



# GATEWAY NEWS

## Manager's Column

### FISCAL YEAR-END

The audit of Gateway FS's 2009-2010 fiscal year ending July 31, is being finished as of this writing. While a full report of the year-end will follow the annual meeting held November 11, preliminary numbers indicate a record year. Sales reached a record \$217 million resulting in record earnings of \$5.2 million. Patronage refunds from earnings will be paid to members in November. Thanks to Gateway's loyal members for providing such an outstanding year.

### GROWMARK YEAR-END

One of the main contributors to Gateway's record earnings was patronage refunds from GROWMARK paid in Gateway's 2008-2009 year from GROWMARK's 2007-2008 year. The 2007-2008 year was a record for GROWMARK and its 2008-2009 year was also outstanding with the fourth highest earnings ever. Both GROWMARK's and Gateway's last two fiscal years were dramatically affected by large swings in product prices and grain basis creating some extraordinary gains and some extraordinary losses. When we experience such times, I am proud that Gateway FS and GROWMARK are well-financed and properly diversified so the cooperatives can withstand and even thrive under such market conditions.

### WATERLOO FAST STOP OPEN

Gateway FS opened its brand new Fast Stop Convenience Store in Waterloo early on the morning of October 12<sup>th</sup>. It is wonderful. Customers have been very happy with the store and all the product offerings. We have received a lot of compliments. All of us look forward to serving Gateway's many loyal customers the best we ever have.



The new Fast Stop offers the largest selection of cold beverages of any store in town. Big, new coolers feature modern L.E.D. lighting which especially highlights the products and makes everything look bright and fresh. There are new selections of fresh-prepared foods, coffees and snacks. A large new freezer section offers a bigger selection of bagged ice and frozen food products.

Gasoline and E-85 pumps feature modern graphics and are easy and convenient to use. The diesel pumps are called Ultra-High-Flow and can fill two sides of a truck simultaneously at high speeds. The whole area is well lit with directional L.E.D. lighting under the large canopy and modern flood lights covering the entrances and parking areas. It is comfortable and enjoyable to shop day or night. The new store is located just across the street from the old store. Please stop in and see everything for yourself.

### NEW GRAIN BIN PLANNED

The board of directors approved construction of additional grain storage at the cooperative's Chalfin Bridge location. Plans are being finalized and construction will begin this fall. The expansion will include a new steel bin with approximately one-half million bushels of capacity. A future new grain leg will allow the drying system to operate without tying up one of the current dump-pit legs and will increase dumping speed. The plan allows future extension of the overhead conveyor so additional bins can easily be added.



**Gary Brandt is this month's featured employee. He started his career at Gateway in April of 1993 at the Waterloo fertilizer plant, where he drove a spray truck and performed maintenance and repairs.**

**In September of 2005 he moved to the Chalfin Bridge facility, where he also drives a spray truck and performs maintenance and repairs. He also helps in the crops and grain departments during their busy times.**

**Gary and wife Kelly live in rural Fults with their two sons, Garrett, 5, and Cohen, 2. In his spare time, Gary enjoys farming and hunting.**

## Avoid hand tool injuries

Hand tools can cause many types of injuries, including:

- Cuts, abrasions, amputations, and punctures. If hand tools are designed to cut or move metal and wood, remember what a single slip can do to fragile human flesh.
- Repetitive motion injuries. Using the same tool in the same way all day long, day after day, can stress human muscles and ligaments. Carpal tunnel syndrome (inflammation of the nerve sheath in the wrist) and injuries to muscles, joints, and ligaments are increasingly common if the wrong tool is used, or the right tool is used improperly. Injury from continuous vibration can also cause numbness or poor circulation in hands and arms.
- Eye injuries. Flying chips of wood or metal are a common hazard, often causing needless and permanent blindness.
- Broken bones and bruises. Tools can slip, fall from heights, or even been thrown by careless employees, causing serious injuries. A hammer that falls from a ladder is a lethal weapon.

To avoid such injuries, remember the following safety procedures:

- Use the right tool for the job.

Don't use your wrench as a hammer. Don't use a screwdriver as a chisel, etc... Get the right tool in the right size for the job, even if it is a longer walk.

- Don't use broken or damaged tools, dull cutting tools, or screwdrivers with worn tips.
- Cut in a direction away from your body.
- Make sure your grip and footing are secure when using large tools.
- Carry tools securely in a tool belt or box.
- Don't carry tools up ladders. Use a hoist or rope.
- Keep close track of tools when working at heights. A falling tool can kill a co-worker.
- Pass a tool to another person by the handle; never toss it to them.
- Use the right PPE for the job.
- Never carry sharp or pointed tools such as a screwdriver in your pocket.
- Be on the lookout for signs of repetitive stress. Early detection might prevent a serious injury.
- Store tools properly when you stop work.

Information taken from: [www.toolboxtopics.com](http://www.toolboxtopics.com).

# 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 - Wayne Lukefahr, 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

Gateway FS is pleased to announce some results of this year's corn and soybean plots. These plots are planted each year to assist farmers in comparing different crop varieties in different areas of Gateway's territory. Gateway would like to thank all participating farmers for allowing use of their land to grow the plots. Contact Crop salesman for more plot results.



## FS SEED HARVEST REPORT



Plot Management			
Member Co-op	Gateway FS	Year	2009
Cooperator	DON SCHRADER	Plot No.	
City	WATERLOO	Crop Specialist	DAVE RIPPELMEYER
County	MONROE	Agronomist	Steve Westrich

Planting Information	
Crop Planted	Corn
Previous Crop	WHEAT
Planting Date	5/20/09
Planting Population	29,900
Row Width	30
Irrigation?	NO
Herbicide Applied	
Insecticide Applied	
Fertilizer Used	
Comments	C

Soil Information	
Texture	pH
Tillage	CEC
P <sub>1</sub> Test	K Test
Org Matter	SCN?

Harvest Information	
Harvest Date	10/13/09
Drying Charge	
Selling Price	

Harvest Data										
Variety	✓	Harvest Population	Lodging Score	Test Weight	Row Length	Harvested Rows	Harvested Feet	Harv. Weight	Moisture	Yield
FS 62JV3 CK	→			54.1	420	6		1873	24.2	206.23
FS 62JV3				52.2	415	6		1803	24.1	201.18
FS 58SV3				54.1	415	6		1828	24.2	203.70
FS 60AV3				54.7	410	6		1773	24.9	198.13
FS 61BV3				53.7	410	6		1868	24.2	210.69
FS 62JV3				54.4	410	6		1930	25.1	215.10
FS 63AV3				52.9	410	6		2028	26.5	221.80
FS 65BV3				51	410	6		2024	32.3	203.89
DKC 62-54				54.7	405	6		1780	24.5	202.44
DKC 65-44				54.7	400	6		1896	26	213.99
DKC 63-84				55.1	394	6		1632	25.5	188.26
DKC 63-42				54.3	396	6		1682	26.4	190.72
DKC 61-69				53.2	398	6		1555	23.6	182.11
DKC 60-51				53.6	394	6		1554	22.7	186.00
FS 62JV3				55.3	404	6		1650	24.7	187.62
FS 62JV3 CK				54	404	6		1560	24.3	178.33



## FS SEED HARVEST REPORT



Plot Management			
Member Co-op	Gateway FS	Year	2009
Cooperator	Scott Limestall	Plot No.	
City	Waterloo	Crop Specialist	Randy Osterhage
County	Monroe	Agronomist	Steve Westrich

Planting Information	
Crop Planted	Beans
Previous Crop	Wheat
Planting Date	6/7/09
Planting Population	177,000
Row Width	15
Irrigation?	No
Herbicide Applied	
Insecticide Applied	
Fertilizer Used	
Comments	

Soil Information	
Texture	Silt Loam
Tillage	No Till
P <sub>1</sub> Test	50
Org Matter	2.5
	pH
	CEC
	K Test
	SCN?

Harvest Information	
Harvest Date	10/21/09
Drying Charge	
Selling Price	

Harvest Data										
Variety	✓	Harvest Population	Lodging Score	Test Weight	Row Length	Harvested Rows	Harvested Feet	Harv. Weight	Moisture	Yield
AG 3803	→			56.6	1274	11		1540	12.7	64.04
AG 3803				56.9	1274	11		1560	12.7	64.88
NK 39-A3				56.2	1274	11		1630	12.6	67.86
FS A09-36				56.7	1274	11		1360	12.6	56.62
FS 39R70				56.2	1274	11		1540	12.7	64.04
AG 4005				56.4	1274	11		1480	12.6	61.62
FS 41T80				56.2	1274	11		1630	12.5	67.94
AG 4303				56.8	1274	11		1730	13.3	71.45
NK 44-D5				57	1274	11		1480	12.9	61.41
FS 45T70				56.9	1274	11		1760	13.6	72.44
AG 4606				56.2	1274	11		1510	13.3	62.37
FS 46T80				56.7	1274	11		1450	13.2	59.96
NK 48-C9				55.8	1274	11		1590	14.7	64.61
FS 48R70				56.4	1274	11		1610	13.1	66.65
AG 4907				54.9	1274	11		1730	16.5	68.81
AG 3803	→			56.4	1274	11		1570	13.1	64.99



# The Right Way to Sand

Let's talk about an important but often neglected step in the painting process: sanding. If there's a nib, scratch or divot from old paint or drywall that has seen better days, painting over it without sanding will show the imperfection very well. After sanding, don't forget to ensure good adhesion by removing the dust or the paint will not stick.

When you want to go back to bare wood, strip the surface of all previous coatings. I recommend starting with 60 to 80 grit abrasive at first, then switching to a finer grit (200-400) to smooth the surface.

If paint is loose or flaky, you should power wash prior to sanding. This will feather the edges so

there are no ridges between the areas where the paint adhered and where it flaked off. I would recommend 100 to 150 grit abrasive for this scenario.

You may also want to scuff a previously painted surface prior to applying the next coat. You want a smooth surface, but not too smooth. For scuffing the surface, I would recommend 180 to 320 grit abrasive.

After sanding, use a tack cloth to remove all the traces of your sanding. If you're going to the trouble, you don't want to leave any trace of dust that could lead to a paint failure. If you have questions about sanding, call me at 618.972.9516 or email bgarleb@gatewayfs.com.





# FS SEED HARVEST REPORT



## Plot Management

Member Co-op	Gateway FS	Year	2009	Plot No.	
Cooperator	Tim Wild	Crop Specialist	Randy Osterhage		
City	Waterloo	Agronomist	Steve Westrich		
County	Monroe				

## Planting Information

Crop Planted	Beans
Previous Crop	Wheat
Planting Date	FS 5/23/09
Planting Population	175,000
Row Width	15
Irrigation?	No
Herbicide Applied	
Insecticide Applied	
Fertilizer Used	
Comments	

## Soil Information

Texture	Silt Loam	pH	6.6
Tillage	Conv.	CEC	15
P <sub>1</sub> Test	55	K Test	400
Org Matter	2.5	SCN?	None

## Harvest Information

Harvest Date	10/19/09
Drying Charge	
Selling Price	

## Harvest Data

Variety	✓	Harvest Population	Lodging Score	Test Weight	Row Length	Harvested Rows	Harvested Feet	Harv. Weight	Moisture	Yield
AG 3803	↔		8	54.6	391	11		540	15.5	70.83
NK 35-T9			7	55.1	391	11		590	15.2	77.66
FS 3766			9	55.4	391	11		550	14.9	72.65
FS A09-382			10	55.2	391	11		570	14.3	75.82
AG 3803			7	55	391	11		550	14.9	72.65
NK 39-A3			4	54.8	391	11		560	14.7	74.14
AG 3803	↔		8	55	391	11		565	14.7	74.81
AG 4005			9	55.7	391	11		560	14.4	74.40
FS 41T80			7	56.2	391	11		530	14.6	70.25
AG 4303			8	56.2	391	11		590	15.1	77.75
NK 44-D5			8	56.4	391	10		560	14.3	81.94
FS 45T70			7	56.2	391	11		550	14.9	72.65
AG 3803	↔		8	55.5	391	11		535	14.9	70.67
AG 4606			8	55.4	391	11		530	15.2	69.76
NK 47-D9			8	55.1	391	11		480	15.8	62.73
FS 48R70			7	54.6	391	11		495	15.9	64.62
NK 48-C9			8	55.4	391	11		480	16.1	62.51
AG 4907			7	55.3	391	11		560	16.8	72.32
AG 3803	↔		8	55.9	391	11		540	15	71.24



# FS SEED HARVEST REPORT



## Plot Management

Member Co-op	Gateway FS	Year	2009	Plot No.	
Cooperator	Tim Wild	Crop Specialist	Randy Osterhage		
City	Waterloo	Agronomist	Steve Westrich		
County	Monroe				

## Planting Information

Crop Planted	Corn
Previous Crop	Wheat
Planting Date	4/25/09
Planting Population	27,500
Row Width	30
Irrigation?	No
Herbicide Applied	

## Soil Information

Texture	Silt Loam	pH	6.4
Tillage	No Till	CEC	14
P <sub>1</sub> Test	55	K Test	400
Org Matter	2.5	SCN?	None

## Harvest Information

Harvest Date	10/13/09
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## Harvest Data

Variety	✓	Harvest Population	Lodging Score	Test Weight	Row Length	Harvested Rows	Harvested Feet	Harv. Weight	Moisture	Yield
NK N76-M5	↔	27,750	8	57	285	6		1410	18.6	245.69
N68B CB/LL/RW		28,000	9	56.3	286	6		1330	17.3	234.63
FS 60AV3		28,000	7	57.8	286	6		1190	16.2	212.72
DKC 60-51		25,750	8	56.9	287	6		1070	16.5	189.92
FS 61BV3		28,250	6	56.5	288	6		1430	17	251.43
DKC 61-69		26,500	6	57.6	288	6		1150	16.5	203.41
N72KGT/CB/LL		27,500	6	54	289	6		1380	17.9	239.17
DKC 62-54		25,500	8	59.3	289	6		1160	16.7	203.98
NK N76-M5	↔	26,750	8	56.6	290	6		1380	18.1	237.77
FS 62JV3		25,750	9	58.8	291	6		1110	17.3	192.45
NK N72Q		26,750	7	55.9	285	6		1380	17.8	242.83
DKC 63-42		27,500	9	58.6	292	6		1300	16.5	226.80
N73V GT3000		26,250	7	56.2	287	6		1340	18.6	231.87
FS 65A00		26,250	6	57.3	293	6		1270	17.7	217.63
DKC 65-63		27,000	9	58.5	288	6		1170	17.2	205.22
FS 65U21		27,250	9	57.9	294	6		1340	19.2	224.68
NK N76-M5	↔	28,000	9	55.9	295	6		1420	18.5	239.34



## Benefits of oxidation inhibitors and fuel stabilizers

In the past few issues, we've discussed four additive characteristics of *FS Dieselelex Gold*: cetane improver, detergents, corrosion inhibitor, and lubricity enhancer. This time, we will discuss the benefits of oxidation inhibitors and fuel stabilizers.

In order to reduce emissions, injection pressures in today's engines have been increased. Higher pressures create more heat, and too much heat is harmful to conventional #2 diesel fuel. The fuel's stability decreases when it is subjected to increased heat, leading to deposits and the formation of gum and varnish.

Tighter tolerances between moving parts in the fuel delivery systems can be affected by these deposits, gum, and varnish. The oxidation inhibitors and fuel stabilizers contained in *Dieselelex Gold* help maintain the fuel's stability. The picture below demonstrates some of the sludge that can build up and plug filters.

*Dieselelex Gold*, with its state-of-the-art additive technology, is a valuable part of your preventative maintenance program. Dale, Ron, or Marty would like the opportunity to discuss how *Dieselelex Gold* might work for you.



## For powering and protecting diesel engines, nothing outshines FS Dieselelex Gold.

FS Dieselelex<sup>®</sup> Gold is specially formulated to reduce moisture accumulation due to infiltration and condensation. That means less chance of microbial growth and greater engine protection. FS Dieselelex Gold also delivers superior levels of cetane, detergency, lubricity, demulsifier, fuel stability, and corrosion and oxidation inhibitors. All of which adds up to greater power, protection and fuel economy. So give your equipment the fuel that delivers the best power and protection for your diesel engines - FS Dieselelex Gold.

**Dieselelex<sup>®</sup> Gold**

Please see Dale, Ron or Marty for more information on FS Dieselelex Gold.



THE LOCAL ANSWER TO YOUR WORLD OF NEEDS.<sup>™</sup>



### FS SEED HARVEST REPORT



#### Plot Management

Member Co-op	Gateway FS	Year	2009	Plot No.	
Cooperator	Gary Brandt	Crop Specialist	Randy Osterhage		
City	CB	Agronomist	Steve Westrich		
County	Monroe				

#### Planting Information

Crop Planted	Corn
Previous Crop	Beans
Planting Date	5/21/09
Planting Population	32,000
Row Width	30
Irrigation?	No
Herbicide Applied	

#### Soil Information

Texture	Silt Loam	pH	6.6
Tillage	Conv.	CEC	15
P <sub>1</sub> Test	65	K Test	400
Org Matter	2.5	SCN?	None

#### Harvest Information

Harvest Date	10/12/09
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#### Harvest Data

Variety	✓	Harvest Population	Lodging Score	Test Weight	Row Length	Harvested Rows	Harvested Feet	Harv. Weight	Moisture	Yield
FS 63AV3	↔			53.4	523	6		2374	22.4	214.90
FS 62JV3				55.6	523	6		2530	22.2	229.61
FS E6904				52.8	523	6		2508	23	225.27
FS E6903				55.6	523	6		2510	21.1	231.01
NK N72Q				52.8	523	6		2494	22.6	225.18
FS 60AV3				55.5	523	6		2130	21.4	195.29
FS E6901				55.8	523	6		2166	19.2	204.15
DKC 60-51				56.6	523	6		2560	20.3	238.00
PIO 33W84				57.2	523	6		2420	20.6	224.14
FS E6902				56.1	523	6		2190	20.1	204.12
FS 61BV3				55.6	523	6		2112	20.2	196.60
FS E7902				56.1	523	6		2680	26.2	230.72
FS 65U21				54.8	523	6		2488	24	220.57
FS 65A00				56.3	523	6		2500	22.9	224.84
DKC 65-44				55.8	523	6		2306	21.3	211.70
PIO 33N58				56.5	523	6		2340	21.7	213.73
FS 65BV3				54	523	6		2468	22.7	222.54
NH N73V				54.1	523	6		2280	23.2	204.26
FS E7901				55	523	6		2574	22.1	233.90
DKC 63-42				54.5	523	6		2340	23	210.18
FS E6505				55.6	523	6		1912	20.3	177.76
FS 63AV3				54	523	6		2230	21.5	204.20
FS 63AV3	↔			53.5	374	6		1632	22.7	205.79
FS 58SV3				57.4	374	6		1630	18.8	215.90
NK N68B				52.1	374	6		1274	22.7	160.64
NK N72K				52.9	374	6		1450	23.8	180.24
FS 63AV3	↔			54	374	6		1624	21.7	207.43

# GRAIN NOTES

By Dwight Asselmeier



With this harvest shaping up to be wet and late again like last year, some things we learned from that crop will need to be carried forward to the current crop. You know how it goes - "we may not learn fast, but we do learn a few things eventually".

No one wants corn to be over dry when you sell it. You're giving up weight that's yours to sell if you remove too much moisture from the grain. If you're artificially drying the corn, it costs extra gas money to over dry the grain. What we all attempted to do, then, was hold the corn near 15% moisture, as opposed to the 14% or so field dry we had been seeing in recent harvests. Late planting and a cooler and wetter summer also meant much of the crop never actually matured the same way it had been other years. By early summer, the extra moisture combined with abnormally matured grain led to deteriorating grain quality in the stored grain. It naturally got worse as the summer wore on and continues still. 2008 corn still in the bin, in fact, is mostly considered of suspect quality. Since the issue is widespread, the pipeline currently has all the low quality corn they can handle and we are forced to move high damage corn into alternative market channels.

This was an even bigger problem other places than it was locally. If you'll recall April weather, you will remember that for most of that month we were unable to be in the fields doing normal April work. With the weather delaying field work and corn mostly above \$4.00, April became a heavy grain movement month. Hindsight shows this to have worked well, both from a price and quality standpoint. Although we are still seeing some high damage old corn, most of our crop was moved out before the damage levels became a problem.

Late planting - cool wet summer - abnormal maturity - wetter grain - last year sounds a lot like this year. This crop, in fact, seems to have higher field damage levels than last year from various molds and diseases. Expect stored grain quality to be a concern again. From last year we learned that it's OK to keep grain with a little more moisture, but only if you move it early. If you think you may be keeping the grain longer, the moisture level needs to be lower. Since there were problems around with last year's crop, the lesson learned should be both simple and fresh in our memories - don't do what didn't work last year.



### FS SEED HARVEST REPORT



#### Plot Management

Member Co-op	Gateway FS	Year	2009	Plot No.	
Cooperator	Gary Brandt	Crop Specialist	Randy Osterhage		
City	CB	Agronomist	Steve Westrich		
County	Monroe				

#### Planting Information

Crop Planted	Corn
Previous Crop	Beans
Planting Date	5/21/09
Planting Population	32,000
Row Width	30
Irrigation?	No
Herbicide Applied	

#### Soil Information

Texture	Silt Loam	pH	6.6
Tillage	Conv.	CEC	15
P <sub>1</sub> Test	65	K Test	400
Org Matter	2.5	SCN?	None

#### Harvest Information

Harvest Date	10/12/09
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#### Harvest Data

Variety	✓	Harvest Population	Lodging Score	Test Weight	Row Length	Harvested Rows	Harvested Feet	Harv. Weight	Moisture	Yield
FS 63AV3	↔			53.8	535	6		2520	22.6	222.42
DKC 60-51				56.2	524	6		2466	21.4	225.67
DKC 61-69				55.9	523	6		2450	20.3	227.78
DKC 62-54				56.6	527	6		2572	21.0	235.22
DKC 63-14				56.6	526	6		2540	20.7	233.62
DKC 63-42				53.6	510	6		2462	21.8	230.31
DKC 63-84				54.4	529	6		2630	22	236.58
DKC 65-44				55.2	528	6		2500	21.5	226.76
DKC 65-63				56.2	527	6		2660	22.4	238.96
DKC 67-87				55.4	526	6		2654	22.1	239.80
DKC 68-01				54.1	525	6		2640	25.1	229.78
PIO 33N58				55.5	524	6		2500	21.3	229.07
PIO 33H29				55.9	523	6		2020	22.5	182.62
FS 63AV3	↔			53.4	523	6		2374	22.4	214.90



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FROM THE NATURAL RESOURCE

*Delivering A Better Building Experience*



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3631 Old State Route 3 • Red Bud  
282-3454 • (866) 551-3454