



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

AUGUST 2017

Upgrades Work Beautifully During Wheat Harvest

A big welcome to MorKan Elevator & Western Grain Mill customers—**SEE ARTICLE PAGE 6**

TAMPA ADDITIONS

- 348,000-bushel bin
- 17,000-bushel-hour leg
- Additional scale on north side of office building
- Room addition on office building
- New and improved traffic pattern

Harvest report from Roger Will, Tampa Location Manager

- Having both an incoming and outgoing scale significantly improved traffic flow.
- Most trucks were in and out in 5 minutes. (With prior system, wait time could be 45 minutes.)
- Fourth largest wheat harvest taken in at the location.

New bin (shown at right) changes skyline in Tampa.



New bin (shown at left) adds 348,000 bushels of capacity to Gypsum location.



GYPSUM ADDITIONS

- 348,000-bushel bin
- 17,000-bushel-hour leg
- 1,000-bushel gravity flow dump pit

Harvest report from Scott Blochlinger, Gypsum Location Manager

- Construction on the new bin went down to the wire, and was completed on the day Gypsum received its first load of wheat.
- Dramatically sped up operations during wheat harvest—no lines whatsoever.
- Should be a significant improvement for fall harvest, with three legs allowing Gypsum to have crop-specific pits. ■

How to Avoid Toxicity in Annual Forages and C

By Monika Schilling, Livestock Production Specialist



HELP WITH YOUR CREEP FEEDING PROGRAM

ATC has several creep feeders distributed across our locations, offered to rent for \$1.50/day. Each feeder can hold approximately three tons of feed.

ATC also has many different feed options to fill your creep feeder, depending on your end goals. If you're interested or have any questions about creep feeding, please contact one of our ATC Livestock Specialists: Derek Schrader at 785-258-0604, or Monika Schilling at 785-366-6131. ■

Many annual forages and/or cover crops that are grown in the Agri Trails region can create toxicity in livestock. Nitrate and prussic acid poisoning are the main concerns when feeding these plants, and if not managed correctly, can be harmful.

NITRATE TOXICITY

The main plant species of most concern in accumulating nitrates are **sorghum, oats, millet, sudangrass** and **brassica species (turnips and radishes)**. Some common weeds are also high in nitrates, such as johnsongrass, pigweed, lambsquarter and kochia.

Nitrates are absorbed through the soil by the roots of the plant, which are then converted to protein by plant enzymes. These enzymes require water, energy from sunlight, and warm temperatures. Without these conditions, stress is caused and nitrate conversion is reduced—leaving a high nitrate level. Other than the weather elements, high nitrate accumulation can occur depending on fertilization, plant maturity (young plant) and plant height (lower part of

plant is the most toxic). When these conditions are met and livestock eat a feed high in nitrates, toxicity can occur.

Signs of nitrate toxicity: shortness of breath, staggering gait, chocolate/brown blood, reduced milk flow, watery eyes, unthrifty appearance, reduced weight gain, abortion or infertility, and potentially death. Please consult with your veterinarian for treatment.

Steps to aid in prevention of nitrate toxicity:

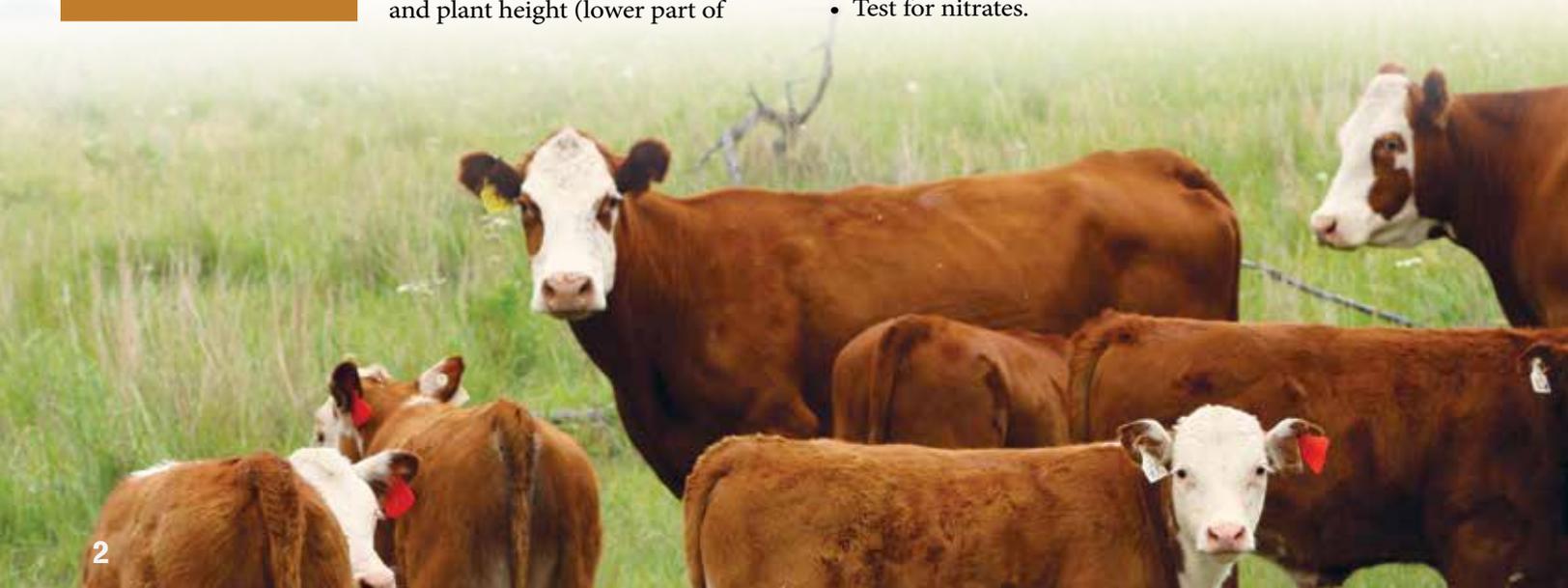
- Avoid cutting the lower part of the plant (raise cutter head).
- Cut in the afternoon on a sunny day.
- Wait two days to harvest after a rain.
- Ensile the feed. The silage process can reduce the nitrate level by approximately 50%.
- When grazing the feed, avoid overstocking the field, do not turn out hungry cattle and provide another feed to dilute.
- If frost occurs when grazing, pull cattle off and wait a week to turn out again.
- Test for nitrates.

PRUSSIC ACID TOXICITY

The plant species of most concern in accumulating prussic acid are sorghum and sudangrass. Some common weeds high in prussic acid are shattercane and johnsongrass. The plant produces prussic acid or hydrocyanic acid (HCN) when enzymes damage a molecule called dhurrin. Dhurrin and these degradative enzymes are compartmentally separated within the plant, so, damage must occur (plant cell rupture) for these enzymes to be exposed to dhurrin to produce prussic acid.

Any stress caused to the plant, such as drought or frost, can cause prussic acid formation. Other than weather stress, prussic acid can be present depending on maturity (young plant), plant part (upper leaves), and fertilization. Prussic acid poisoning can be induced by an animal chewing (rupturing the plant cells) making it tough to predict if a field/hay could be toxic.

Signs of prussic toxicity: staggering gait,



Cover Crops

labored breathing, spasms, foaming of the mouth and death. Treatment must be administered quickly as signs of toxicity occur quickly.

Steps to prevent toxicity from occurring:

- Avoid turning out hungry cattle onto pasture.
- Do not overstock.
- Allow plants to reach at least 18-24 inches tall.
- Do not graze after a frost (need a killing frost).
- Supplement/dilute out suspected high prussic acid feed.
- Test for prussic acid.

Sorghum, oats, millet, sudangrass and the brassica species are great assets to our region because they provide us a decent quantity of quality feed. With proper management and preventative actions, they can be utilized without any issues. If you have any questions or need your feed tested, please call me at 785-366-6131, or email at mschilling@agritrails.com. ■



Cenex® Automated Fuel Delivery System: Let Us Monitor Your Tanks

By Matt Miller, Petroleum Department Manager



Predicting your fuel usage and knowing when you'll need a delivery is never easy. But the Automated Fuel Delivery (AFD) System from Cenex eliminates the guesswork.

A fuel monitor allows us to know the level of your tank on a daily basis. When your tank hits a predetermined level it will automatically schedule a delivery, so you never have to worry about calling in your fuel order. AFD gives you two options for billing:

1. Deferred Billing Plan: You owe for the product that has been delivered, but billing for that period is deferred. Each month, you are billed for an estimated quantity of

product that has been used based on the daily average for that period. In addition, you have the opportunity to price and be billed for all deliveries that have been made into your monitored tank, but have not yet been billed.

2. Daily Product Pricing and

Payment: Receive an invoice for the entire amount of product delivered at that day's market price.

With this system, you'll have confidence knowing you won't run out of fuel because someone forgot to check the gauge during critical times of the year.

For more information, please give me a call in Navarre at 785-479-2221. Or call Ervin Zimmerman in Pearl at 785-479-5870. ■

Employee Spotlight

SANDRA SVOBODA

Start date: February 13, 2017

Job function: Works in accounts receivable, assisting with statements, writes grain checks and helps with contracts.

Hometown: Grew up in Ramona, where her family farmed, including a dairy operation and some feeder calves. Graduated from Centre High School in 1984. Attended Salina Area Technical College.

Prior to Agri Trails: Worked for an oral surgeon in Salina for five years, followed by 22 years as a motor vehicle supervisor at the Marion County Courthouse. She then took a job as a bookkeeper for Diepenbrock Farms and Walker Feedlot, before accepting the position at Agri Trails. "I learned a lot when I was working for ranchers, and it's really helped me understand the business

of Agri Trails members."

Family: Married to A.J. Svoboda, who has a cow/calf operation, farms family land (mainly brome) and drives a semi for Frank Svitak Trucking. Their son, Cole, graduated from K-State with a degree in agriculture. He lives on the family farm where Sandra grew up and works for John Hajek. Daughter, Bryanna, is currently a senior at Emporia State majoring in pre-physical therapy.

Outside of work: Sandra runs every morning with their Chocolate Lab and Border Collie. She also enjoys reading and helping her husband check on cattle. ■



Let ATC Help With Your Pre-Fall “To-Do” List



STAY ON TOP OF INSECT CONTROL.

With fall approaching quickly, ATC Agronomists would like to remind growers of the importance of applying insecticide to protect fall crops. Some of the insects to watch for include pod worms in soybeans, as well as white sugarcane aphids and head worms in sorghum. ATC offers a variety of options for treating these insects.



GET CONTROL OF VOLUNTEER WHEAT.

It's important that volunteer wheat is dead for two weeks prior to planting new crop wheat. Volunteer wheat is host to the wheat curl mite which is responsible for spreading wheat streak mosaic virus. Your local ATC agronomist can help you determine the best herbicide option for your operation.



TAKE ADVANTAGE OF PRECISION AG.

Fall is a great time for grid sampling. ATC now offers a Precision Ag program, which allows us to use your grid sample results to write variable rate seed or fertilizer prescriptions for your fields. ATC has variable-rate ability on all the custom application machines, including drills, planters, strip till and ag lime/dry fertilizer applicators. Also, if you have yield mapping on your operation, we can process your yield data and use it to create variable rate maps. Contact Jenny Whitehair at our Hope location, or any ATC agronomist, to learn more about our new Precision Ag program.



CHOOSE THE BEST FALL WHEAT SEED.

ATC will be carrying single varieties as well as blends at our Hope, Chapman and Tampa locations. If you have a specific variety you would like to purchase—or if you want to inquire about price and availability—please contact Doug Dillon at our Hope location, or your local agronomist. ■

CONTACT OUR AGRONOMY TEAM FOR YOUR NEEDS THIS FALL

Aaron Brinkman
Chapman/Navarre
785-258-4237

Doug Dillon
Hope
785-366-0603

Tanner Anderson
Hope/Herington
785-366-0890

Anthony Schilling
Tampa
785-366-0133

Heath Funston
Hope/Navarre
785-258-0607

Kellen Kershner
Tampa
785-366-6115

Brad Carlson
Gypsum
785-906-0495

Jenny Whitehair
Hope
785-280-1965

Michael Dietz
Tampa
785-650-7678

Cale Miller
Hope
785-258-0611

Steve Charles
Hope
785-258-0608

Ray Brown
Chapman
785-223-7802



Market Forecast Relies on Weather Forecast

By Jake Leis, Grain Originator/Merchandiser



In grain marketing, it's currently all about the 6- to 10-day weather forecast. We are trading in a weather market, and every trader out there is watching the weather closely.

July is the critical time for corn tasseling and silking. Soybeans will follow shortly, with rains needed in late July—and crucial in August—to keep them healthy. No one trading or speculating wants to be short in this market right now during hot and dry weather. So it's crucial to keep a close eye on the forecast for the next few months in order to identify marketing opportunities. When the board gives us a rally here, we need to take advantage of it. Set price targets and be disciplined in executing.

If you want to talk about risk strategies, marketing plans or hedging opportunities, give me a call at the office in Hope, 785-366-7213, or my cell, 785-258-4183. Thank you, and enjoy the rest of your summer. ■



New Seed Shed Takes Shape in Chapman

Work is underway on a new 120' x 80' seed shed that will be equipped with a seed treater and four 3,000-bushel tanks at Chapman. The equipment for the treater arrived in July and completion of the building will be by the first part of September. We will supply Asgrow®, DEKALB®, Croplan®, Tishhauser Seeds and Phillips Seed, plus a variety of cover crop seeds for your planting needs. ■

Agri Trails Welcomes ...

KYLE BARNHART

Start date: March 6, 2017

Job duties: No-till operator based in Hope

Hometown: Olpe, Kansas. His grandfather was a farmer, and Kyle helped out on the farm while growing up.

College: Graduated from Emporia State in December 2015 with a degree in computer information systems.

Prior to Agri Trails: Worked for Waechter Hay and Grain in Emporia during college and after graduation. Did an internship for Federal Home Loan Bank in Topeka. "They offered me a job, but I turned it down because I liked being outside and working in agriculture."

Outside of work: Kyle is engaged to Samantha Thibodeau, and they have a baby boy, Cooper Robert, born on July 22, 2017. They live in Council Grove, where Samantha works for Cross Winds, and she will soon finish her degree in psychology from Emporia State. Outside of work and family, Kyle and Samantha enjoy fishing in Council Grove Lake, and they hope to someday build a house in the country. Kyle is also an avid fan of the Kansas City Royals and Chiefs. ■



RICK FISCHER

Start date: March 13, 2017

Job title: Fuel truck driver based in Durham

Hometown: Anthony, Kansas, on a family farm growing wheat and alfalfa, and raising cattle and sheep.

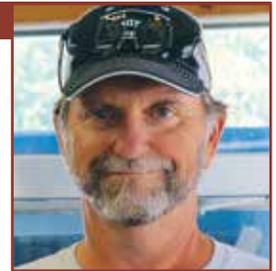
Prior to Agri Trails: Drove over the road for Schwans and then worked for Salina Regional Health Center in maintenance. He also worked in the past at other coops, driving service trucks and fuel trucks.

Family: Rick lives in Carlton with Cindy, his wife of 20 years. Their daughter, age 33, is married and has a 3-year-old daughter. They also have a son who is currently a

student at the University of Oklahoma majoring in computer science and a minor in criminal justice.

Outside of work: Rick stays busy with remodeling projects around home and taking care of their horse, two small dogs and a large German Shepherd. He also enjoys deer hunting.

About working at Agri Trails: "I enjoy the interaction with customers. It's nice meeting new people. It helps that I grew up on a farm so I have a good understanding of farmers' needs." ■



TIM WEDEL

Start date: April 19, 2017

Job title: Custom applicator based in Gypsum

Hometown: Burns, Kansas (north of El Dorado), on a 1,500-acre family farm with a finishing feedlot.

School: Graduated from Remington High School, and got an associate degree from Butler Community College. He then attended K-State and graduated in 2016 with a degree in animal science with a science option.

Prior to Agri Trails: After college, Tim worked for McPherson County Feeders as a mill manager for one year before coming to Agri Trails.

Family: Three weeks after graduating from college, Tim married Sarah, who grew up in Baltimore, Maryland. She graduated from Friends University with a degree in zoo science, and is currently working on her masters in elementary education. Sarah works as a pre-kindergarten teacher in McPherson where the couple lives. They're also the proud parents of a baby boy, Remington, born June 18.

Outside of work: They've been busy hosting grandparents from Baltimore who love visiting their new grandson! ■





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Hope, KS 67451-0157

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DETAILS ON PAGE 2

WE WANT TO REACH ALL PATRONS

If you know of someone who would like to be added to or removed from our mailing list, please contact Melinda Gantenbein at mgantenbein@agritrails.com or 785-366-7213.

Growing Together: Two New Locations Join the Agri Trails Family

By Darel Anderson, General Manager

Starting June 5, MorKan Elevator in White City and Western Grain Mill in Council Grove officially began operation as part of Agri Trails Coop. It was a smooth transition—just in time for wheat harvest.

Agri Trails purchased these two operations from Western Investments, Inc. Both are a great fit for our organization. We welcomed the previous staff, so patrons can continue to do business with the familiar faces they've known over the years.

IMPROVEMENTS ON THE HORIZON

Looking ahead, Agri Trails will be improving facilities in White City to better serve grain customers in that area. Likewise, feed customers will see enhancements at the Council Grove location.

It's all part of ATC's efforts to continue to grow our business as a local cooperative, while providing excellent services and quality products to our patrons. We value your continued business, and encourage your support of your local community cooperative. ■

Unique Relationship

Agri Trails Coop is a proud part owner of Countryside Feed LLC based in Hillsboro. While this might seem like we are "doing business with the competition," it is actually a vital long-term relationship that allows Agri Trails Coop to better serve its feed customers while financially benefiting ATC members. Countryside Feed LLC was organized in 1997, and is owned by Cooperative Grain and Supply Coop, Agri Trails Coop, MKC, Farmers Coop Halstead, Kanza Coop and Land O Lakes-Purina. Being a member of Countryside Feed LLC is beneficial to you and your cooperative not only because we share in the annual

profit of that LLC but it allows ATC access to products and service that we couldn't provide otherwise. CSF locally manufactures 95% of the bagged feed for your farm requirements and many other feed products that ATC utilizes in our local feed mills.

When you purchase feed from ATC originating from Countryside Feed, you not only get a great product but you also get the dedicated service of ATC nutritionists, sales staff, feed truck drivers and mill operators. Agri Trails Coop thanks you for your continued support! ■