



Ag Partners Cooperative, Inc.

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Ag Partners Cooperative, Inc. Update July 2020

Notes From the CEO

By Duane Anderson, Ag Partners CEO

Greetings everyone. I would like to say thank you to all the employees and customers for the warm welcome and reception I have received here at the Ag Partners Coop. Everyone has been very kind and welcoming. The professional staff and hardworking employees reaffirm to me every day that I made the right decision to join the Ag Partners team. My family and I are busy relocating to Seneca. Our children are excited about starting school here in August, which will be here before we know it. I know it is a cliché, but time really does fly by.

We have been very blessed throughout our trade territory with rain this year. The crops are looking fantastic. Our employees are busy planning and getting ready for what sure seems to be a bountiful harvest. I was reminded by a customer the other day that "it isn't in the bin yet". But it sure looks good right now. I look forward to working with the Ag Partners Coop to continue to provide value and service to our patrons. We want to be your ag supply provider of choice. Please let us know what we can do to provide better service to you.

These are interesting times we live in right now with COVID-19 and all the social unrest around the country. A quick update on COVID-19-as of right now, we are back to normal business operations. We are still asking that you use hand sanitizer and practice social distancing when you are in our facilities. If policies change, we will make sure we keep you informed.

Ag Partners Coop is having a good year financially. We are profitable at the local level, which is very good news. All indications are at this time that we should be on track to finish our year with a strong profit at the local level.

Thank you again for the warm reception. I am very excited to be here and look forward to getting out to meet you. Please feel free to call me if you have any questions or concerns.

Duane Anderson

Ag Partners County Fair Auction Donations

Ag Partners will be donating to each of the 12 county fair auctions that we participate in instead of bidding on individuals at each auction. This will allow us to continue to support our local 4-H'ers while distributing funds more equally. Counties include: Atchison County, MO, Brown County, Clay County, Doniphan County, Jackson County, Jefferson County, Marshall County, Nemaha County, Pottawatomie County, Richardson County, NE, Shawnee County, and Wabaunsee County.

Energy Update

By Eric Osterhaus, VP of Energy

As we start to hit somewhat of a slow downtime, it is time to start thinking ahead to maintenance on your harvest equipment. Ag Partners is currently running a sale of 10% off all grease products through the end of July. Along with this, we have the Cenex Gift Cards for Gallons promotion going on too. For every (4) 10 packs of grease or 35# pail you purchase, you are eligible to receive a \$15 VISA gift card. For every 120# keg of qualifying grease, you are eligible for a \$50 VISA gift card. Also, did you know that we offer Bulk Oil delivery right to your farm? Please call us for details on this.

Propane contracts were sent out the week of June 29th for home heating. This year, we are again offering multiple ways to lock in your gallons. We have Full Prepay, \$0.25/gallon down deposit, and Level Pay options available. If you do not receive one in the next week, please do not hesitate to call our office to ensure we get you taken care of. Grain drying contracts will be sent out in the coming weeks.

The outlook on prices for 2021 is still looking attractive. If you have any interest in doing so, please contact Eric Osterhaus at 785-294-2722 to discuss different options on contracting fuels for next year. Crude Oil and refined fuel prices have started to strengthen over the last month or so. As the states open back up and businesses get back to a somewhat normal procedure, demand should start to pick up, which in turn should raise fuel prices.

As always, Thank You for your business!!

Agronomy Update

By Todd Grimes, VP of Agronomy

Future First Fertilizer

MAP

Current – 131 bushels to buy 1 Ton of MAP

3 Year Avg – 143 bushels to buy 1 Ton of MAP

Potash

Current – 106 bushels to buy 1 ton of Potash

3 Year Avg – 109 bushels to buy 1 ton of Potash

UAN

Current – 70 bushels to buy 1 ton of UAN

3 Year Avg – 75 bushels to buy 1 ton of UAN

Ag Partners is currently recommending that customers look at taking a position of 25% to 50% of their anticipated fall dry application needs on phosphate and potash and consider 50% of their yearly anticipated UAN needs.

Agronomy Update Continued

2020 Corn Fungicide

As we approach the time of year for fungicide applications on corn, we need to consider a few items when it comes to the products we choose. The first consideration is what are we trying to accomplish with a fungicide application. For the geography that Ag Partners serves, we would recommend a focus on products that will give coverage on Grey Leaf Spot and Southern Rust. Timing of an application also needs to be a factor. The optimal time for application is after tassel and before brown silk to allow for the maximum potential ROI. The final consideration needs to be what is actually in the jug. Pay special attention to which and how much of each active ingredient is in a product.

Thank you for your continued support of Ag Partners Coop, Inc.

Grain Update

By Lincoln Hillyer, VP of Grain

What a difference a report makes! The USDA report published June 30th provided the spark needed to rally grains. By far, the most surprising number was the planted corn acres, coming in at 92.0 million. In the March report, the estimate was 97.0 million. The reduction mainly comes from prevent plant acres. While many believed the number would come down, the trade was caught off guard by the sharp drop.

Despite the changes, with decent weather to finish out the growing season, we are still looking at a huge crop. The market really needs demand to kick in, which has struggled with a competitive market globally, and the issues currently facing the ethanol industry. The bean market is also facing its own issues with sloppy crush economics and an export program that needs a boost.

Ag Partners continues to move forward with multiple grain projects this summer. The new steel bins going up in Padonia and Tarkio are on schedule to be operational this fall harvest. The board also approved a bunker expansion in Corning. The goal of this project is to handle bushels much more efficiently and quickly than in the past. We understand the need for the grower to get to and from the field as fast as possible and this design will provide just that.

Purchases have really ramped up following the June 30th report. Now is a great time to look at prices and position yourself for fall harvest. If you have any questions regarding what offerings Ag Partners has for contracts, please give us a call. Everyone, please have a fun and safe rest of your summer.

Main Office & Hiawatha Office Extensions

Our Main Office in Seneca and our Hiawatha office are now on the same phone system. That means that if a customer knows specifically who they'd like to talk to, they can call one number and direct themselves straight to that person.

Simply dial 1-877-336-6153, followed by an extension number below. Or, you can always dial the regular number you're comfortable with, and an employee can transfer you.

Seneca Extension Numbers

209	Annette Wilson, Controller
233	Ben Walker, Chief Financial Officer
220	Brian Winkler, VP of Asset Management
221	Curtis Stahel, Safety Director
224	Duane Anderson, President & CEO
212	Eric Osterhaus, VP of Energy
222	Jessica Hermesch, Marketing & Comm. Specialist
239	Junior Lowe, Director of IT
213	Kristina Sudbeck, Agronomy Billing Manager
216	Lacey Dalinghaus, HR Director
201	Laura Steinlage, Customer Service/Admin. Asst.
230	Lincoln Hillyer, VP of Grain
234	Lisa Johnson, Accounts Payable Clerk
211	Lori McElroy, Energy Accounting Specialist
218	Lucy Heinen, Assistant Grain Manager
210	Nicole Hermesch, Agronomy Accounting Specialist
217	Pam Roesch, Grain Accountant
208	Paul Winkler, Chief Operating Officer
215	Phylcia Baker, Accounts Payable Clerk
255	Todd Grimes, VP of Agronomy

Hiawatha Extension Numbers

428	Bryan Brown, Warehouse Attendant
413	Dan Simpson, Region 3 Operations Director
427	Ed Molt, Location Manager
419	Eric Edie, IT Specialist
432	Hiawatha Ag Dome
416	Hiawatha Front Desk
433	Hiawatha Shop
415	Jeff Williams, Region 3 Sales Director
422	Jim Ward, Director of Risk Management
435	Jordan Libel, Office Assistant
239	Junior Lowe, Director of IT
411	Kassiday Stanton, Grain Accountant
418	Levi Lehmkühl, Agronomy Account Manager
231	Pam Smith, Grain Accountant
410	Shannon Fischer, Office & Truck Logistics Coordinator