



GATEWAY NEWS

Huelsman Automotive leases Fast Stops' old automotive shop in Waterloo

With the construction of the new FAST STOP in Waterloo, our old FAST STOP location was closed. The automotive shop attached to that facility has been leased to Huelsman Automotive.

Huelsman Automotive, owned by Tim and Janet Huelsman of Waterloo, began in 1997 in Cahokia. Over the years the business has grown because of the quality of work provided and the care customers experience while their vehicles are being repaired. After the Huelsmans moved to Waterloo, they were looking for a facility closer to home where they could relocate their business.

Tim is an ASE Certified Master Technician with an Advanced Level Specialist Certification. He stays current on changes in the automotive repair industry by attending various classes throughout the year.

He has been working as a mechanic since he was 16 years old. Janet handles the office work and book-keeping for the business. They have three children.

The shop will continue to offer the same services and sell and use FS-brand lubricants. The telephone number remains the same—618/939-7880.



Featured Employee

This month, Richard Walter is our featured employee.

Walter worked for Gateway FS from 1972-1976, then left for a career at Sparta Printing. When that factory closed in 1996, he returned to Gateway where he works at the Evansville Elevator. He unloads trucks and loads barges.

He and wife Brenda live in Evansville and have three children and two grandchildren, with whom they enjoy spending time.

Manager's Column

New Grain Storage Bin

Gateway FS is adding grain storage for the first time in several years. The 513,227 bushel bin is being constructed at the Chalfin Bridge elevator. Chalfin Bridge was chosen because it is out of the flood plain and there is plenty of space

available for the large bin. The bin is 105 feet in diameter and 60' 1" to the eave. The new installation also provides the opportunity to greatly increase dumping speed at Chalfin Bridge. By adding an additional leg (bucket elevator) farmers will

be able to dump in both grain pits instead of being restricted to only one while the pit leg had to be used for the grain dryer. Volume at Chalfin Bridge has grown to where this had become a problem.

One of the challenges at virtually all of Gateway's elevators is poor soil conditions for bin construction. This is also the situation at Chalfin Bridge. While excellent soil for farming, the ground will not support a large bin. We have built other bins and the soil had to be dug out as deep as 25 feet and replaced with

tons and tons of rock. At Evansville they drilled 60 holes 35 feet deep and filled each with concrete.

For this new bin at Chalfin Bridge, Operations Manager Greg Birchler is employing a new technology that uses a big track machine with a large vertical probe. The machine forces the large probe into the ground to open compacted, 25 foot deep holes. Each open hole is then filled with multiple dumps of rock and the machine uses the same probe to compress the rock to 4,000 pounds per square foot. The photo shows

the track machine maneuvering (through the mud...imagine that this year!) through a grid of 330 flags which mark where each hole must be made. A wheel loader with a side-dump bucket then brings loads of rock to fill each hole. The probe is pulled out of a hole, rock is dumped into the hole and the probe is then used to pack the rock while the loader goes and gets its next load... a long and tedious 2-week process. This is just the first step...more update reports later. Happy New Year to everyone!



GATEWAY FS, INC.

MANAGEMENT STAFF:

General Manager.....Mike Kuhn
 Grain Manager.....Dwight Asselmeier
 Assistant Grain Manager.....David Rohlfing
 Crops Dept. Manager.....Jerry Roosevelt
 Petroleum Dept. Manager.....Dan Rieckenberg
 Controller.....Dennis Ernsting
 Operations & Structures Manager.....Greg Birchler
 Ag Finance Specialist.....Bob DuFrenne

LOCATIONS:

Baldwin.....785-2650
 Evansville - Steven Walter, Manager.....853-2211
 Chalfin Bridge Facility - Ronald
 Rodenberg, Manager.....458-6588
 Kemper's Landing - Randy Braun, Manager.....458-6466
 Prairie du Rocher - Jim Reinhold, Manager.....284-7200
 Percy - Lester Kothe, Manager.....497-2135
 Red Bud - Jim Reinhold, Manager.....282-2646
 Red Bud Structures.....282-3454
 Red Bud Structures Toll free Number.....866-551-3454
 The menu options are:
 For Parts & Service....."Press 3"
 For Construction & Overhead Door Sales....."Press 4"
 For Paint Service....."Press 5"
 For Personal Assistance....."Press 6"
 The extension numbers are:
 Karen....."10"
 Greg....."12"
 Brian....."15"
 Glen....."16"
 Jarret....."18"
 Sparta Facility Lester Kothe, Manager.....443-2181
 St. Mary's, MO LP Sales - Eric Moll, Salesman.....1-573-543-5145
 Steeleville - Petroleum - Ron Yesley, Manager.....965-9435
 Tilden - Cathy Pannier Manager.....587-4009
 Warnock NH3 Plant - Kevin Byer.....281-4396
 Waterloo Elevator- Randy Floarke, Manager.....939-6151
 Waterloo Auto Service - Dorothy
 Rodenberg, Manager.....939-7880
 Waterloo Fast Stop - Cheryl Sullivan, Manager.....939-4979
 Waterloo Fertilizer Plant - Ronald
 Rodenberg, Manager.....939-8237
RED BUD OFFICE.....282-4000
 Web site: gatewayfs.com • E-mail: mailus@gatewayfs.com

GRAIN NOTES

By Dwight Asselmeier



A month or two ago we mentioned the poorer quality of this year's crop. Although it's not a huge problem right now, everything seems to be in place for that to become a major issue later in the marketing year, so extra attention should be given this year to your grain in storage bins.

Most of the problems we anticipate will occur because this crop is the wettest we have harvested in many years. The crop had to come out of the field wetter than normal and we haven't had good dry air most of the time the grain has been aerated since harvest. We have already heard of a few instances of corn bins trying to crust on top and bin cores starting to deteriorate enough to get a sour smell. This process can proceed fairly rapidly and the wetter the grain, the quicker problems will advance. Storage problems will also be made more difficult by the fact that moisture in a crop like this year's tends to be less uniform.

The market is expecting quality

problems to arise again this year based partly on the experience of the '08 crop. Storage molds reached problematic levels by spring and persisted through the rest of the crop year. Fears of worse problems than last year are based on the fact that this crop was even wetter, and some places had excessive damage levels already at harvest.

The easiest way to avoid problems is to move the crop into the market early. That wasn't difficult last year as the market was strong through the winter and early spring. If you decide not to move your grain early, be sure to monitor your bins carefully and aerate frequently. Remember that to keep corn in storage for longer periods, it will need to be dryer than 15.0% to keep well, giving you extra drying and shrink costs.

2009 has presented its share of challenges and problems. If you mishandle the challenge of storing this crop, the problems will follow you well into the new year.

Safety Tips for Wood Stoves

It's important to follow a few simple safety steps when building home fires. These guidelines will help keep you, your family, and your property safe.

- Keep the stove or fireplace clean. A clogged chimney or a fireplace coated in residue will result in a smoky and possibly dangerous fire.

- Keep the fire under control. Building a fire that is too large for your fireplace or wood stove will not only wasteful, it's also dangerous.

- Shield your fire. Grates and screens placed across the front of the fire will prevent errant sparks from igniting your furniture or causing burns.

- Monitor your fire. Don't ever leave a fire burning without someone in attendance. When you go to bed or leave the house, ensure that the fire is completely extinguished and adjust the air intake vents on the unit to prevent oxygen from reaching the fire.

- Know what to expect. Fire logs and hard and soft woods are all safe to burn in your wood fireplace or stove, but make sure you know what you're burning so that you know how it will react.

Burn only approved materials. If you don't know what to expect, don't burn it! Home fireplaces are a wonderful addition to any environment, as long as they are used safely.



Pictured from right to left Brian Garleb and Rex Selix with new 75 ft. boom truck.



From the left Janna Otten and Dorothy Rodenberg.

A Blast from the Past

Attendees at Gateway FS's annual Christmas party may have felt as though they headed back in time when they arrived at the St. Mary's Parish Hall in Valmeyer. The 50's theme event saw employees breaking out the letter jackets, poodle skirts, and hula hoops.

The meal was catered by the Corner Pub in Valmeyer and received rave reviews. All who "made the scene" reported having a "far out" time!



Allen Johnson.



June Kezely.



Pictured from the left Laveta Braun, Joyce Kloth and June Kezely.



Meal catered by The Conner Pub.




Southern Thunder Band.



Gateway has purchased a new Rogator with 120foot booms.




*From
Gateway FS, Inc.*



THE PAINT CORNER

By Brian "Boomer" Garleb



I would like to introduce our new boom truck, which has a reaching ability of 75 feet. This truck will allow us to reach a roof at a further distance than ever before. It will also allow us to reach over a fence or stay out of your yard if conditions were too wet to drive on. You may have noticed the boxes on the sides with room to bring

along all the paint supplies needed for any job. This truck will have many uses and will help improve Gateway FS's ability to offer the best painting service around. If you would like an estimate, please call me at 618.972.9516 or email at bgarleb@gatewayfs.com. As this year draws to a close, I would like to thank all our paint customers for your business.



It's choosing seed with proven local performance.

FS Seed is grown, tested, researched and chosen in local soils and under local circumstances.

Contact your Local Crop Specialist at Gateway FS
618/282-4000



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FROM THE NATURAL RESOURCE**

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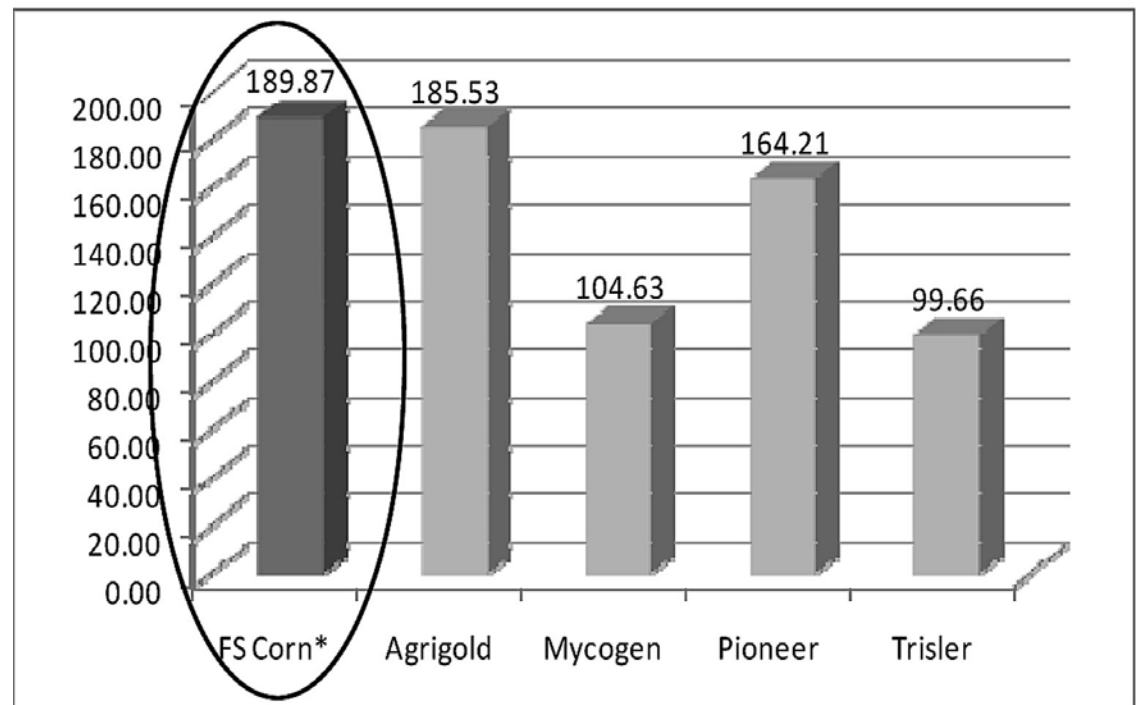
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**Data taken from FS Seed Plot Program, December 2009. FS 60AV3, FS 62JV3, FS 65BV3 and FS 65U21 compared to competitive products from Agrigold, Mycogen, Pioneer and Trisler in Gateway FS territory.*

Farming smart begins with FS seed

