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Trail Blazer



OUR LOCATIONS

CARLTON

785-949-2222

CHAPMAN

785-922-6505

DILLON

785-366-7228

DURHAM

620-732-3123

DURHAM STATION

620-732-3315

GYPSUM

785-536-4260

HERINGTON

785-258-2286

HOPE

785-366-7213

LINCOLNVILLE

620-924-5228

NAVARRE

785-479-2221

PEARL

785-479-5870

TAMPA

785-965-2221

TAMPA FERTILIZER

785-965-2224

WHITE CITY

785-349-2225

WOODBINE

785-257-3315

JUNE 2016

Added Capacity Just in Time for Wheat Harvest

Get in and get out—that's the goal when you send trucks to the elevator during harvest. Starting with the 2016 wheat harvest, the process will be faster than ever, thanks to two new storage facilities in the Agri Trails system.

CHAPMAN READY FOR WHEAT

Crews wrapped up work at the end of May on a new 300,000-bushel McPherson concrete bin in Chapman. "This facility improvement and the 15,000 bushel/hour leg will certainly help us get everyone in and out quickly," says Tom Haslouer, Chapman location manager.

This extra capacity will also be helpful for fall harvest. In his 20 years at the Chapman location, Tom notes that the volume of crops has flip-flopped—from about 70% wheat and 30% fall crops in the 1990s, to an estimated



Tom Haslouer
Chapman Location
Manager

30% wheat and 70% fall crops this year.

"We are sitting on a river bottom, and it is a little more conducive to raising fall crops," Tom explained. "We look forward to serving your needs during the harvest rush."

LINCOLNVILLE ADDS NEW BIN

This wheat harvest, farmers can expect trucks to get back to the field faster from the Lincolnville location. That's thanks to a new 288,000-bushel McPherson concrete bin with a 15,000-bushel/hour leg.

Lincolnville's full-time crew of three will be ready for wheat harvest, along with the added help of four part-time summer employees. "We're looking forward to utilizing the extra space," says Perry Gutsch, location manager, who has worked at this site for 32 years. ■



Perry Gutsch
Lincolnville
Location Manager

On the skyline in Chapman, there's a new 300,000-bushel concrete bin, shown at right.



Employee Spotlight

ERVIN ZIMMERMAN, PEARL MANAGER

The coop system is part of family history for Ervin Zimmerman, location manager at Pearl. In the 1960s, his father ran a small coop in Lyonsdale, which eventually merged with Pearl. Ervin ran heavy equipment for about 10 years after high school, then joined the Pearl coop as a fuel truck driver. About the same time, his father moved to the Alida coop as their fuel truck driver. “We kind of had a mutual agreement to stay out of each other’s territory,” says Ervin with a chuckle.



Ervin and his wife, Sue, will celebrate 38 years of marriage this July. Sue is a middle school special education teacher in Junction City. Their son lives in St. Louis with his wife and one-year-old daughter. They also have a daughter who lives in Manhattan with her husband and four-year-old daughter.

Ervin and Sue live on 10 acres several miles from the Pearl elevator. Horses have always been a big part of Ervin’s life, and he hopes to get a new horse soon for his granddaughter.

ANTHONY SCHILLING, AGRONOMIST

Growing up, Anthony Schilling lived in Indio, California, where his family farmed date and citrus trees. So how did he end up as the agronomist at the Agri Trails location in Tampa?

After he graduated from high school his family moved to Idaho. He attended the University of Idaho where he studied agronomy and graduated in 2014 with a crop science degree. After that graduation he was employed with Winfield Solutions for about a year. He moved to Tampa in February 2015 and accepted the agronomy position at the Tampa Fertilizer plant.



Though Kansas farming is a far cry from California and Idaho, Anthony really likes it. “This is my first time dealing with milo, so that’s been interesting for me,” he says.

When not working for Agri Trails, he enjoys fishing, spending time with his fiancée, Monika, family and friends. Monika has a master’s degree in animal science ruminant nutrition from K-State. They both enjoy Kansas, and plan to stay in the area after her graduation this summer.

SCOTT BLOCHLINGER, GYPSUM LOCATION MANAGER

A native of Hillsboro, Scott Blochlinger joined the Tampa Coop in Durham in 1990, and moved over to the Gypsum location when they bought it in 1993—currently serving as the location manager. “The main joy in my job is that there’s something different every day,” he says. “We can go from helping somebody doctor sick calves to helping somebody with too many weeds in their fields or handling their grain.”



When not on the job in Gypsum, Scott likes to work with his cattle—usually keeping 30-50 cows on grass. He also enjoys pond fishing, as well as trapping in the fall and winter. In addition, Scott is a member of the Gypsum Volunteer Fire Department.

Scott has a 25-year-old son who is married with two children and lives in Gardner. He also has a 16-year-old son who attends Southeast of Saline High School. ■

Corn and Soybean To-Do List



TOPDRESS CORN FOR BETTER YIELDS

The R7[®] Tool can be used to get in-season satellite images of your fields, so you know what areas need more fertilizer. Then use the Agri Trails applicator with dry variable-rate spinner box on a row machine to get the exact fertilizer prescription on each section of your fields.



OVERLAP RESIDUAL HERBICIDES IN SOYBEANS

Last year, waterhemp and pigweed control was a concern in soybeans. If it has been 3-4 weeks since laying down a pre-emerge herbicide, it is a good idea to lay another residual herbicide over the top to stop pigweed and waterhemp from coming up. Hopefully, this will eliminate the need to control these hard-to-kill weeds when the beans are up and growing. Also, laying a residual herbicide down after the combine will help control glyphosate tolerant weeds in a double-crop scenario.



GET SPECIAL PRICE ON DOUBLE-CROP SOYBEAN SEED

Check with us about reduced prices on Asgrow[®] and Croplan[®] double-crop soybean seed. Use our seed tender wagons to get your seed to the field or we can deliver. We also have no-till planters available. (Please give us as much notice as possible.)

Contact the agronomy team at your nearest location for any of these items on your corn and soybean to-do list. ■

FEED UPDATE

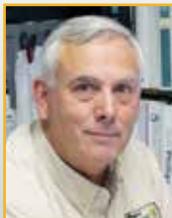
Planning Ahead for Late Summer and Fall

By Roger Will, Feed Department Manager

Agri Trails feed customers will be hearing from us soon about two important feed topics.

PROTEIN SUPPLEMENTS

When grass starts drying down, you'll want to consider an additional supplement on the grass for cows—and possibly creep feeders for calves on grass. We will be contacting customers about our creep feeder program and several products specifically



formulated for that purpose. In the meantime, if you have any nutrition questions, please contact one of our livestock specialists: Derek Schrader at (785) 258-0604, or Galen Dreier at (785) 366-0346.

VFD TRAINING

By now, you've heard about the new Veterinary Feed Directive (VFD) regulations that will take effect on Jan. 1, 2017. Watch for a mailing about a special producer training session sponsored by Agri Trails in the late summer or early fall. ■



Looking Forward

From the Desk of Darel Anderson, General Manager

It's been an exciting time since we opened the doors as Agri Trails Coop on March 1. As with any major change, there have been some challenges. In some cases, things are taking a little longer than we anticipated. But we can assure you we're taking the extra time to get it right.

For instance, we're committed to improving communication with you through a newsletter and on our website. This newsletter is a great step in that direction. You'll be receiving a copy of *Trail Blazer* each quarter with updates on what's happening across the Agri Trails organization.

We're somewhat happy about the progress we've made in the consolidation transition, but we also realize we have a long way to go. Although the three coops were very similar in culture, they had

different daily operating procedures, that we're working hard to unite as Agri Trails. Wheat harvest is our first "big event," and it will give us a great opportunity to serve you in the best possible way at all of our locations.

I want to thank all of our employees for their hard work during this transition. Many of our staff absorbed a lot of extra work to get where we are today.

I also want to express my appreciation to all of our patrons for their patience and understanding. Please know I have an "open door" policy. Stop by, call, email me or share your thoughts with your location manager. ■

Thanks for your business,
Darel Anderson
(785) 366-7213
danderson@agritrails.com

BEST WISHES FOR STAN UTTING

After 40 years as manager of Tampa Cooperative Association, and the subsequent Agri Producers Coop, Stan Utting retired on April 23. We wish him well as he moves to Olathe to be with his wife and near their son Luke and his family. ■



NEW FINANCING OPTION

Agri Trails now offers new financing program for members.

CHS® CAPITAL

- Convenient crop input and livestock feed financing, with loans available to \$150,000
- Contact Agri Trails for details—Mike Pauley, (785) 366-7213, or Roger Will, (785) 965-2221

Top 4 Things to Remember About Fuel Service This Summer

By Matt Miller, Petroleum Department Manager

- 1. Advance notice.** Please give us as much notice as possible when calling for a fuel delivery—24 to 48 hours is best. The more notice you give us, the more efficient we can be routing our trucks.
- 2. Contracts still available.** If you're interested in a fuel contract, those are still available on a daily basis. Prices will change daily with the market, and contracts will run through the end of October.
- 3. Contract timing.** In about mid- to late-June, the market typically starts trailing off lower through the end of the summer. So if you're wanting to contract, we suggest doing enough to cover your harvest needs and staying open to the cash market after that.
- 4. Expanded service.** Agri Trails has bulk plants in Navarre and Durham, with two full-time trucks and a backup truck. So, we're ready to take care of your fuel needs during the busy harvest season.

If you have any questions about fuel, please feel free to contact me at 785-479-2221. ■



Durham Station Welcomes New Equipment

Recent upgrades at the Durham Station offer better service to customers and improved safety for employees.

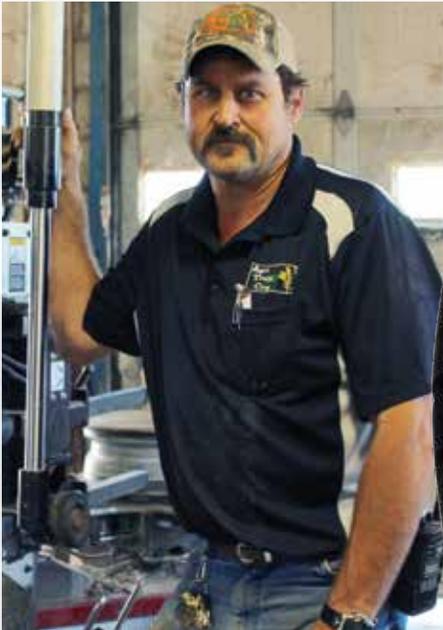
NEW TIRE MACHINE

- Faster service
- Easier on rims
- Less strain on the bottom tire bead
- Handles up to a 30" rim
- Handles a 12" ATV tire to a 30" light truck tire

NEW LIFT

- Safer for workers and vehicles
- 1,000 pounds more lift power than previous lift

The Durham Station is open Monday–Friday, 8 a.m.–5 p.m., and Saturday, 8 a.m.–noon. The 24-hour fuel pump features Cenex® gas, as well as off-road diesel and on-road diesel. Please call (620) 732-3315 and let Durham Station handle all of your service needs. ■



Tim Svoboda, manager, demonstrates the new tire machine.



Houston Svoboda, shop foreman, appreciates the improved safety of the new lift.

Behind the Scenes of Your New Cooperative

On April 1, 2015, the Boards of Directors from your three local coops met to discuss the possibility of a consolidation. We've come a long way in the 13 months since then! Tasks completed include:

- **Initial discussions**
- **Negotiations**
- **Informational meetings with members**
- **Voting meetings**
- **Six audits**
- **Grain exams**
- **Credit approvals**
- **Operational licenses**
- **Property titles and tags**
- **Logos and signage**

- **Intercompany communication system**
- **... and dozens of details too numerous to mention.**

In the meantime, all of our locations continued to serve customers without missing a beat. So, as we head into the busy harvest season, let's not lose sight of the fact that it has taken the time, hard work and dedication of associates from every level—board members, employees, patrons—to come together to make your new coop a reality. ■

AGRI TRAILS BY THE NUMBERS

8.9 MILLION

Bushels of licensed storage
(does not include approximately one million bushels in covered bunkers and bags)

4.5-5 MILLION

Gallons of fuel sales through pumps and delivered to farms projected for 2016

105

Number of full-time employees

16

Locations, including 12 grain locations and two stand-alone convenience stores

Honoring the Trails That Ran Through Our Territory

The new name for Agri Trails Coop refers to historic trails that passed through our service area including Dickinson, Marion, Morris and Saline counties.

SANTA FE TRAIL

In 1821, the Santa Fe Trail became America's first commercial highway, stretching from Santa Fe, New Mexico, to Missouri. Of all the states that the trail passed through, Kansas contained the greatest total trail mileage.

The traders' heavy wagons frequently had to struggle across muddy, steeply-cut banks of prairie streams like Cottonwood River near Durham. The Kansas prairie environment included weather extremes from epic thunderstorms, to droughts, to sudden blizzards. But it also provided miles of lush prairie grass and flowers, expansive views and a traveler's first glimpse of magnificent bison herds.

CHISHOLM TRAIL

In 1867, a cattle trader named Joseph McCoy persuaded Texas cattlemen to bring their herds to his pens in Abilene,

Kansas, for shipping to northern markets via the Kansas Pacific Railway.

A typical cattle drive had 2,000–3,000 head of cattle with approximately 10 cowboys, a chuckwagon cook and horse wrangler. They would leave Texas in the spring, and arrive at the railhead about two months later. Averaging 8-10 miles a day allowed for grazing along the way—which could mean an average gain of 80-100 pounds per head by the time the longhorns reached Abilene.

SMOKY HILL TRAIL

After gold was struck in the Rockies in 1859, Smoky Hill Trail became the fastest path to the Colorado gold fields during the Pike's Peak Gold Rush. Thousands of prospectors blazed westward on this central Great Plains trail, which was named after the Smoky Hill River. After the gold rush, Smoky Hill Train continued to be used by settlers before being gradually superseded by the Kansas Pacific Railway. ■

Sources: *Kansas Historical Society and SantaFeTrail.org*



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WE WANT TO REACH ALL PATRONS

If you know of someone who didn't receive a newsletter, and would like to be added to our mailing list, please contact Melinda Gantenbein: mgantenbein@agritrails.com or 785-366-7213.

Agri Trails Welcomes ...

JAKE LEIS

Start date: April 4, 2016

Job title: Grain originator/merchandiser

Job duties: Buying and hedging grain—supplying farmers with better options to market their grain and manage risk.

Hometown: Fowler (south of Dodge City). Jake's dad farms 1,500 acres of wheat and milo in Fowler and has a cow/calf operation. His mom is office manager at the coop in Fowler.

College: Graduated from K-State in December 2013 with degrees in ag business and animal science. During his junior

year, Jake took a commodity futures class in which students studied markets and actually executed trades. That's when he knew grain marketing was the path for him.



Prior to Agri Trails:

Worked at Tallgrass Commodities in Manhattan for three years.

Thoughts about Agri Trails: "I appreciate the coop model because essentially, you are working for the farmers, and helping to improve their bottom line." ■

MICHAEL DIETZ

Start date: April 4, 2016

Job title: Plant manager at Tampa Containment Center.

Job duties: Managing fertilizer, chemical and custom application operations.

Hometown: WaKeeney

College: Attended Barton County Community College and graduated from Fort Hays State in 2008 with a degree in agronomy.

Prior to Agri Trails: After college, Michael worked for Frontier Ag Coop in western Kansas. For the last two years before joining Agri Trails, Michael worked on the family farm near WaKeeney.



Main difference between western Kansas and the Agri Trails area: "Rain. We were used to more crop rotation. But with the rain here, I see more double-cropping." ■