



**Ag Partners Cooperative, Inc.**

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## Ag Partners Cooperative, Inc. Update October 2020

### Notes From the CEO

By Duane Anderson, Ag Partners CEO

Hello everyone,

It is hard to believe that I have been at Ag Partners almost six months. Fall is upon us and where did the summer go? Our world just seems to keep moving faster and faster. It appears that harvest is starting to reach full swing in our area. The early reports I am hearing is that yields are very, very good!!! I hope this is true for everyone.

Our new bunker at Corning seems to be working very well with the flow of traffic running smoothly. Also, the new grain bin projects at Tarkio and Padonia have been completed. Thank you to all of the Ag Partners employees and our vendors who worked very diligently to get these finished in a timely manner.

We are switching our accounting software to a program called Merchant Ag. This will be an all-inclusive accounting software. It will eliminate Agris, AGOS and our scale software. The new agronomy portion of the software is called Field Analytics. We began using Field Analytics on October 1st. We will switch the accounting portion of the software to Merchant Ag effective February 1st, 2021. A couple of reasons for changing software are: 1) Eliminate the need for three different software programs to communicate with each other, 2) Improve our customer billing system, 3) Reduce the cost of maintaining three separate software packages.

Our interviewing process for a new VP of Agronomy is wrapping up and we look forward to announcing a new VP of Agronomy in the coming weeks.

Our auditors, Lindburg and Vogel, are finishing up the annual audit. Ag Partners will be profitable at the local level this year and we will be paying a dividend. Plans are underway for the annual meeting, as soon as that date is confirmed we will let everyone know.

Please remember as harvest starts to pick up, to slow down and be safe. We want everyone to have a safe and bountiful harvest.

I would thank all of the dedicated Ag Partners employees for all of their effort and hard work this fall season. Their service is critical to the success of Ag Partners Coop.

Thank you, our customer, for your business and loyalty to Ag Partners Coop. Our goal at Ag Partners Coop is to provide you with the value and help you need to run a prosperous business.

Thank you,

Duane Anderson

### Grain Update

By Lincoln Hillyer, VP of Grain

Harvest is underway! It seems like it has taken longer to get going than most anticipated, but the bushels are rolling in now with a long way until the finish. Overall, most producers seem to be happy with their yields, and the recent price rally has been an added bonus that not many thought we'd get. It is not common to get a rally going into harvest, but the late stress on the crop, increased export interest, and lower ending stocks from the last marketing year are all contributing to the rise.

As many have noticed, we have moved away from DTN for our grain website content and app service and transitioned to BarCharts. The goal in the change is to provide a better product, at the same time utilizing technology that will collaborate with other parts of our business. For those that had been using the DTN app you will notice it is not fully functional. You will need to download the new Ag Partners app in your app store that is powered by Barcharts. With it, you will be able to view cash and futures prices, news, and weather. If you sign up, you will be able to also utilize the offer system like DTN had. With any questions please reach out to the grain department or Jessica Hermes.

I would like to introduce our newest hire, Haley Kabourek. Haley is a recent graduate of Northwest Missouri State University and interned this summer with Ag Partners. She started full time in August as a grain originator and we look forward to getting her introduced to the membership. After harvest, expect Haley to begin visiting all the different regions. We are excited to have Haley at Ag Partners to help our customers with their grain marketing needs.

As everyone moves through harvest, please remember to slow down and be safe. With the favorable weather we are experiencing, there will be many hours put in. Please make sure to take time to make good decisions. Thank you for your continued support of Ag Partners Coop. Please reach out to us for any of your marketing needs.

## Sign Up For Grain Updates

- Grain bids and futures updates
- Harvest elevator hours
- Grain department updates
- Daily emails on closing markets, contract ideas, and more.

Check out the [Grain](#) page of our website to sign up!

## Energy Update

By Eric Osterhaus, VP of Energy

We have definitely hit our busiest time of year with harvest being upon us. We wish you a very safe and bountiful harvest this season! Our Energy Department has a lot of moving parts this time of year as well. We greatly appreciate your business!

We are currently finishing up our summer-fill propane routes. If you feel like we may have missed you, please do not hesitate in giving us a call so that we can make sure we get you on one of our routes. We have had many calls already from customers thinking that they missed out on the summer-fill special price. This is not true! We will continue to honor that price until we are positive we have gotten to everyone on our list.

A quick reminder to our propane customers. If you are on a call-in basis, please try and keep an eye on your tank and give us a call when your tank is at around 20%-25%. This will ensure that we have a couple of days to get to you.

This reminder also applies to our refined fuel customers. If you are able to call us a day in advance, that really helps us efficiently get our routes coordinated and enable us to effectively serve you and take care of your needs. As always, we will strive to get to you the same day!

Fall time is a perfect time of year to do tank maintenance for your on-farm storage. This includes draining your tanks and also replacing filters. If you would like us to replace filters for you, please let us know when you place your fuel order with us.

We have recently installed a brand new Ruby Diesel pump at our Seneca location! It is located on the south end of our bulk fuel plant, just on the east side of our scale house. This pump will only accept our in-house Coop proprietary cards. You must also have a tax exemption form signed and on file with us in order to utilize this dispenser. If you have questions about this, please give our office a call.

Lisa Clevenger recently started her employment with us in our Energy Department. Her main duties will be on the accounting side for all of our fuel, propane and lubricants. You will likely speak with her when placing fuel orders, or if you have questions about your bill. We are very excited to have her on board with us!

Fuel markets continue to stay low at this time. We believe it is an advantageous time for you to seriously consider locking in your fuel gallons for next year. If you would like to get more information on this, please give me a call and I will be more than happy to explain our different options that we have available to help you take advantage of these low prices.

## NOW OPEN

The Ruby Diesel pump at our Seneca, KS location is now available for eligible customers!

If you would like access to the new pump, contact the main office at 877.336.6153 to make sure you have an appropriate exemption form on file. If you plan to fill a large tank or fuel trailer at the pump, let us know so we can increase your card limit.

## HIRING NOW

SERVICE CENTER TECHNICIAN	SENECA, KS
CUSTOM APPLICATOR*	HIAWATHA, KS
CUSTOM APPLICATOR*	BELVUE, KS
ENERGY DELIVERY DRIVER*	HIAWATHA, KS
LOCATION MANAGER*	SABETHA, KS & HUMBOLDT, NE
SUMMER 2021 INTERNS	VARIOUS LOCATIONS

\*POSITION MUST HAVE OR BE ABLE TO OBTAIN AND MAINTAIN A CDL WITH HAZMAT, AIR BRAKE AND TANKER ENDORSEMENTS\*

Pre-employment drug screen and functional employment test required for all positions.

Equal Opportunity Employer

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