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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

SUMMER 2018

Back in the Propane Business

By Darel Anderson, General Manager

As you have likely seen on our website or read in the letter we sent out, we are adding residential, agricultural and commercial propane delivery to our existing lineup of products and services. This decision actually marks a return to a segment of the energy business that your cooperative operated for many years. Here's a quick recap of our propane history.

All three of Agri Trails' parent cooperatives were in the propane business for many, many years. In the late '90s, concerns about increased regulation, insurance costs and larger competitors led us to form LLCs with the rural electric companies.

After evaluating our situation and market conditions about 10 years ago, the LLCs made the decision to accept an offer from a large energy conglomerate to sell the propane business. If we had had the ability to see the future perfectly, we would likely have chosen a different path.

Since that time, the energy landscape in our territory has changed. When Cardie Oil

was purchased right in the middle of our trade territory, our management and board began to consider a return to the propane business. Jerry Fenske came to Cooperative Grain & Supply as general manager at nearly the same time. His cooperative background was strong in propane,

so when he asked if we were interested in getting back into the propane business, we began to explore a unified effort.

CO-AG PROPANE IS BORN

The ultimate result of those discussions is Co-Ag Propane, a joint

venture between Agri Trails and Cooperative Grain & Supply. We believe there is an opportunity in our area for a locally-owned, customer-focused, full-service and reasonably priced propane business—all things Agri Trails offers. This is a decision that is good for customers and good for our cooperatives. Together, we have a complementary footprint and the opportunity for expansion. This also allows us to strengthen your cooperative's financial foundation by diversifying our

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Fulfilling Nutrient Requirements This Summer



By Monika Schilling, Livestock Production Specialist

At some point this summer, the native grass will decline in quality and quantity, and nutrients present in the grass might not be enough to fulfill cattle nutritional requirements. Depending on each

individual situation, we may be forced to decide whether or not to do the following: early weaning, creep feeding and/or supplementing cows. Agri Trails continues to provide many options for creep feeds and cow supplements.

Creep feed options include one, or a combination of, the following: Purina® Rangeland® Calf Creep 14 or 16, commodity pellets (power pellets, corn gluten, soyhull pellets), distillers grains, or a limiter product called Accuration®. Purina Accuration is mixed with grain and limits feed intake to 1% of body weight, resulting in greater feed efficiency.

Cow supplement options include cubes, commodity pellets (power pellets, corn gluten, soyhull pellets), distillers grains, or Crystalyx® tubs. The most common cube ATC offers is an all-natural 20% crude protein cube. Contact one of your ATC nutritionists to see what other cube options might be available in terms of cost per pound of crude protein. We may have a more economical option.

In-stock Crystalyx tubs include HE-30%™, BGF-30™, HP-40™ and NP-27™. What is the difference between these tubs? HE-30% and BGF-30 are both 30% crude protein tubs that are ideal for moderate- to low-quality forages. The only difference between the two is that the BGF-30 contains extra mineral and vitamin fortification. HP-40 is a 40% crude protein tub that is ideal for low quality forages, and the NP-27 tub is a 27% crude protein, all-natural tub.

Please contact one of your ATC nutritionists, Derek or Monika, to determine which option is the most feasible for you. Derek Schrader 785-258-0604 and Monika Schilling 785-366-6131. ■

Back in the Propane Business

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business during the current downturn in the ag economy.

Our target date to begin propane delivery is July 1. Currently, we're managing Co-Ag Propane with existing staff from both cooperatives. As we gain momentum and build sales, we expect to hire a manager to concentrate on the propane business. As to points of supply, we will have one tank in Dillon, a second in Hillsboro and the possibility of a third in our Eastern territory.

If you would like to receive your propane from a company focused on providing excellent customer service and strengthening our local communities, Co-Ag Propane would love to be your supplier. You do not have to be a member of either cooperative to be a propane customer. For more information or to become a customer, contact:

Matt Miller – mmiller@agritrails.com

Navarre office: 785-479-2221

Jerry Fenske – jfenske@cgsinc.com

Hillsboro office: 620-947-3917

Darel Anderson – danderson@agritrails.com

Hope office: 785-366-7213



Operator Lance Bruhl gets ready to put our newest sprayer to work near Carlton. Home base for the applicator is Gypsum.

ATV Extreme - Protecting Your Utility Vehicle

By JD Bahret, Certified Energy Specialist

Agri Trails has introduced a new oil to their lineup. ATV Extreme is a four-stroke ATV/UTV engine oil. It is a synthetic blend 5w40 with a cold start to -35F. It is recommended for all four-stroke ATV's. With its wide viscosity index, it provides year-round protection.

Cenex® developed this oil with a focus on keeping your engine clean while operating in harsh environments. When comparing to an OEM engine oil of the same caliber, it is almost \$10 cheaper per quart. Most, if not all, ATC locations are carrying ATV Extreme. If you have questions, feel free to call me at 785-258-4239.

GREASE FOR GIFT CARDS

Every operation uses grease. If you have to buy it anyway, why not be rewarded? The Cenex Grease for Gift Cards program allows you to earn one \$15 VISA® gift card for every 4-10 pack or 35-pound pail of qualifying grease purchased, or one \$50 VISA gift card for every 120-pound keg purchased from now until August 17, 2018.

The top-quality Cenex products that qualify are Blue Gard® 500+™, HD Moly Xtreme, Maxtron® EP, Maxtron® FS, ML 365®, Molyplex 500+, Poly-Xtreme® and Red Protect XT™. Talk to me or any member of the Agri Trails energy team for details. ■



LOCATION NEWS

White City Bin Nears Completion

Electrical work is all that remains to be done on the new 328,000-bushel bin in White City. The new 17,000-bushel/hour leg is also in place. “Our customers will appreciate the improved speed during harvest,” states location manager Richard Kasten. “We like it because the aeration is much better than the old metal bin which will make it easier to maintain grain quality. And the whole setup is a lot safer for our employees and customers.”



New Scales in Chapman

The addition of an outbound scale and the replacement of the old scale will help to easily handle larger equipment and improve traffic flow in Chapman. “Both are Avery Weigh-Tronix scales, one 13' x 80' and the other 12' x 80',” says location manager Tom Haslouer. “The outbound scale also has a remote readout and ticket printer, so you won't have to leave the driver's seat.” Tom notes that adding the second scale will be a great help in getting trucks in and out quickly during the fall harvest. ■



Driver Rick Fischer makes a delivery with our new fuel truck.

Employee Spotlight

TRESA KRUEGER, CARLTON LOCATION MANAGER

Start date: November 19, 2015

Hometown: She grew up on a wheat farm near Lincoln, Kansas.

Prior to Agri Trails: Tresa was a certified medication aide at Salina Presbyterian Manor until coming to ATC as the Carlton location assistant.

Family: Married for 24 years to Kevin. They have two grown sons, Skylar and Riley.

Outside of work: After raising their boys in Salina, the couple bought land near Solomon, where they raise cattle. Tresa also enjoys gardening and reading.

Her work at Agri Trails:

“It’s been an interesting journey. Until we moved five years ago, I’d never really been involved with cattle more than driving by them. Now, they’re my life. I came in here

to buy something for the cattle and saw they had a position open for counter person, so I applied. Now, I’m the location manager.

I’ve learned a lot from location managers, co-workers and customers.

“I believe you have to have teamwork to make anything work, and we have a great team here. Monika (Schilling) has done an astronomical job with custom feeds, and that has helped build our mineral business here. In addition to feed, we make all our ATC mineral here, and while our staff isn’t big, they’re very efficient. In June, we should bag 150 tons of mineral here—and that’s on top of our feed. Whether we’re serving a customer or one of our locations, our goal is to make sure the product is always here when they come to get it.” ■



Wheat Price the Silver Lining?

By Jake Leis, Grain Originator/Merchandiser



Mother Nature always has a way of humbling us, and this year she has done that repeatedly. We started with a cold winter, followed by one of the coolest Aprils on record. Then came May, and we skipped spring and went straight to summer.

The drought has tested this wheat crop at every stage, and we will need to see summer rains if we are going to raise corn and beans. Extreme drought and current trade uncertainty between the U.S. and multiple countries has made marketing this year a constant guessing game.

The one positive in this dry weather is the runup on the KC wheat board to price levels not seen in a few years. I think farmers should look at locking in some 2019 wheat

at these levels. With corn and beans, it’s all about knowing your break-evens and setting price targets accordingly. Trade uncertainty is going to make the corn and soybean markets very volatile, and if you have set targets ahead of time there will be opportunities to lock in the margins. You don’t have to sell the farm, but you can layer in with small increments and take risk off the table with every sale.

We offer many contracts to lock in favorable pricing and I am always willing to sit down and talk about what we can do on the futures side to minimize price risk. Having a grain marketing plan in place with clear target levels will take some of the emotion out of marketing and allow you to focus on raising better crops. ■

Agri Trails Welcomes ...

JOEL JORDAN

Start date: November 28, 2017

Job title: Feed mill operator at Carlton

Hometown: Chapman, Kansas

Hobbies: Hanging out with his two English bulldogs and helping his grandfather on the farm. ■



JOSIE NOONEY

Start date: September 6, 2017

Job title: Location clerk at Carlton and Tampa

Hometown: Lane, Kansas

Hobbies: Reading, walking her Catahoula leopard dog (ask her about that), running. ■



LOGAN LITKE

Start date: October 16, 2017

Job title: Feed truck driver in Council Grove

Hometown: Logan is a Council Grove native.

Hobbies: In his spare time, Logan likes to hunt, fish and do mechanical work. He's worked on his friends' mud trucks and his goal is to work on one of his own. ■



DARREN MAKOVEC

Start date: February 8, 2018. Darren was a delivery driver for the cooperative when they handled propane, then worked for Cardie Oil in Tampa.

Job title: Currently operates the tire change service business in Tampa and will also be involved with the Co-Ag Propane business in the future.

Hometown: Lost Springs, Kansas

Hobbies: Darren and his wife, Amy, spend a lot of their spare time with their seven grandkids. ■



BROCK NOONEY

Start date: January 22, 2018

Job title: Agronomy tender truck driver

Hometown: Haysville, Kansas

College: Earned a health and physical education degree from Friends University and attained all-American status as a track athlete.

Hobbies: Self-proclaimed as one of Kansas' most eligible bachelors, Brock is a "fitness fanatic" who enjoys working out, training other athletes and riding 4-wheelers. ■



Managing Through the Valley

By Darel Anderson, General Manager

As we're nearing the end of a wheat harvest that might have the smallest yields in 20 years, we know conditions are tough on the farm and ranch. We continue to keep a tight rein on our business to manage responsibly through the current economic downturn. Our goal is to be as efficient as we possibly can while continuing to provide the level of service you expect and deserve.

To do that, we constantly evaluate everything we do as a cooperative. With evaluation comes the potential for change, and change is something we want to adapt to rather than fear. We never want our patrons to feel like we've settled into our "comfort zone." Instead, we want to continue to offer the products and services that you need going forward.

We also have to monitor current services. For example, our ag economy may require some changes in how we handle our convenience credit terms and manage accounts receivable.

With past employees moving on to new opportunities, we've made some new hires. We strive to bring good employees to our coop who can build relationships and perform at the level necessary to serve our members. With unemployment so low and quality ag-minded workers so scarce, the competition for young, entry level workers is fierce. When those people become available, we have to secure them.

Please don't hesitate to call or email me with comments or concerns. We appreciate your business.

Thanks, Darel

Email: danderson@agritrails.com

Hope office phone number: 785-366-7213 ■



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ENHANCEMENTS IN WHITE CITY AND CHAPMAN IMPROVE EFFICIENCY

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 to or removed from our mailing list, please contact Melinda Gantenbein at mgantenbein@agritrails.com or 785-366-7213.

Need Feeders?

By Derek Schrader, Livestock Production Specialist



Agri Trails provides well-maintained 150- to 160-bushel creep feeders for producers to rent. The rental cost is \$1.50 per feeder per day. Feeder rental is billed at the end of the month and reflects the number of days used. Agri Trails also has both new and used creep feeders for sale. Call the Navarre location, 785-479-2221, if you're interested in rental or purchase. ■

Driver Caleb Rose gets ready to fill an Agri Trails creep feeder from our new 16-ton feed truck. The new truck is based in Navarre.



With Supplies Tight, Plan Now

By Doug Dillon, Seed Manager



After a dry fall, winter and spring, forage supplies are extremely low on the farm. That, along with the fact that forage, cover crop and wheat seed supplies will be tight, means that this is a good time to figure out your seed needs for late summer and fall planting. Give us a call or stop in to discuss your options. Keep in mind that sorghum sudangrass can make a crop in about 40 days. ■