



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

SPRING 2019

Financial Adjustments Benefit Patrons

By Darel Anderson, General Manager

As you are all aware, 2018 was certainly a difficult time in the ag industry. This year, ATC handled 10 million bushels of grain. For the sake of comparison, last year we handled 15 million and in our first year as Agri Trails, we handled 19 million. We hope that in 2019 our trend of grain production returns to normal yields.

Sooner or later, lower grain volumes catch up to you if you are a grain elevator. For the past few years, the carries in the market allowed us to make better margin per bushel by holding the grain we had purchased from our members. A smaller harvest in 2017 and 2018 gave us the storage space to accomplish that.

Ultimately, however, lower grain production results in lower financial returns. Out storage revenue, for example, is down 35% from last year. From your perspective as producers, you know that you can deal with low commodity prices, to an extent, when the yields are there. When you have low prices and low yields, it's a bad day.

What happens at the producer level directly impacts your cooperative. Low yields and low prices in 2018 will also affect 2019 financial results. The tariff fueled trade war and low prices will make crop production profitability very difficult.

WHAT WE'RE DOING

For most of my years in the cooperative

system, we've taken a simple approach when returning profits to our patrons. We have issued an allocation of patronage, part of which was distributed in the form of "cash" and the remainder as "deferred", but both were considered qualified equity. The key here is "qualified", which simply means we pass on all tax liability of the allocation to the member in the year earned.

The Tax Reform Act, which took effect in 2018, introduced some changes that meant that the cooperative needed to manage patronage allocation differently than we did for the past decade. The reduction in corporate tax rate allowed ATC to withstand a larger portion of the tax liability. This led our board and coop management to decide to issue "non-qualified" equity.

We focused on the situation for our members and did the right thing. After electing our level of patronage, we determined that this year the cash portion remains "qualified" while the revolving equity portion is "non-qualified". The cooperative will assume the tax liability on that equity for now. Even though the equity is "non-qualified", it is still attached to the producer and is part of our revolving equity redemption program. When the equity is paid to the producer in the future, they will then assume the tax liability. We will also pass some of our

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A Harvest for the History Books

By Jake Leis, Grain Originator/Merchandiser



The harvest of 2018 was prolonged to an extent that was almost unprecedented, wrapping up for some of you a few days before February.

Certainly it was a growing season of extremes, and those swings impacted yields significantly. The dry start to summer hurt wheat yields and continued right into the corn crop to the point that about 70% of the corn in our area was chopped for silage. Then came Labor Day, and with it the rains and snow that wouldn't stop. Beans and milo that were usually cut in November sat in the fields into 2019. Many of you waited to harvest until the ground froze to avoid tearing up your fields.

Needless to say, all of this impacted your harvest and the grain we took in at Agri Trails, with receipts down one third from the year before. In his article, Darel will discuss some of the actions we're taking as a cooperative to address the shortfalls.

Like all of you, we're hoping for a more favorable growing season and that all the fall moisture leads to outstanding crops in 2019. ■

AGRI TRAILS Welcomes ...

TYLER BLYTHE

Start Date: February 4, 2019

Job Title: Agronomy Services Operator

Hometown: White City, Kansas

Interests: Hunting, working on the family farm and spending time with friends



KRISTAN SNIDER

Start Date: February 8, 2019

Job Title: Clerk at the White City station

Hometown: Oak Grove, Missouri

Interests: Painting



PAULA YOUNG

Start Date: February 10, 2019

Job Title: Clerk at the White City station

Hometown: White City, Kansas

Interests: Loves her dogs



EMPLOYEE SPOTLIGHT

Mariah Woolsoncroft,
Livestock Production Specialist

START DATE: February 4, 2019

HOMETOWN: Salina, Kansas

PRIOR TO AGRI TRAILS:

Earned her associates degree in equine science from Colby Community College, then earned a bachelor's degree in animal science from Kansas State University and her master's degree in ruminant nutrition from Oklahoma State University. After graduation she worked for a year as an extension educator in Fullerton, Nebraska, before coming to Agri Trails.

FAMILY:

Her mother is a nurse-practitioner and her father a grain merchandiser. Her family will be expanding in May when she marries local crop insurance agent Greg Harris.



OUTSIDE OF WORK:

Horses are her passion, although she is currently without a horse of her own.

HER WORK AT AGRI TRAILS:

"I like going out and meeting the producers, to put a face to a name and to see their operation and their cattle. I'm excited about that face-to-face contact you don't get in a lot of jobs these days. My role is to help them better understand what their feedstuffs are providing to their animals and how to formulate a ration that gets them where they want to go." ■

Store Upgrades a Hit

Changes at the White City station have proven popular as area residents have taken advantage of the convenient location and new food options.

“We’ve seen a lot of business in the grocery, especially on days when the weather wasn’t great,” notes store manager Bobbie Jo Barrett. “The deli has been very popular and we’ve sold a lot of sandwiches, as well as the meats and cheeses for people to take home for their lunches.”

The front of the store has been reconfigured to feature the Hunt Brothers, hot food and deli counter. The expanded grocery area features a nice selection of essential food and grocery items, as well as a refrigerated and frozen food section.

“We’ve been busy since we finished the remodel,” Bobbie says. “I think the community really appreciates our selection and the fact that they can get what they need without having to travel 25 miles or more.” ■



Good Attendance, Information At 2019 Grower Meeting



By Heath Funston, Agri Trails Agronomist

Agri Trails Coop hosted a series of meetings the second week of February for growers who wanted more information about two key topics—weed management and late-season crop management.

Eric Hansen, lead agronomist with Winfield United, shared some timely information with those in attendance. We asked him to put together a summary of his presentations for those who couldn't be there. Here's what he had to say.

Weed management typically starts in the fall. But with the extended wet weather we need to be ready to adjust our early spring applications in order to control weeds like marestail that have overwintered and will be more difficult to kill.

We need to take a systems approach to weed management. That means using all the tools that we have available. One of the tools that often gets overlooked is growing a competitive crop. Planting dates, seeding rates, seed treatments, hybrid/variety selection and early season fertility all influence the early growth of our crops. The faster we can get the crop out of the ground and to canopy, the less pressure we put on our

herbicide program.

Seed treatments will be key on soybeans, not only to improve germination due to seed quality issues this spring but also to improve plant vigor. Starter fertilizers like OptiStart® Local contain P, K, S, Mn and Zn and are designed to blend with 10-34-0. Tiny developing root systems can struggle to spread far enough fast enough to pick up adequate levels of nutrients. Using a plant growth regulator like Ascend® helps to drive root and foliar growth.

Utilizing good foundation residual herbicides is a must for reducing the population of emerged weeds that we will need to control with post-emerge herbicides. Timely overlapping of residuals extends the length of control for weed species that emerge over a long period of time, like waterhemp and palmer amaranth. Our pigweed species are much easier to control before they emerge because of the high number of growing points on even small emerged weeds that need to be killed in order to achieve control.

We need to be aware of the seed production capabilities of our weed species. Pigweeds are very prolific, with the ability



Running on Empty



By JD Bahret, Certified Energy Specialist

I was 15 years old. Wheat harvest was in high gear. Dad and I put in the time to make sure the combine, tractors and trucks were ready. We knew that year was going to be the year—the year there wasn't going to be any disasters, break-downs or blow-ups.

Harvest was going to be smooth sailing and we were excited.

We started on a Friday and everything was going as planned. On Saturday afternoon, the fuel tank was empty. We called the local co-op and learned they wouldn't be able to make a delivery until Tuesday. Our hearts sank, and we had to start working on a back-up plan.

Every harvest there are new lessons learned, and that is certainly one that I keep in the back of my mind. At Agri Trails, we offer the Automated Fuel Delivery program. This program provides a tank monitor that sends daily readings, and when the tank level reading get to a certain level, the route truck will be dispatched to fill your tank.

With the AFD program, the customer only pays for the gallons consumed each month. So, when harvest kicks off, the AFD program will have your back. Call me at 785-258-4239 to sign up. ■

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Valuable information for spring was shared at grower meetings in Chapman, Gypsum, Hope and White City.



to produce upwards of 350,000 – 1 million seeds from a single plant, depending on species, so controlling weeds before they pollinate is critical. Although seed production is high, seed survivability in the soil degrades fairly rapidly. Waterhemp seed has been shown to only have 50% seed viability after three years in the soil.

Post-emerge spraying habits need to adapt to changes in regulation, weed biology and the chemistry we're using. Adequate coverage is essential for the success of post-emerge applications. Adjuvants are key to helping us achieve better coverage, especially when using nozzles that produce ultra-coarse droplets, which reduce the number of droplets per square inch compared to medium-coarse nozzles used in other systems. Not all adjuvants are created equal in this capacity, and growers need to purchase them from a trusted supplier who can support claims with sound research and data.

Adjuvants for DT crops like Class Act® Ridion™, On Target™ and InterLock® provide industry-leading control without breaking down from shear stress in the spray tank. These quality products are backed by WinField® United and

university trials, which is not true of all adjuvants. The right adjuvants allow a herbicide to perform more consistently across a wide variety of conditions and can many times make the difference between acceptable control and a respray.

The final topic discussed was managing our crops according to yield-determining growth stages. Head size and ear size are determined early in the crop's life, but we can still influence yield late season. Soybeans are the most responsive to management during the reproductive stages from R3-R6. Late-season plant health is a major determining factor in the plant's ability to add seed weight to grain. Fungicides and bio-stimulants can influence plant health and staygreen plus help to regulate photosynthesis and water movement in plants.

Agri Trails Coop is implementing testing procedures that include using special imagery and data to help sort out a variety of products. Our goal is to help growers make more informed decisions about the host of plant health and biological products on the market. ■

FINANCIAL ADJUSTMENTS...

CONTINUED FROM PAGE 1

199-A deduction through to you this year, which will impact your 2019 income.

Revisions to the tax code, plus the fact that lower profits also reduced our allocation, enabled us to take this approach without jeopardizing the financial footing of your cooperative. We want to remain in a position where we can continue to grow and make profitable decisions regarding the addition and improvement of assets.

The year ahead promises to be another challenging one. I, with you, am hoping for a year of improved yields and more stable and certain markets. Whatever 2019 brings, please know that we are in this with you. ■



**GET
YOUR
BULK
DEF
HERE**

Our bulk DEF setup is up and running in Navarre. Agri Trails is now able to offer bulk DEF in drums or totes at a very competitive price. For more information, call JD Bahret at 785-258-4239. ■

Time to Lock in Your Minerals



By Roger Will, Tampa Location and Feed Department Manager

I am not sure who will be happier to see spring come, our cattle or us. Most of us can't remember going through a more challenging pasture season and winter, and I expect we will be talking about this past year for a long time. Hopefully, in a couple of months the cattle will be out on grass and we'll have an opportunity to do something other than haul water or feed. As this time approaches, we need to start thinking about supplying our cattle's mineral needs as we hope Mother Nature provides grass and water for them this summer.

As in the past, your cooperative will again be offering a mineral booking to allow you to lock in your mineral needs for this pasture season at the best price of the year. Agri Trails Coop will have available a full line of high-quality minerals in the Purina® Rangeland® Pro line produced locally at Countryside Feed in Hillsboro, as well as our own Producers Choice

mineral line. We will have a mineral that fits your needs, including fly control and medicated minerals. If you don't find exactly what you're looking for, we can formulate a custom mineral to your specifications.

Our mineral booking program kicked off when we published our pricing at the end of February and you will have until May 15 to contract your mineral needs. We require a \$40-per-ton deposit on the mineral you book, which will lock in the lower price and give you until October 31, 2019, to pick it up. Your local branch manager will have pricing and contracts for you. If you have questions or need a quote on a custom mineral, please call me at 785-965-2221 or one of our livestock production specialists—Derek at 785-258-0604 or Mariah at 785-643-7181.

Your cooperative would really appreciate the opportunity to show you what we have to offer and to earn your business. ■

Our new feed truck, which will be based in Herington, awaits finishing touches before hitting the road this spring.





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

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Stocked Up for Spring

By Scott Blochlinger, Gypsum Location Manager



With the weather extremes that Kansas has thrown our way this winter, most of us are ready to get the cattle out of the slop and onto grass as soon as we can this spring. Periodically throughout the year, animal health companies offer rebates on the products that cattlemen regularly use, and spring vaccinating and fly control season is when most of those rebates come into play.

Some of the early programs we have seen are:

Bayer – BayerLivestock.com

Corathon®, CyLence Ultra® and Patriot™ fly tags have \$.05 per tag rebate on purchases over 240 tags and a \$.07 per tag rebate on purchases between 5,000 and 10,000 tags. For pour-ons, the rebate is 4% on purchases over \$500 of Clean Up™ II, Co-Ral®, CyLence and Permethrin® CDS. Cydectin® pour-on wormer has a \$5 per liter rebate and injectable has a \$12 per bottle rebate.

Boehringer Ingelheim – AHRebateSubmissions.US@boehringer-ingelheim.com

They have a long list of their vaccines with 5% rebates plus Eprinex® and Ivomec® wormers. Synanthic® drench wormer is at 8% with a \$1000 minimum.

Agri Labs – www.AGRILABS.com

Currently offers a free bottle of drencher for a purchase of 3 bags Colostrx® CR or CS. Through September 30, 2019, purchases of vetcaps and vetguns offer free goods.

Most of these rebates have an online form that needs to be completed, along with a copy of your receipt to send in to receive the rebate check(s). When you make decisions on a vaccine and fly control program for grass, please let your Agri Trails location know as soon as possible so we can have all of your supplies in stock when you need them. We also have Ralgro® back on our shelves. ■



The shelves and cooler at Gypsum are fully stocked with all your animal health needs.