



**Ag Partners Cooperative, Inc.**

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## Ag Partners Cooperative, Inc. Update January 2021

### Notes From the CEO

By Duane Anderson, Ag Partners CEO

Greetings everyone, Merry Christmas, and Happy New Year. Hopefully, everyone was able to enjoy the holidays with family and friends. I am sure COVID-19 had an impact on everyone's celebrations. It appears that COVID-19 will be here for us to deal with for at least the near future. We continue to practice social distancing and a thorough sanitation process at all locations.

We had a great fall harvest at Ag Partners Coop and took in more than 35 million bushels of grain this fall. Following that was a great ammonia and fertilizer run. A big thank you to all of the Ag Partners employees for the long hours and great dedication they put in this fall to serve our patrons. The dry ground near the end of harvest raised concerns about putting down ammonia and fertilizer. Fortunately, we were blessed with some nice rainfall, and fall fertilizer took off with a record run. Ammonia supply did get tight this fall and took some juggling by the team at Ag Partners as well as our partners, but we were able to get all the product we needed and serve our customers.

I would like to introduce Lucy Heinen as our new VP of Grain. Lucy has been with Ag Partners Coop for almost five years and has been in grain merchandising for seven years. She was the assistant grain manager before being promoted to VP of Grain in December. Lucy is very talented and is excited to work with you for your grain marketing needs. Please congratulate her on her new role when you contact her. The entire grain marketing team is eager to serve you and provide you with value in marketing your crop. I encourage you to talk to Lucy and the team about contracting your 2021 crop.

Wow!!! As I write this, cash beans at Ag Partners Coop in Seneca are \$12.53, and corn is \$4.54. This is an amazing rally we have had in the grain markets for the past two months. I believe that most in the grain world did not see this coming.

Due to COVID-19, the board of directors have moved the annual meeting from January to February. It will be held at the Knights of Columbus Hall in Seneca on February 16th at 9:00 am. This will be a business meeting only; no lunch will be served due to COVID-19. We encourage you to attend and listen to the reports that will be presented. We had a good 2020 fiscal year-end with over \$2,000,000 local earnings and total earnings, with patronage, of \$11.1 million.

We have much to be thankful for as we start off 2021. Financially, the fiscal year of 2020 was successful. Grain harvest and fall agronomy seasons were bountiful. Timely rains have set us up well for spring 2021, and currently, we are experiencing fantastic grain prices. We are thankful for you, our patrons, and the opportunity to serve you this coming year.

Ag Partners Coop is here to provide you with value and the assistance you need to continually improve your farming business. Please let us know how we can help you succeed.

Thank you,

Duane Anderson

### Agronomy Update

By Ben Zimmerman, VP of Agronomy

As we move into the new year, we want to thank our customers for supporting us as we close out a record fall fertilizer season due to cooperative weather and your loyalty. We anticipate a very busy spring and look forward to serving your needs in 2021!

We are closing in on our final prepay dates for seed, chemical, and fertilizer, so make sure to take advantage of early discounts before we get into the spring planting season. Contact your local Agronomy Account Manager for those details.

Along with our prepay programs, we are continuing our Fungicide Booking Program for 2021 to allow you to lock in early order pricing on the best fungicides on the market, with no payment till November.

Again, Thank you for your business, and have a wonderful start to the new year!



Mr. Tire Service Center  
will be

**CLOSED**

Saturday, January 30, 2021

To transition to our new accounting software.

## Energy Update

By Eric Osterhaus, VP of Energy

I hope you all had a Merry Christmas and a Happy New Year! Fuel prices continue to rise. In fact, diesel prices have risen .30-.40 in the last six weeks. This can be attributed to a couple of things. Prices started to rise once it was announced that the Biden Administration would be coming into office. Rhetoric has been that the Biden Administration is not as favorable to the Energy Sector, so that threw some upward swings in the market. At about the same time, it was announced that vaccinations would be coming out for COVID-19. The thought process behind this was that once people start getting the vaccination, the more they will go out, the more that economies/cities will open up, driving fuel demand and consumption up. The other big player in this is the airline industry, which has been down 60% from before the Coronavirus shutting things down. If people get back to flying and those percentages come back, this will drive prices up too with consumption. With all this being said, you can still contract gallons for this next agricultural season. Call today to get details.

We are also entering the last month of our lubricant/grease sales and specials. Right now, we are still offering \$0.50/gallon off of bulk direct oil, and for every 100 gallons of oil/grease that you purchase between November 1, 2020, and February 28, 2021, you will receive a \$50 Visa gift card. If you are looking for oil tote setups, we do have some special pricing going on with those as well. Call us today for more details on getting those set up for you.

## Grain Update

By Lucy Heinen, VP of Grain

Markets continue to soar! Supply issues, among other things, have caused futures to rise to new highs daily. Selling interest for the spring and summer months as well as new crop has been growing. The highly anticipated January USDA report will be out on Tuesday the 12th. It will cover 2020 production, stocks, and carryout. If you have downloaded the Ag Partners grain app, powered by BarCharts, you will be able to utilize the offer system. If you put in an offer either through the app or on the phone with us, it will be covered in the day and overnight trade sessions. With volatile markets such as these, putting an offer in at a profitable level for you assures that you won't miss the price if markets trade through that level. Ag Partners also offers a variety of contracting options to help you capture the rallies and manage your risk. Give us a call to learn more about both.

COVID-19 continues to put a damper on our plans to reach out to you all in person. We are looking forward to hosting customer meetings and getting our Grain Originator, Haley Kabourek, out into the regions. Stay tuned.

Thank you for the warm welcome into my transition as VP of Grain. We have a fantastic group in the grain department, and we are ready to serve you. Happy New Year, and thank you for your business!

## Ag Partners Accounting Software Change

On February 1, 2021, Ag Partners will switch accounting software systems. With this change, statements, sales tickets, and payment receipts will change in appearance. A brochure will be delivered with your statement in March, and be available on our website, to help with understanding the new statement format.

To help with the system transition, Mr. Tire Service Center in Seneca, KS, will be closed on Saturday, January 30, to allow the accounting staff to work on data conversion. We also request that customers get their payments into an Ag Partners location by January 28 to allow time to post them and have a clean cutoff of customer account data.

With this software change, we will also have a new online portal for access to account information. This portal, Merchant Ag, will contain all account information from February 1, 2021, and forward. All account information from January 31, 2021, and prior will be available in the current online portal, MyGrower. Links to both portals will be available on our website.

The Merchant Ag Portal will provide all of the same information and services as MyGrower, plus more, like purchase totals for tax reporting and the ability to make payments online. User information for those who already have a MyGrower account will be automatically transferred over into the new Merchant Ag portal soon after the software switch happens, so keep an eye out for an email confirmation.

Thank you for your patience and understanding as we go through this transition; we look forward to the tools and efficiency that our new software will provide to help us better serve you.

We will continue to provide updates about our accounting software, resources, app development, and more on our social media, as well as in our AgCESS newsletter.



# Hiring Now!

Region 1

St. Marys, KS  
Energy Delivery Driver

Belvue, KS  
Agronomy Account  
Manager

Belvue, KS  
General Laborer

Region 2

Seneca, KS  
Mr. Tire Office  
Assistant

Apply Online:

[agpartnerscoop.com/careers](http://agpartnerscoop.com/careers)

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