

Ag PARTNERS NEWSLETTER

March 19th, 2019

Ribbon Cutting Celebrates Wamego Office Location

Jessica Hermesch, Director of Marketing

The Wamego Area Chamber of Commerce held an official ribbon cutting last week for our Wamego location's new office/warehouse building, which was completed in November. Chamber of Commerce employees and board members, as well as Ag Partners employees and management, attended and were treated to coffee and donuts. The new office location is at 200 East Valley Street in Wamego.





AG PARTNERS COOP, INC.

we're hiring!

Current Open Positions:

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 - 📍 ST MARYS, KS
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- CUSTOM APPLICATOR
 - 📍 CORNING, KS
 - 📍 HIAWATHA, KS
- TRUCK DRIVER/CUSTOM APPLICATOR
 - 📍 SABETHA, KS

send your application to

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Or Mail To:

Ag Partners Coop
PO Box 204
Seneca, KS 66538

Equal Opportunity Employer

ALL POSITIONS MUST HAVE OR BE ABLE TO OBTAIN AND MAINTAIN A CDL WITH HAZMAT, AIR BRAKE AND TANKER ENDORSEMENTS; PRE-EMPLOYMENT DRUG SCREEN & FUNCTIONAL EMPLOYMENT TEST REQUIRED

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Prepping for Spring: Kevin Bergman, Seed Lead

Seventeen is the number of weeks it has been since most of us have completed any substantial fieldwork. On the bright side, there has been plenty of snow to help pass the time. In all seriousness, with the long winter it's looking to be a short spring. With a compressed window comes stress to complete all necessary tasks in raising a profitable crop while finishing what we started last fall. With this shorter window comes a need for efficiency too, however, don't start cutting any corners. There are 3 critical factors we need to get right this spring:

The first factor is fertility. We have to feed the crop we plant – phosphorus and potassium applications planned for last fall were planned for a reason. Crop removal rates, even lower than normal, need to be done when lowering soil test levels. In an average year, we may not see yield reductions to a skip in P and K applied. However, if we're in above average yield environments a skipped application can prevent top yields. Nitrogen for corn is a must, but do we change our plan regarding form of N? Everyone has their preference, just don't be in a hurry to switch what was originally planned, even if it's April 1st and your N isn't all applied, stick with the correct management. Get the N applied, if anhydrous ammonia, the pre-plant interval is 1 week. NH3 is the cheapest form of N and is hard to beat, especially when the nitrogen goes where corn roots will be all summer around 6-8 inches deep. Special importance is valid in higher clay soils due to inhibited water movement into the soil profile. Don't be too quick to abandon NH3 to gain "efficiency" in production. Explore and evaluate your options, and speak with your local Ag Partners agronomist to help work through nitrogen options.

The second critical factor to keep in mind includes pre-emerge and residual herbicide programs. Resistant weeds pose a threat to production agriculture each year. The greatest resource we use in combatting resistance begins with a solid pre-emerge herbicide program to overcome perfect weed seed germination environments. If you typically run a pre in front of corn or soybeans, absolutely stay the course. If you typically do not run a pre, present conditions this year may warrant adding an additional mode of action pre-emerge herbicide to stay ahead.

Last but not least is planting. Don't rush it. It's better to plant a bit later than to look at an ugly stand of corn all summer. You only have one chance to get it right. If the first week of May is "too late" to plant causing marginal planting conditions 1-2 weeks earlier, a re-plant pass will likely be mid-to-late May. Re-plant determinations can be one of the toughest calls to make in farming. A uniform, consistent stand of corn is paramount when achieving top yields. However, crusting, sidewall compaction, and inconsistent seeding depth are possible errors we have to live with all year. One alternative – be it soil conditions are not ideal can include waiting for anhydrous application, or the pre-plant interval that follows, is switching to planting soybeans mid-to-late April. There has also been research plus field trials in favor of soybean planting in late March if you feel the need to satisfy an "itch" in checking off fields from the to-do list while not exposing your operation to unnecessary risks.

Finally, remember to stay the course and think about how your actions today effect what will happen this summer. Most importantly, be safe out there. There's a lot of pressure to raise a crop, but make a little more time and work safely so we can all enjoy the harvest this fall.

Energy Update: Eric Osterhaus, VP of Energy

Our propane drivers will be delivering their last loads through the end of April. We would like to say "Thank You" to all of our customers for continuing to work with us and their business during the extended winter weather we have seen.

During the month of February, we offered some special pricing on bulk oil, oil tote setups, and Total Protection Plans for ag equipment. We had such an overwhelming response to the bulk oil that we extended those offers through March. TMS 15W40, TMS 10W30 and our Quiklift HTB (Hydraulic lube) are all being offered at \$0.50/gallon off.

Speaking of the **Total Protection Plan Warranty**, have you purchased a new or used tractor or combine, or a new sprayer lately? Do you have some type of warranty on your new equipment? We are able to offer Cenex's TPP Warranty, a minimal cost to you, which ensures peace of mind to you. If anything goes wrong with your equipment, the cost is covered. For more information, click the link! <https://www.cenex.com/about/cenex-guarantee/cenex-total-protection-plan>



As the temperatures increase and things get moving, we will begin delivering refined fuels. Since our merger back in September, we have had some process changes to our software system. While I am confident that there will not be any problems, I urge you to check your contracted fuel gallons on statements to verify they are being applied correctly. Also, I would apologize up front for any problems that you may encounter.

During the last part of February into March we have seen an uptick in crude oil prices. Over the past 3-4 weeks diesel fuel hasn't moved much. There have been some fluctuations, but the trend has been relatively flat. Once we get to the last part of March moving into April, I foresee diesel prices increasing as the ag equipment starts moving. Analysts are predicting \$65-\$75 crude oil prices for this year. If that happens, I can see diesel prices rising between \$0.15-\$0.40 cents. Please reach out to us for more information or questions on specials, the TPP warranty, or anything concerning contracting

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