor Maintenance Trust Fund can only be used to dredge and maintain the ports, creates a levee safety program and sets up a pilot program to finance flood control, water supply and wastewater projects through loan guarantees. The bill also sets “incentives” or penalties to federal agencies to accelerate approval of environmental reviews, licensing and permitting, with agencies being slapped with fines for not rendering permit or license decisions by set deadlines.

House Transportation & Infrastructure Committee Chair Bill Schuster (R, PA) was pleased with the Senate action, but on the inland waters diesel tax increase, reportedly told the waterways groups that a fuel tax increase is not the most politically palatable way to increase trust fund dollars. In a related development, Sen. Richard Durbin (D, IL) introduced a bill to allow the Corps to “explore agreements” with private companies as alternatives to waterway project financing, planning, design and construction, and would identify various projects which would qualify for federal/private cooperation.

Karen Moeller Retires

Karen started working in November of 1996 at the old Structures Building behind Texaco behind Bill Sauer and Denny Heck as an office clerk. After that building burned down and after the move to the new building, she became an administrative assistant for Greg Birchler as well as clerk for the Structures and Paint Department. Her future plans for retirement include gardening, camping and spending more time with her family.

Old Man Winter

Old man winter will not let spring come. I know most of you, like me are getting tired of winter. This time last year I was out and about doing jobs. Well this time it’s not working. I thought we could talk about painting outside, when spring comes. I saw people painting a roof right over rust. First the roof looked great, but within 4 to 6 months rust came through. If you take the time to prime your job will last longer. Once your priming is done. Second you apply a top coat. Top coat can be Aluminum, white, green, blue anything you wish. Your top coat is their to make the roof, sides, bin look their best. I have all the primers and topcoats to do any job you wish to do. Finally, I want to remind you that the fly by night guys will be out. I have seen them already when it was 70 degree one day. The people that come around like that don’t take time to prep or prime. They run and gun for a cheap price. When you see the black coming through, paint on the ground after a rain, your job will not last. So if you do it yourself or have it done please make sure the prep work and priming is done right so you will be happy with your building. I would be happy to give you a proposal just call me at 618.972.9516 or drop an email to bgarleb@gatewayfs.com. I will put in the next time keep painting.