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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

FEBRUARY 2017

Big Changes Coming for Wheat Harvest in Tampa and Gypsum

By Roger Will, Tampa Location Manager



Starting with wheat harvest this summer, growers in the Tampa area won't have to look elsewhere for fast turnaround. That's because the Agri Trails Coop location in Tampa will have

a new system that will dramatically speed things up during harvest.

MORE CAPACITY

Thanks to unusually warm weather during most of the winter, construction is nearly completed on a new 348,000-bushel bin. This is one of the largest single grain storage structures in Marion County.

FASTER UNLOADING

Tampa's new dump pit will be able to handle a full semi load in one spot without having to move the trailer. Plus, our new 17,000-bushel-per-hour leg will be able to elevate a semi load in a few minutes.

NEW AND IMPROVED TRAFFIC PATTERN

We're widening the incoming road, so trucks can enter and exit through that route—rather than exiting on Tampa's streets. Plus, we're installing a new scale



Workers from McPherson Concrete move the form on the new 348,000-bushel bin in Tampa.

for inbound traffic on the north side of the office. Trucks will then dump at the new pit, and weigh out on the south side of the building.

Watch for a pre-harvest letter with detailed information about this new traffic pattern. We think you'll find it to be a great improvement. If you have any questions, please give me a call at 785-965-2221.

The Gypsum location has construction underway with a similar bin and receiving leg as Tampa's and could be completed before wheat harvest. ■

BACK TO THE BUNKS:

Reminders About Controlling Feed Intake

By Monika Schilling, Livestock Production Specialist

Feed consumption is one of the most important factors in determining the growth performance of growing and finishing cattle and thus, the profitability of your operation. Feed intake can be difficult to manage because it varies depending on diet composition, type of cattle, weather and bunk space allocation. If not properly managed, varying feed intake can cause immense stress to cattle, and can impose metabolic diseases and depressed growth performance.

FEED BUNK MANAGEMENT IS KEY

By definition, feed bunk management is the ability to deliver a consistent, nutritious, fresh ration in a manner designed to optimize feed intake while minimizing waste and spoilage. As a component of bunk management, feed calls are estimates of what each pen of cattle will consume daily. These feed calls should be made at about the same time every morning to assure consistency in assessing feed intake.

The type of feed access you provide dictates the way feed calls are made. One type of feed access is *ad libitum* (feed in front of them at all times)—but this can lead to inconsistent



daily consumption, significant feed waste, metabolic diseases and poor performance.

Another type of feed access is clean bunk or slick bunk. This approach reduces feed waste and can improve feed conversion of cattle—but can make it difficult to find the right balance between under and over feeding. The goal of this approach is to achieve feed intake close to the cattle's appetite.

After feed calls are made, it is imperative to remove any stale feed or any foreign material before new feed is delivered. Feed should be delivered within a 30-minute window daily to optimize performance of cattle.

Another important component of bunk management is adequate bunk space. Receiving calves should have a minimum 18-inch bunk space per head; yearlings need 10-12 inches; and cattle that are fed two to three times daily should have 6- to 9-inch bunk space per head.

▲BUNK MANAGEMENT = ▲PROFITABILITY

Feed bunk management along with proper nutrition can help minimize the incidence of metabolic disorders, stress and decreased performance (loss in profitability). In fact, fine-tuning your bunk management can be an easy way to increase profitability. If you need help developing a bunk management program, or if you have any other nutrition questions, give me a call at 785-366-6131. ■



It's Time to Book Minerals

Don't miss this opportunity to lock in your free-choice minerals for pasture season at the best price of the year! Watch your mailbox for a letter with details about mineral booking prices.

- **Contract enrollment period: March 1 through May 15**
- **Pick up minerals through Oct. 13**

Important VFD reminder: If you want to purchase medicated mineral through the pasture season, you will need to obtain a prescription from your veterinarian.

Mineral contracts are available at any ATC location, or from our livestock production specialists: Derek Schrader and Monika Schilling. ■



Pre-Spring Agronomy Notes

PLANT WITH CAUTION

With the new Roundup Ready 2 Xtend® soybeans now available, be very careful not to mix them with Genuity® Roundup Ready 2 Yield® soybeans. It's vital to keep them segregated. Otherwise, you're going to be killing beans with chemicals later. Contact any ATC agronomist if you have questions.

PRECISION AG OPTIONS

ATC now has an expanded precision ag platform. Bring us your yield map and grid samples, and we have the capabilities to give you variable-rate prescriptions. Call the agronomy department for details.

PLAN NOW FOR SEED

We have a good supply of beans, including Roundup Ready 2 Xtend, Roundup Ready 2 Yield and Liberty Link® soybeans. For corn, get your order in soon to lock in the most popular varieties, which will likely be tight on supply.

GET ON OUR SCHEDULE

We are hard at work preparing our strip till and no-till machinery for the upcoming busy spring planting season. Please let us know what you need as soon as possible so we can schedule your custom planting in a timely manner. ■



Heath Funston, crop nutrient department manager; Doug Dillon, seed and no-till manager; and Cale Miller, crop protection department manager, are available to answer your agronomy questions. Call 785-366-7213.

PRE-SPRING GROWER MEETINGS COMING SOON!

Get important information when you attend one of ATC's grower meetings. We will inform you of dates, time and location at a later date.

MEETING TOPICS:

- Herbicide application training for both LibertyLink and Xtend soybeans
- Bean herbicide programs
- Wheat management including fertility and fungicide application
- Importance of not commingling seed
- Precision ag

How Your Coop Is Working for You

By Darel Anderson, General Manager

At the completion of last fall's harvest, we had approximately 1 million bushels of milo in uncovered ground piles, which represented about 50% of our milo receipts for the fall harvest of 2016. The good news is that prior to the rain event in early January, all of that milo was off the ground and back in licensed storage. The balance of the milo is in covered bunkers and bags.

We are excited about the additional storage space and receiving capacity that we will have at Tampa and Gypsum for wheat harvest 2017.

ANNUAL MEETING

We are happy to report that ATC will have a profitable fiscal year, which ended Dec. 31. We look forward to sharing those results and patronage dividends with all of you, our member-owners, at the first annual meeting on March 13. (See back cover for meeting details.) By now, you have received the letter from the nominating committee with information on nominees, the nomination process and voting procedures for the ATC board of directors. You will receive the meeting notice and a voting ballot in the mail prior to month end. The ability to vote by mail was

adopted by the board of directors during consolidation discussions. Although not unique, it will be a change for our membership.

As always, feel free to stop by, call or email me with any thoughts or questions: 785-366-7213 or danderson@agritrails.com. ■



Aerial view of the "worm farm" south of Chapman, where approximately 1.2 million bushels of grain is being stored.

Agri Trails Welcomes ...

JENNY WHITEHAIR

Start date: Feb. 1, 2017

Job title: Agronomy department coordinator, Hope

Job duties: Jenny will be responsible for coordinating all of the agronomy operations in the Hope location, including the expansion of the precision ag platform.

Hometown: Grew up west of Hope on a family farm, and graduated from Hope High School in 2013.

College: Graduated from K-State in December 2016 with a degree in agronomy and a minor in plant pathology.

Prior experience: Jenny is a familiar face to Agri Trails

customers! She worked at the Dillon location during harvest of 2013. She then returned to the Hope location to work during the summer of 2014, over holiday breaks and during her last semester of college. She was also an agronomy sales intern for CPS in Concordia during the summer of 2015.

Outside of work: Jenny lives in Abilene with her boyfriend, Lance Sherbert. They enjoy deer and coyote hunting, and have two Welsh Corgis, Diesel and Dixie. ■



AARON BRINKMAN

Start date: June 21, 2016

Job title: Agronomy production specialist, based out of Navarre and Chapman

Hometown: Olpe, Kansas. Grew up on a family farm, growing wheat, corn and soybeans and maintaining a cow-calf operation.

College: Graduated from K-State in May 2016 with a degree in agronomy and a minor in ag economics.

Prior to Agri Trails: Aaron came highly recommended to ATC after serving as an agronomy sales intern with

WinField® Solutions and Ag Valley Coop for the two previous summers. He also served as a research assistant for K-State Extension Cropping Systems while getting his degree.

Outside of work: Aaron got married last June to Jenna—a native of Redding, Kansas, who he met at K-State. They live in Salina, where Jenna is an accountant for K-Coe Isom. Right now, they're busy training their puppy—a Catahoula Leopard dog. The couple also enjoys kayaking. ■



MONIKA SCHILLING

Start date: July 18, 2016

Job title: Livestock production specialist, based in Tampa

Hometown: Chehalis, Washington—about two hours south of Seattle, and two hours north of Portland. “My Dad grew up on a dairy farm, and we always had cattle as a hobby. I grew up in 4-H and FFA, and I just enjoyed feeding my market cows.”

College: Graduated from Washington State University in 2014 with a degree in animal science. Received a master's

degree from K-State in animal science—ruminant nutrition in June 2016.

All in the family: Monika is married to Anthony Schilling, Agri Trails agronomist at the Tampa Agronomy Center. They met when she was attending Washington State, and Anthony was attending the University of Idaho—the schools are only 10 minutes apart. Monika and Anthony currently live in Tampa. ■



GRAIN MARKETING STRATEGY

By Jake Leis, Grain Originator/Merchandiser

2016 was a wild year for grains. Record wheat and bean crops here at Agri Trails, along with low prices in the cereal grains, made for an interesting marketing year. Bean prices have held their own, while wheat and corn struggled with range-bound trading for most of the year.

Going into 2017, it looks like we will have significantly fewer acres of wheat—with USDA estimates for winter wheat at 32 million acres compared to the last estimate of

roughly 36 million. The low prices in corn and wheat, along with the lower acres, should mean more bean acres planted.

It is going to be important that producers take on some sort of risk management this year. Agri Trails offers a variety of risk tools. I'm more than happy to sit down with any producer and go through break evens, crop productions and see what plan would work best for your operation. Call me at the office, 785-366-7213, or on my mobile, 785-258-4183. ■

EMPLOYEE SPOTLIGHT

GAYLA DEINES, GRAIN ACCOUNTING DEPARTMENT, HOPE



To say Gayla Deines has a history with the coop would be an understatement. During the early 1980s, when she was home from K-State on her parents' farm in Burdick, she worked wheat harvest for Lincolnville Coop for several summers helping dump trucks. After graduating from K-State, she spent three years working in Topeka at the Kansas State Department of Education.

"While I was looking for a job back here at home, I helped out during wheat harvest in Lincolnville," explained Gayla. "Then I went and talked to Stan, and got a job for fall harvest at

Tampa ... and never left!"

Gayla and her husband, Jeff Deines, live outside of Lost Springs, where he farms with his dad and brother, operating Deines Farms. They have three children. Jessica is married and lives on a farm outside of Tampa with her husband, Andrew Hajek, and their two children: son Camdyn, 3, and baby girl Breckyn. Shelby is a lab tech at Kansas Regenerative Medicine Center in Manhattan and son Justin is majoring in agricultural economics at Kansas State University.

During her spare time, Gayla enjoys spending time with her grandkids, reading and flower gardening. ■

DAVE BUTLER, COMMERCIAL APPLICATOR/GRAIN BAG OPERATIONS, CHAPMAN

When Dave Butler showed animals in 4-H while growing up on a farm south of Chapman, little did he know he would be back on the show circuit 30-some years later. Today, he's very involved in 4-H with his two daughters: Kaitlyn, 14, and Kacey, 12—both students at Chapman Middle School.

Dave, his wife, Karla, and their daughters live north of Chapman on 20 acres, where they keep a herd of show ewes and some show pigs. Karla works for Riley/Geary County Farm Service Agency. Family time includes showing animals at the Kansas State Fair and other livestock shows, plus attending numerous school and sporting activities.

Dave joined Alida Pearl Coop in October of 1990 as an elevator superintendent. Then he got his Class 1A certification for chemical application, and has been a commercial applicator for the coop ever since.

You'll also find Dave tending the "worm farm" south of Chapman, where he has been sharing the responsibility for that major grain bag operation for the last seven years. As of early February, they had approximately 1.2 million bushels in grain bags—mostly milo and corn, but also 120,000 bushels of soybeans. ■



RACHELLE GOODALE, GRAIN ACCOUNTING CLERK, HOPE



Rachelle Goodale came to Agri Trails Woodbine location to manage the scale during fall harvest. Following harvest completion she was relocated to Hope and has taken on an important role in grain accounting maintaining outbound grain contracts and assisting with grain settlements.

Rachelle grew up on a farm outside of Jamestown, Kansas—just west of Concordia. She has a degree in psychology from K-State, as well as an MBA from Kansas Wesleyan. Rachelle

brings exceptional experience to Agri Trails Coop, having worked in a variety of office support positions over the years.

Rachelle's husband, Gerry, will soon retire after 26 years of military service. Her family includes three daughters: Mikayla, 18, just graduated from the Air Force Security Force Training in San Antonio; Nicole, 16, attends Abilene High School; and Leighanne, 9, is in third grade at Rural Center Grade School.

They live in the country outside of Navarre, where they raise peacocks, guineas and chickens—which is daughter Leighanne's "pet project." ■

BULK OIL TOTES: A Better Way to Manage Oil Storage

By Matt Miller, Petroleum Department Manager

Why deal with the hassle of coming to us for oil when we can send a bulk oil truck directly to your farm? With bulk oil totes delivered and set up on your farm by ATC, there's no reason to haul drums around in the back of the truck. If you're interested, you can call me at Navarre (785) 479-2221 or Tim Svoboda at the Durham Station (620) 732-3315. We can

work together to get you more information or schedule a time to deliver the totes before the spring rush hits.

GIVE US A HEADS-UP ABOUT YOUR FUEL NEEDS

When you're out there doing spring fieldwork, the more notice you can give us on fuel deliveries, the better. By giving

us a "heads-up," we are able to route trucks so we can take care of everyone in a timely manner.

As always, have a safe, productive spring, and do not hesitate to give us a call if you have any questions or concerns. ■





P.O. Box 157
508 N. Main St.
Hope, KS 67451-0157

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PRE-SPRING GROWER MEETINGS

DETAILS ON PAGE 3

WE WANT TO REACH ALL PATRONS

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



COMING THIS SUMMER:

We will be holding several summer customer appreciation barbecues in local communities throughout the trade territory. Watch for details in the next newsletter.

FIRST ANNUAL MEETING SET FOR MARCH 13

**AGRI TRAILS COOP ANNUAL MEETING
MONDAY, MARCH 13 AT 7 P.M.
HERINGTON COMMUNITY BUILDING
810 S. BROADWAY**

ON THE AGENDA:

- **FINANCIAL RESULTS**
- **DISTRIBUTION OF PATRONAGE CHECKS**
- **DIRECTOR ELECTION RESULTS**

DONUTS AND COFFEE WILL BE SERVED.

MARK YOUR CALENDAR!