Manager Notes

Carl Tebbe

Summer is moving along quickly, it won’t be long until the kids return to school, which is the first sign of the end of another summer. Our employees have been busy all summer, as have you, trying to wrap up the spraying season and preparing for the fall harvest. We are hopeful for favorable weather conditions through August and September for a good harvest.

Barge Tour

The annual Lower Kaskaskia Stakeholders (LKSI) barge tour is scheduled for Friday evening September 9th. This year the barge will leave the Evansville marina and travel on the Kaskaskia River. This year the theme is “100th Anniversary of Illinois Farm Bureau.”

Rich Guebert, President of the Illinois Farm Bureau will be a guest speaker along with retiring Illinois State Senator Dave Luechtefeld speaking. If you are interested in attending please contact Cheryl at our Red Bud office (282-4000) for ticket availability.

Farm Bureau and Gateway FS

In early June the Farm Bureau Managers from the 5 counties in Gateway FS territory met with the Gateway FS staff in Red Bud. We discussed a number of issues all revolving around better service and better information for our members. After the business meeting, we toured the Fertilizer Terminal in Baldwin. (See photo below)

Our relationship with Farm Bureau goes back to the 1930s, when local farmers, with the help of Farm Bureau, formed cooperatives to buy agricultural inputs and supplies used on the farm. Some 80 years later our relationship with the county Farm Bureaus is still strong.

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.

Fiscal Year End and Stock Redemptions

As we wind down our fiscal year, we look back at our accomplishments. Gateway FS is having a good year financially, although not as good as last year due to a smaller grain harvest, a warm winter for lower LP gas sales and fewer grain construction projects. Despite these reductions, we should be in position to pay patronage to our producers again this year. We will have final income numbers to report in early October. From those income numbers the Board of Directors will make decisions on patronage payments.

Also this past year, we redeemed over $610,000 or 3 years in prior year patronage stock. Our oldest outstanding patronage stock is now the 2005 issue or 11 years in arrears. We are committed to keep the ownership of the company in the hands of its current users.

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.

Roger Liefer, Propane Sales and Delivery, for Randolph and Monroe County retired from Gateway FS after 44 years of dedicated service. Roger started with Randolph Service at the age of 18 in May 1972 as an Anhydrous applicator and worked in the appliance department. After two years, he moved to LP Sales and Delivery where he remained until retiring on July 29, 2016. When asked what he will be doing in the years moving forward, Roger stated he will be busy traveling, hunting, fishing, golfing, and spending time with his grandchildren. Roger and his wife Marilyn reside in Red Bud. We thank Roger for his service and wish him the very best in retirement.

Roger Liefer retires from Gateway FS
David Schultz, propane sales and delivery driver for Gateway FS retired June 30, 2016. Dave started with AgriPride FS in April 2006. When asked what he plans on doing in retirement, Dave stated he will complete an extensive “Honey Do” list at home, tend to his cattle, and do some traveling. He and his wife Faye reside in Mt. Vernon. We thank Dave for his dedicated service to Gateway FS and wish him the very best in retirement.
Grain Remarks

By Adam Parker

Grain marketing can be a roller-coaster ride during the summer’s “weather market.” One day the 10-14 day forecasts show rain and the markets are lower, just to be followed up by a drier revision and back up the prices go. These volatile market swings can leave producers very frustrated because it is very hard to predict what lies ahead.

From a marketing standpoint, it’s hard to not look out your back door and see how the crops are looking and expect the grain markets to react to that. The problem is that this summer we have seen such variability in rainfall throughout the Midwest that the market will focus in on certain areas (Iowa in particular) to gauge which way to trade the market.

Recent USDA reports have kept the markets down with high acreage & production estimates. On June 30, the USDA updated their estimates on planted acreage which showed corn at 94.1 million acres along with 83.7 million soybean acres. Both of these estimates are higher than last year’s total acres despite lower grain prices.

On July 12, the USDA gave their initial projections for what corn and bean production will be for this upcoming harvest. They pegged the impending corn crop at 14.5 billion bushels which, if realized, would be the largest corn crop on record. For soybeans, they provided a 3.88 billion bushel production estimate which would be the 3rd biggest crop we have seen. If these projections would materialize it would boil down to the demand side and how much of these crops can we consume.

As for wheat, this year’s wheat quality turned out to be better than what many were predicting. Unfortunately wheat prices have remained low for quite some time. With the global surplus of wheat in the world, it is hard for the markets to hold a rally for long. This year is no exception when you factor in that the U.S. produced more wheat than what was expected, it makes the outlook even bleaker. It may have to take a shorter wheat crop in a different country in the months ahead to make wheat get out of this funk.

In closing, while the markets are currently in a downward trend, the corn and bean crop is not in the bin just yet, and there may be opportunities for a rally with a hot and dry weather forecast. Be sure to have pricing offers in to take advantage of a short lived rally in the foreseeable future.

Feel free to call Dave Rohlfing, Michael Biethman, 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!

Soybean prices on the other hand, have held up a little better due to a hot and dry August forecast which is keeping the speculative funds in the market.

Picking The Right Paint Contractor

By Brian "Boomer" Garleb

Everyone is busy with work, gardening, repairs, etc. A lot of times, it is easier to hire a contractor to do the work for you. If you decide to hire a painter, you need to find the right one for the job. I have been in the painting business for 25 years. As a certified paint consultant in both residential and industrial coatings, my devotion to quality work is my number one priority. There are many “fly by night” painters or guys out there looking for extra work who can do the job. They may be cheaper on labor but typically the work comes without a guarantee and the quality of the work may suffer. You want to always work with a painter who is local, established, and insured. Ask questions about their preparation procedures and cleanliness. Also, ask for references so you can do additional research.

As your Gateway FS paint contractor, I use the best quality products and guarantee my work. We are certified and insured to handle the job. We specialize in interior and exterior residential, commercial, and industrial painting. Please call 618-972-9516 or email at bgarleb@gatewayfs.com for your painting needs.
The Gateway FS Charitable foundation recently donated $1,000 to the Western Egyptian Waterloo Food Pantry. The Gateway FS Charitable Foundation was formed to provide assistance to food pantries located in the Gateway FS five county territory of Monroe, Randolph, Washington, Jefferson, and Clinton Counties. Gateway FS assists farmers in the growing of food and the Charitable Foundation helps by giving back to the community assisting food pantries providing food to families in need.

Randy Braun Retires From Gateway FS

Randy Braun, manager of the Gateway FS Kemper’s Landing location, retired after 41 years of service. Randy started with Mon Clair Grain bins and buildings in 1975. He did various duties throughout Monroe County including driving the feed truck for Monroe Service until the manager’s position at Kemper’s came available in 1985 which is where he stayed until retiring. Randy helped with other duties throughout the company during the times of high water on the Mississippi River when the location would be closed.

Randy enjoys camping, Jeeping, and restoring antique tractors. He also competes in antique tractor pulling. He and his wife Leveta have two grown children and two grandsons. We thank Randy for his dedicated service with Gateway FS and wish him the very best in retirement.

Above GROWMARK CEO, Jim Spradlin addresses a group of young producers for Gateway FS at our Young Farmers meeting, held at the Sparta Shooting Complex on July 21. Also addressing the group was Gateway FS General Manager, Carl Tebbe. Both discussed topics of how Gateway FS and GROWMARK both work together as a partnership for their customers, improving overall operations ROI to making their lives easier. The program began with an hour presentation on Gateway FS and GROWMARK and finished with some fun shooting sporting clays and a steak dinner and networking at the end of the day.