



www.agritrails.com

Trail Blazer



OUR LOCATIONS

CARLTON

785-949-2222

CHAPMAN

785-922-6505

COUNCIL GROVE

620-767-5105

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

785-349-2214

WHITE CITY STATION

785-349-2225

WOODBINE

785-257-3315

DECEMBER 2017

Helping You Succeed with Tier 4 Engines

By JD Bahret, Certified Energy Specialist

In 2010, the Tier 4 engine system was introduced to the market, and the EPA-mandated emission standards were placed on manufacturers. To achieve efficiency that could meet the emission standards, the high-pressure common rail system (HPCR) was created. This engine design also created a lot of new challenges with diesel and engine oil.

In order to meet the new standards, two variables were drastically increased in the engines: pressure and heat. The HPCR fuel injector systems use tight tolerances to send a finely atomized mist to the cylinders. In doing so, the injection pressure can now reach up to 35,000 PSI with engine temperatures up to 400°F-500°F. The tolerances for the HPCR fuel injectors are 1-3 microns. To give you an idea, a human hair can range from 30-100 microns in thickness. With tolerances this tight, it's time to start paying attention to your fuel.

With high pressure, comes high temperature. With increased heat, standard #2 diesel has been known to cook the fuel in the injectors. This causes the fuel to break down.

In turn, it can lead to tarnished and plugged injectors, plugged fuel filters, significant power loss and possible downtime. Unfortunately, the downtime often occurs during planting season or harvest.

CHOOSING PREMIUM DIESEL MAKES ALL THE DIFFERENCE

To combat these issues, we recommend Cenex® Premium Diesel, which is distributed by Agri Trails Coop. Ruby Fieldmaster® provides continual optimal performance for high-tech engines and exceeds the Tier IV Final EPA emission standards. Compared to standard #2 diesel, field tests have shown that Ruby Fieldmaster improves fuel economy up to 5%, improves power as much as 4.5%, and adds lubricity by 10-15%. Cenex Premium Diesels have seven distinct additives to help clean the injectors and create smoother operability with fuel-efficient starting capabilities.



Learn more about Certified Energy Specialist JD Bahret —
SEE ARTICLE PAGE 4

CONTINUED ON PAGE 2

How to Make Smart Fuel Decisions

By Matt Miller, Petroleum Department Manager



It is that time of year again when we need to start thinking about our fuel needs for the upcoming year. We have started to put

out daily contract prices for the normal March through November timeframe. You will have two options if you decide to contract:

- 50 cents down option
- Prepay option that nets three-cent savings on the contract price

When we feel the timing is right to lock in next year's gallons, we'll send out a letter stating just that. While there is always risk in contracting, there is likely more risk in not contracting. With the political tension in the Middle East that can easily cause the markets to make large swings in a very short period of time, contracting is typically a safe bet. It allows you to "know" a portion of

your input costs and plan accordingly. If you have any questions, or just want to check the current contract prices before the contract letter arrives in your mailbox, don't hesitate to give us a call.

WINTER FUEL AND BLENDING: BE CAREFUL ABOUT CUTTING CORNERS

When you call for a delivery, please be sure to specify whether you want a 50/50 winter blend (recommended) or your standard summer-grade diesel—we carry both. The 50/50 winter blend is a "cover all" fuel that should eliminate worries through winter.

Some people choose to save a little money and go with the summer grade. If that's your plan, please keep in mind that if you are self-treating your equipment with Howes, Power Service or another diesel additive, these products only work if they are

added to the tank well above the temperature where you will likely experience problems. In this region, the problem point is approximately 14°F. That means the additives will need to be blended into your tank or equipment at no less than 24°F for them to be effective. If you wait until the problem has arrived, you are likely throwing money away on the additive—as most of them are meant only for pre-treating.

One last thought: In the world of additives, more does not mean better. Please make sure and follow the recommended treatment rate on the additive you choose.

If you have any other questions relating to contracting, winter blends, fuel equipment or otherwise, we are here to help. Call Tim Svoboda in Durham at (620) 732-3315; Ervin Zimmerman in Pearl at (785) 479-5870, or me in Navarre at (785) 479-2221. ■

Helping You Succeed

CONTINUED FROM PAGE 1

WARRANTY ADDS ANOTHER LEVEL OF PROTECTION

Cenex also offers the Total Protection Plan® Warranty for new and used equipment. When you use Ruby Fieldmaster premium diesel and/or Cenex lubricants exclusively, you get up to 10 years or 10,000 hours of engine and hydraulic coverage. For used equipment, you can get up to 8 years or 8,000 hours of coverage.

EXAMPLE OF HOW THE WARRANTY WORKS

I worked with a customer who had purchased the Total Protection Plan on his new tractor. When he had an injector failure, he called me and took the tractor to the dealer. A fuel sample proved that he had been using Fieldmaster, and Cenex paid the bill in full. There was no burden of proof, no deductible and the entire process was very stress free. A \$99 warranty covered the entire \$2,500 bill!

Cenex is the only fuel company to offer a warranty program. If you want long-term protection for your equipment, be sure to check out the valuable Cenex Total Protection Plan program. Feel free to call me at (785) 258-4239 to discuss this or any other fuel topics. ■



Earn a \$50 VISA® gift card for every 125 gallons of Cenex diesel engine oils, tractor hydraulic fluids, gear lubes and greases you buy through February 28, 2018. Contact the Agri Trails energy department today for details, and ask about the Cenex Total Protection Plan® for up to 10 years/10,000 hours of coverage.





FEED DEPARTMENT NEWS

By Monika Schilling, Livestock Production Specialist



ATC-Gypsum has added a new overhead bin designated for bulk range cubes. This bin will serve as a location

for customers to fill their cake feeders, gravity wagons, etc. The bin will be able to hold approximately a full semi load of cubes—giving our feed trucks the ability to deliver bulk cubes. We're planning on filling the bin with an economical, all-natural, 20% crude protein cube. We are excited for this opportunity to better serve ATC customers!



This fall, we introduced a new commodity to our feed mills—PowerFeed Pellets manufactured by Pellet

Technology USA out of York, Nebraska. Already, the product has proven to be a great asset to ATC's ingredient inventory.

PowerFeed Pellets are a pelleted composition of corn stover treated with calcium oxide (increases digestibility of the fiber), dried distillers grains, solubles and urea. The result is a high-energy, moderate protein, high-fiber, quality pellet. To compare, PowerFeed Pellets are similar to corn gluten pellets, but they have a higher fiber-energy content. These pellets are also priced competitively. ATC has used PowerFeed Pellets for starter supplements, creep feeds, cow protein supplements and as a portion of grain mixtures.

If you have questions or want more information, please contact Derek Schrader at (785) 258-0604, or Monika Schilling at (785) 366-6131. ■

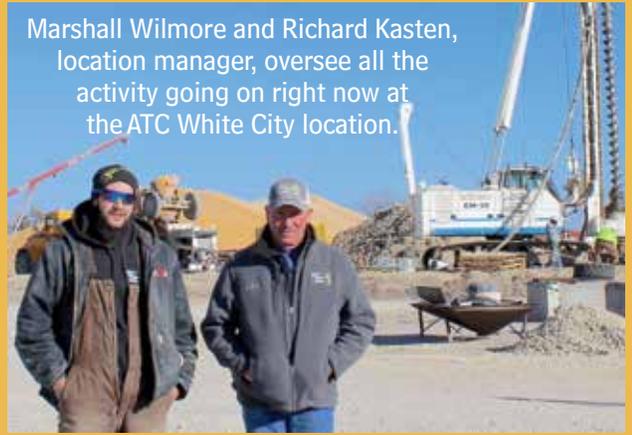
NOTES FROM ACCOUNTS RECEIVABLE DEPARTMENT

Please finish any year-end business on or before Friday, Dec. 29, because we will be closed on Saturday, Dec. 30. This includes prepaying on fertilizer, chemicals, fuels etc., and paying on your account.

Also, deferred payable checks will be available on Tuesday, Jan. 2. Please let us know if you would like checks delivered to the ATC location nearest you (available by 10 a.m.), keep them at the Hope location or taken to the Hope bank. Otherwise, we will mail them in the next few days. Have a Merry Christmas and Happy New Year!

LOCATION NEWS

Marshall Wilmore and Richard Kasten, location manager, oversee all the activity going on right now at the ATC White City location.



New Bin Takes Shape in White City

Work is underway on a new 348,000-bushel bin and 17,000-bushel/hour leg at ATC's White City location—with construction set to be complete in plenty of time for wheat harvest next summer. This will add some much-needed capacity and dumping speed/capability to this busy location. As of mid-November, the White City location had taken in over 1 million bushels of fall harvest grain. The location currently has approximately 126,000 bushels in ground piles northeast of the new bin.

The Chapman seed shed has four bulk bins that hold approximately 2,700 bushels each.



New Seed Shed Proves to be a Great Asset in Chapman

This fall, the new seed shed in Chapman treated roughly 10,000 units of seed wheat—running roughly 1,500 pounds of seed per minute through the treating system. Chapman will also be able to fully treat bean seed next spring—running anywhere from 1,500 pounds/minute to 1,800 pounds/minute. The system is equipped with a 27-inch touch-screen monitor that controls the operation. Plus, certified scales measure the exact ounces of seed treatment used per batch of seed. ■

Employee Spotlight

JD BAHRET, CERTIFIED ENERGY SPECIALIST (CES)

Start date: August 21, 2017

Hometown: Grew up on a small farm in Soldier, near Holton, and graduated from Jackson Heights High School. Participated in 4-H and FFA. Also helped out on a small ranch owned by his best friend's family.

College: Graduated from Bethel College in 2009 with a business administration degree.

Prior to Agri Trails: Worked for five years as a CES representing Farmway Coop in Beloit. Moved to Agri Trails so he could be closer to his wife's family and the 80-acre farm north of White City that he bought with his wife.

Family: Married to Emily Morgan Bahret who grew up in White City. JD and Emily have two children—Heidi, age 3, and Ben, 11 months.

Outside of work: JD enjoys gardening, playing outside with his kids, hunting and fishing. He also helps out on his father-in-law's farm, his dad's farm and best friend's family ranch.



Thoughts on being a CES at ATC: "I always like to say—you have an agronomist for your agronomy needs and a grain merchandiser for selling grain. Now, you have an energy guy for your energy needs. My goal is to help create efficiency for various types of operations, and adapt and utilize new products when they become available."

JD serves the entire ATC territory, and can be reached on his mobile, (785) 258-4239, or via email: jbahret@agritrails.com. ■



Take Advantage of Market Opportunities

By Jake Leis, Grain Originator/Merchandiser



Grain markets recently have been riveting ... if you like having a five-cent trading range every week. We have been range-bound on grains

in recent months, with the only action coming on report days. Corn yields were much better than expected across much of the Corn Belt. For soybeans, we had lower yields than last year, but we made up for the low yields with more planted acres. Wheat has been a follower in the grain market, and with record supply in the world, it will continue until we get some fresh fundamental news.

I can't stress enough the importance of knowing your production cost and break even, setting price targets, and executing

on those targets going into the next crop year. The market will still give us many more opportunities to lock in margins through the end of 2017 and into 2018. We need to take advantage of any rallies and sell into them.

If you are worried you will miss an opportunity by selling too early in the marketing year, or if you're looking to protect yourself from downside market risk, come see me. There are a number of strategies available to minimize risk. I would be happy to sit down and discuss your marketing plan. It's not about hitting a homerun; it's about staying profitable and in business.

As always, give me a call at the office in Hope, (785) 366-7213, if you would like to talk grain and risk strategies. Have a safe and blessed holiday season. ■



SEED DISCOUNTS AND FINANCING OPTIONS NOW AVAILABLE

- 6% cash discount through Jan. 15, 2018 on Asgrow®, DEKALB® and CROPLAN® seed.
- 2% cash discount and 0% interest from John Deere Financing through Jan. 15, 2018.
- 0% financing from Monsanto through March 31, 2018.

Call Doug Dillon, ATC seed manager, at (785) 366-7213 for details about these great options for 2018. ■

Agri Trails Welcomes ...

COLE WILDMAN

Start date: August 28, 2017

Job title: Feed truck driver based in Herington

Hometown: Herington, Kansas, where he lives and is a 2013 graduate of Herington High School. While he was growing up he worked at the sale barn.

Prior to Agri Trails: Worked at the coop in Manhattan managing their feed mill. Took the job at Agri Trails to be

closer to home so he could help his dad on the farm.

Outside of work: Cole enjoys spending time with his girlfriend of five years, Paige Krause. He also enjoys hunting and fishing, and has a three-year-old Blue Heeler named Cash. ■



MARCUS COX

Start date: July 11, 2017

Job title: Elevator and feed mill at Navarre

Hometown: Grew up on a ranch outside of Woodbine and graduated from Chapman High School in 2014.

College: Graduated from Hutchinson Community College with an associate degree in diesel mechanics.

Prior to Agri Trails: Worked as a diesel mechanic, joined a harvest crew traveling from Texas to North Dakota, and was a spray operator.

Outside of work: Marcus helps out on the family ranch taking care of cattle, and enjoys hunting and fishing. ■



BRETT MUHLIG

Start date: August 28, 2017

Job title: Elevator operator at Herington

Hometown: Grew up in Herington, and graduated from Centre High School in 2011.

Prior to Agri Trails: Worked on a local farm.

Outside of work: Brett enjoys hunting, and has three dogs: a Brittany name Rou, a Blue Heeler named Bandit and a Pitbull named Bonnie. He also loves spending time with his six-year-old sister, Peyton, who lives in White City. ■



New Equipment Adds to Strip-Till Capabilities



Strip-till season is in full swing, and the team at ATC is eager to meet your custom fertilizer application needs. New this year, we've added two John Deere 2510H high-speed roller applicators to the ATC fleet. These are in

addition to the conventional knife applicators we've been using up until now.

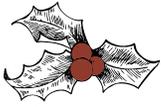
The ATC Agronomy crew is anxious to keep our machines busy. We have the equipment, products and services to meet all of your strip-till needs. Please keep in mind that our schedule tends to fill up fast this time of year. Be sure to contact the agronomy team and let them know your needs as soon as possible. That way, we can get you on the schedule for strip-till and/or custom planting when and where you need it.

For more information or to schedule your service, call ATC's no-till/strip-till coordinator, Levi Kelley, at (785) 258-0057. ■



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**MERRY
CHRISTMAS AND
HAPPY NEW YEAR
FROM ALL OF US
AT ATC.**

NOTES FROM THE GRAIN ACCOUNTING DEPARTMENT

Please verify your fall harvest tickets so we can divide any joint accounts and write checks or deferred payable contracts. This is also a good way to make sure your proof of yields on individual farms are correct for any insurance claim or FSA yield verification. Questions? Call the Hope office at 785-366-7213.

ATC Supports Local FFA



Cecilia Rziha of Tampa and a freshman at Centre High School receives an official FFA blue corduroy jacket from Jenny Whitehair, ATC agronomy department coordinator. ATC participated in the 2017 Syngenta FFA Blue Jacket program sponsored by the National FFA Foundation. In addition to the jacket, there was also a donation of \$750 to the Centre High School FFA.

Busy Fall Season

By Darel Anderson, General Manager

The 2017 fall harvest is slowly coming to the finish line. There were pros and cons to having a drawn-out harvest from late August to late November. It gave us some beneficial marketing opportunities—allowing time to ship more grain out—but did involve many weekends. ATC locations received approximately 8.5 million bushels, which is about 74% of last year's 11.5 million. The change in crop mix and limited rainfall in August and September were main factors in reduction.

The ATC staff has now switched gears to a busy season for our feed mills and delivery trucks, applying fall fertilizer for the corn crop. We also have 4.5 million bushels of grain in outside licensed storage to pick up!

With the calendar and ATC fiscal year-end fast approaching, we're happy to report a financially positive year-to-date. Along with our expansions at White City, Council Grove and the seed plant at Chapman, we continue to do repairs and upgrades at all of our facilities so we can best serve your needs.

Thanks to the ATC staff for their hard work and caring about our Coop. Thank you, our member-owners, for your business! Happy Holidays! ■

AGRI TRAILS COOP HOLIDAY SCHEDULE

ALL LOCATIONS (EXCEPT WHITE CITY STATION SHOWN AT RIGHT)

SATURDAY, DEC. 23	CLOSED	SATURDAY, DEC. 30	CLOSED
SUNDAY, DEC. 24	CLOSED	SUNDAY, DEC. 31	CLOSED
MONDAY, DEC. 25	CLOSED	MONDAY, JAN. 1	CLOSED

WHITE CITY STATION HOLIDAY SCHEDULE

SUNDAY, DEC. 24	7AM-4PM
MONDAY, DEC. 25	CLOSED
SUNDAY, DEC. 31	9AM-6PM
MONDAY, JAN. 1	9AM-6PM