



GATEWAY NEWS

Manager's Column

500,000 Bushel Grain Bin

The May 19th photo shows the concrete pump on the day of the final pour. This pour was to construct the bin's 95' diameter floor. Seven to eight concrete trucks were lined up all morning ready to offload into the giant pump truck. In a few hours, some 250 yards of concrete were poured and finished. The entire base, with footings and foundation, consumed over 800 yards of concrete. With all the rock and re-bar, the base weighs 4.0 million pounds. It will settle an inch into the ground and must be surveyed to ensure it has remained level. The bin itself along with the handling equipment weighs 500,000 pounds. Once filled, the 500,000 bushels of grain will add a final 28.0 million pounds of weight. Obviously a good, sound base is critical. We are very pleased with the high quality work each of the contractors is doing on this project and look forward to using it this fall.



Elizabeth McElveen is this month's featured employee

She started with Gateway FS in October of 1998, working part-time at the Sparta station. In the spring of 1999, she split her time between the Sparta station and Sparta warehouse, and became a full-time secretary at the Sparta warehouse several years later.

In 2003, McElveen became the safety training coordinator. She also assists with grid mapping and helps in the fall at the Evansville elevator, weighing trucks.

McElveen has two sons and one daughter, and two granddaughters, Isabella and Abriella. She enjoys outdoor activities such as fishing, camping, motorcycling, and yard work in her spare time.

Business Acquisitions

Gateway FS has purchased the business and assets of Tri-County petroleum in Monroe and Randolph counties. This includes a bulk petroleum plant west of Red Bud along Highway 3. The transaction was part of a larger acquisition involving several FS companies and GROWMARK. Most other bulk plants are being dismantled and taken out of service with deliveries now being made from existing FS locations.

Gateway FS also purchased the Chester location of Midwestern Propane Gas Company. This property consists of a bulk LP Gas storage site including three tanks located along Highway 3 north of Chester.

Agronomy By Jerry Roosevelt

Ammonia movement this spring went from zero to sixty in a very short amount of time. Several terminals faced outages, leading to limited availability across the Midwest.

According to GROWMARK, their cumulative ammonia deliveries for the spring 2010 season surpassed those of spring 2009 on April 1. The top four ammonia delivery days in the past nine years have been in 2010, with April 13 and 14 being the biggest delivery days since 1996.

Prior to the start of the season, Gateway FS had contracted with terminals at Wood River, Ill., Cowden, Ill., Memphis, Tenn., and Blytheville, Ark. As supplies tightened, we added contracts at Henderson, Ky., and Mt. Vernon, Ind. We also pulled from Meredosia, Ill., Henry, Ill., and Huntington, Ind.

As the lines at the terminals lengthened, so did the driving time. Some trucks were on the road six to seven hours each way to transport the ammonia back to the local site. During peak demand, Gateway FS needs 25 to 30 semi loads per day, but during this year's shortage we were receiving only four. However, we were well into the NH₃ season before the tight supply became a great problem.

GROWMARK's reputation as a dependable supplier hasn't been tested for several years, but I believe we proved once again that we can get the job done as good as anyone, and better than most suppliers. Gateway FS did need to turn down or postpone some requests for NH₃, but many of these were patrons who had purchased ammonia from another retailer who could not meet demand. We felt that we needed to first honor the contacts made with Gateway patrons before taking on new customers.

