

Volume 3 | Quarter 4 | 2021  
Ag Partners News

# Between the Loads

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# “STORMS”

As I sit down to write this January newsletter, many of you are in the process of recovering from the windstorm on December 15th. My hope is that all of you were safe and that your property suffered minimal damage. With this storm being widespread across our entire trade territory, your cooperative is also in the process of identifying locations that were affected and what the impact might be. Thankfully, thus far, we have not received reports of any incredibly significant losses that will affect operations long term.

Two different thoughts come to mind when reflecting on the storms that occur in our personal and professional lives. First, how do we react when in the middle of a storm? And secondly, how do we remain thankful during such seasons?

I came across a quote today that reflected on storms causing trees to deepen their roots. We have certainly had our share of storms in the form of challenges over the last several months. This past harvest presented serious obstacles in keeping grain storage space available that required the movement of significant bushels in-season. While not perfect, your cooperative made our best efforts to transfer grain where space was available and execute grain shipments when

and where we could. With no breaks in the weather, we transitioned immediately from harvest into anhydrous season, which came with its own unique set of challenges. Supply and logistical issues nationwide resulted in delays in receiving fertilizer, which impacted all our locations. At times our efforts to get product delivered seemed futile, despite many of our employees working around the clock to make transport load deliveries. We stayed in constant communication with our suppliers and reacted to what was a continuously changing situation as best as possible to meet the needs of producers.

This beckons the question, are our roots deeper after the storm? I believe the answer is yes. Plans to address grain storage capacities are underway, and while this will take time, we have a heightened sense of urgency to better serve your harvest needs. Logistical, transportation and labor force obstacles will not fade in the future. In fact, as we look forward, we can see they will have a major impact on future business. That will require time and careful planning to develop a longer-term solution. While there is not a definite plan in place today, we acknowledge there are several critical needs and are actively looking for solutions.



Despite the stormy seasons, we have much to be thankful for. We are thankful for the bountiful fall harvest. We are also thankful the weather held and allowed for time to work through the challenging agronomy season. We are thankful for our dedicated employee group who sacrifice their time with family and work the necessary long hours to get the job done. Most of all, we are thankful for the chance to address these challenges, to take deeper roots, and for the opportunity to be part of your cooperative.

I hope you all had a blessed Christmas and a Happy New Year. Too often, the holiday season comes and goes without having the time to appreciate the true meaning of the season. My wish is that you all had the opportunity to do just that with friends and family.

As always, please don't hesitate to contact me with questions, comments or concerns.

Wes Spohr  
President & CEO



## MISSION

Committed to serve our patrons to achieve value and growth.

## VISION

Strategically planning to enhance profit and innovation.

## CORE VALUES

Honesty  
Integrity  
Teamwork



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



# ENERGY UPDATE

I hope everyone had a very Merry Christmas and Happy New Year! With as much negative that has gone on the past two years, we hope that 2022 will be a good one. This last year there was much to be thankful for. Record harvest crops were something that everyone needed.

I am pleased to announce a few things in the Energy Department that will be positive news. First, we have decided to upgrade our fueling sites at Powhattan, Robinson, Willis and Denton. The new dispensers have been ordered, and my hope is they will be installed here in the springtime. When we merged, we knew that these sites were lagging in many ways. Following this upgrade, customers can use credit cards or our coop proprietary cards. With the coop cards, we will issue everyone new cards for the new pumps that will be also useable at our western territory sites. Those sites include Seneca, Corning, Axtell and Vliets. I would also like to mention that at Denton, we will be upgrading the gasoline dispenser and taking out the diesel dispenser as our sales for diesel at that site have not performed well over the last few years. We have identified our top diesel customers from that site, and we will reach out to them to help with some alternative options.

I am also very excited to announce that our new CLT (Cenex Lubricant Terminal) is nearing completion. We are expecting to start delivering from the Sabetha, KS location in January. We have secured all our assets to efficiently service our bulk oil customers in NE Kansas, SE Nebraska, and NW Missouri. We will start with servicing our own Ag Partners customers for the first month or two to help us get our feet under us. After

that, we will take on about 5-7 other Coops in our region and we service their customers as well.

Speaking of lubricants, we currently have our winter lubricant promotion going on. It will run through the end of February 2022. I encourage all of you to take advantage of this opportunity and get your tanks filled. Our promotion consists of a few things. 1) For every 100 gallons of Qualifying Cenex Oil you purchase between November 1, 2021, through February 28, 2022, you will get a \$50 Visa gift certificate 2) \$0.35/gal off every bulk gallon delivered 3) \$100 off a 120 gallon, or larger, tote system 4) \$99 off Cenex's Total Protection Plan Warranty on qualifying new or used equipment.

Fuel prices have had somewhat of an up and down motion over the last month. We saw a big drawback on prices on Black Friday, resulting from the news coming out on the Omicron variant of the COVID-19 virus. Since then, prices have gone back up, but not to the levels where they were previously. It seems that rhetoric on the market now is that oil companies, both foreign and domestic, have finally figured out how to efficiently produce crude oil and that \$70 crude oil is a "sweet spot" for them to make good profits. It appears we may be in a time where prices won't sway too much one way or the other, and the sentiment does seem to be that higher prices will affect us in 2022. I would consider filling your tanks at this time, and if you want to contract, I suggest doing so now as well.

Wintertime is also a good time to do tank maintenance. Before you go and fill your tanks, flush out the little bit in them at this time. Water from condensation, and

## FUEL YOUR VEHICLE & YOUR SCHOOL QUARTER 4 DONATIONS

Ag Partners presented the final round of donations to booster club organizations at area schools for their 2021 "Fuel Your Vehicle And Your School" program. The CHS Panther Booster Club, the Nemaha Central High School Booster Club & NCEMS PTO, the SPPS PTO Booster Club, the Eagle Booster Club, the Mustang Booster Club and the Red Hawks Booster Club each received a donation, totaling over \$1,400 for the fourth quarter.

**In total during 2021, Ag Partners donated \$5,296.42 to all seven Booster Clubs and PTOs.**

Thank you to all our customers who fueled up locally and gave back to our area schools. We appreciate your business at our pumps and look forward to continuing this program in 2022. Check out the next page to see where our donations will be going in the upcoming year.

## Cardtrol Donations

### Seneca Cardtrol

Nemaha Central Booster Club, NCEMS PTO & SPPS PTO Booster Clubs in Seneca

### Corning Cardtrol

Panther Booster Club in Centralia

### Axtell Cardtrol

Eagle Booster Club in Axtell

### Denton Cardtrol

Doniphan West Mustang Booster Club in Highland

### Robinson, Willis & Powhattan Cardtrols

Red Hawks Booster Club in Hiawatha



water from diesel fuel itself, does collect over time and will be present on the bottom of your tanks. Now is also a good time to change out your filters. We recently started carrying Aquasock Filters. These products are made up of a silica-type product and sit on the bottom of your tank. They will only absorb water, not fuel. Depending on how much water you have in your tank, these Aquasock Filters can last anywhere up to one year.

Last February, we saw low temperatures that we haven't experienced in a very long time, and with that came problems with diesel fuel gelling. During the winter months, Ag Partners brings in diesel fuel with a CFI (Cold Flow Improver) in it to take the gel point down to around 0 degrees. Blending with #1 diesel fuel is the only way to get that gel point to go lower. Typically, here in the Midwest, we recommend a 60/40 blend during the winter months if you will be doing a lot of activity during that time. A 60/40 blend will get the gel point down to around -15 degrees.

On a final note, Tyler Hiltibrand has been a Certified Energy Specialist for us since the winter of 2019. During his time with us, he has done a tremendous job educating the customers in our Eastern Territory on the different products we can help them with. Tyler has had an opportunity to move on to a different job, and we will greatly miss him. For customers that have called upon Tyler to help them, we ask that you contact Kyle Hiltibrand at 785-294-0465 or Eric Osterhaus at 785-294-2722 until we have lined out a replacement.

Again, we wish you a very Happy Holiday season, and we look forward to helping you succeed this next growing season.

Eric Osterhaus  
VP of Energy

# 2022 DONATIONS FUEL YOUR VEHICLE & YOUR COMMUNITY

Ag Partners is proud to support local communities in 2022 through our "Fuel Your Vehicle & Your Community" donations. Six organizations will benefit from fueling your vehicle at any of our cardtrol locations. For 2022, we will be donating a portion of sales from every gallon sold at our cardtrols to different community organizations in the area!

For the first two quarters of 2022, the Seneca Community Fund, Jason Adams Memorial Trap Shoot, Axtell PRIDE, and HOPE Brown County will receive donations. For the second two quarters of 2022, the Seneca Community Fund, the Corning Community Fund, Axtell Economic Development Corporation, and HOPE Brown County will receive donations. Fuel up at your local Ag Partners pump and give back to our local communities.

## Cardtrol Donations

- Seneca Cardtrol**  
Seneca Community Fund
- Corning Cardtrol**  
Jason Adams Memorial Trap Shoot & Corning Community Fund
- Axtell Cardtrol**  
Axtell PRIDE & Axtell Economic Development Corporation
- Denton Robinson, Willis & Powhattan Cardtrols**  
HOPE Brown County

**From November 1, 2021 to February 28, 2022**

- \$50 Visa gift card for every 100 gallons of qualifying oil and lubricant products you buy.
- \$100 off 120 gallon or larger oil tote systems.
- 35 cents off all direct bulk oil.
- \$99 off Cenex's Total Protection Plan Warranty on new or used qualifying.

## CENEX WINTER DEALS WITH AG PARTNERS

Call our Energy team for more information:  
Kyle 785-294-0465 | Eric 785-294-2722



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[agpartnerscoop.com/careers](http://agpartnerscoop.com/careers)  
for complete job descriptions and an application.

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Yearly Uniform Allowance

**HR DIRECTOR**

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# WELCOME TO OUR TEAM

**Cody White**

Elevator Operator  
Belvue, KS

**John Cole**

Service Center Technician  
Mr. Tire

**Brandon Ohlsen**

General Laborer  
Seneca, KS

**Janet Ronnebaum**

Accounting Specialist  
Seneca, KS

## SCHOLARSHIP PROGRAM

**OPEN NOW THROUGH MARCH**

The Ag Partners Cooperative Scholarship Program will assist in the further education of high school students interested in pursuing higher education in an agricultural-related field. The 2022 Scholarship Program opened October 11, 2021.

Ag Partners will offer 5-\$1,000 scholarships to qualifying high school seniors.

Applicants should fill out the online form and upload their photo and essay at [www.agpartnerscoop.com/about/scholarship-program](http://www.agpartnerscoop.com/about/scholarship-program). The deadline to apply is March 1, 2022.

Applicants will be notified once the scholarship committee has determined awardees in April 2022. Scholarships will be mailed directly to the school that is being attended on behalf of each recipient.

We encourage all students within our footprint to apply for a chance to be awarded a scholarship that will help aid in furthering their education!





# J1 VISA PROGRAM

Starting in January, Ag Partners will be participating in the J1 Visa Program, welcoming a group of international trainees and interns to our team! We will be welcoming 3 individuals from Ukraine in January and more from Tanzania in March.

"We are excited to start this program and welcome these team members to the Ag Partners family and surrounding communities. These individuals will assist at our locations throughout the year, working in all divisions to be exposed to new techniques, methodologies, and agriculture industry expertise while gaining knowledge about America. We look forward to them joining our team!"

-Lacey Dalinghaus | HR Director



## WHAT IS THE J1 VISA PROGRAM?

An international exchange program that enables experienced interns and trainees to be placed on U.S. farms and agricultural operations. The intent of the program is that workers arrive with a higher-than-average level of experience, gain additional training, share their knowledge with the host business and return to their home country to further their agricultural career and improve their community. J1 is an alternative to the H-2A program that has become common in the industry as a way of filling temporary jobs.

## WHERE WILL THE PARTICIPANTS COME FROM?

Many different countries participate in the program, but our trainees will specifically be from Ukraine and Tanzania and be a combination of interns and trainees. Interns are currently enrolled at a university in their home country or have graduated within a year of the program and must have a minimum of one year or prior work experience in his or her occupational field. Trainees have a university degree or professional certificate and have at least a year of prior work experience in their occupational field. Five years of work experience also qualifies a trainee for the program.

## HOW LONG WILL THE PARTICIPANTS BE WITH AG PARTNERS?

Participants will arrive in January 2022 and stay for 12 months. They will start with orientation, go through extensive safety training, and obtain all of their necessary driver's licenses, documentation and certifications needed to fulfill their roles with Ag Partners. They will also attend a driving program to get a CDL. The plan is to have everyone fully trained and ready for our spring busy season.

## HOW WILL THE TRAINEES AND INTERNS BE HIRED?

We are working with the Foundation for Worldwide International Student Exchange (WISE), which will serve as the sponsoring organization. WISE is facilitating the process of matching students with Ag Partners, handling recruiting, interviewing and pre-screening requirements. They will also take care of visa logistics, travel arrangements and other support as needed.

## WHY IS AG PARTNERS TAKING PART IN THIS PROGRAM?

Programs like J1 are a great resource to fill more seasonal-type jobs for which domestic workers are not available. What stands out about J1 is that the program focuses on workers with a higher level of experience in agriculture than other programs and allows them to stay in the U.S. for a full year. This helps Ag Partners to fill roles and simplify training, but also offers us new perspectives from people with their own education and training from outside of our local areas.



# DIGITAL AG UPDATE

## “MAN VS. DRONE”

I'm sure most of you know the story of John Henry versus the steam-powered rock drilling machine, where John Henry tries to outcompete a steam engine breaking up rock for a railroad. He succeeds in beating the machine only to die from exhaustion. I have my own story of man versus machine. In this case, it's man versus drone, and the competition was crop scouting.

Ag Partners has been utilizing Taranis crop scouting for a few years now. Every year it gets a little better and a little more in-depth. Some of this is due to new technology, and some is just getting timeliness figured out. But ultimately, how good can this drone scouting be? The drone doesn't have the knowledge I have. Surely, I, a Certified Crop Advisor with a four-year agronomy degree from the prestigious Kansas State University, can outperform this drone. You can program a drone, but you can't make inferences while it's out in the field as a human can. So, my competitive nature took over, albeit without the fanfare of John Henry's competition. This drone is going down! I drove my fields with my UTV and my trusty dog sitting alongside me, and I had Taranis scout half our farm's fields.

First came the winter-annual scouting before planting. Taranis doesn't send drones out for this scouting pass, so surely, I can beat the program in this case. I went out looking for weeds, and occasionally found some field pansy or tansy mustard that came up. I felt that I had a good idea of what was out there. Was it necessary to add roundup to the spray tank when the pre-emerge was sprayed? I didn't think it was that bad. I can probably save some money. Then I looked at Taranis's website. They use satellite imagery called NDVI

(Normalized Differential Vegetation Index) to identify the density of green on an area of land. With no crop planted, it's able to identify where weeds are growing. I looked and found some green spots out in the field, and thought how's that possible? I scouted this field and didn't see this. It must be mistaken. I go back out and look, and sure enough, there's a thick spot of field pansy. If I don't add roundup to the tank, I'm going to have a thick mat of weeds that will hurt my emergence in this field. Taranis 1, Ethan 0.

The next scouting pass was stand counts and weed ID. Generally, I do a stand count for every 20 acres or so to calibrate my eyes. As I drive across a field, I can tell if something is lower or higher than those numbers. I drive the fields, and I don't see anything glaringly low or high. Some of the earliest planted corn came up uneven from the cold weather, and some of the beans were still coming up out of the ground, but overall, my stands were good, especially on the corn we waited to plant. Let's see a drone make those inferences! As far as weeds, the pre-emerge did a good job of holding back the weeds, and there wasn't much out there. My plan of overlapping residuals is fool proof. I look at the Taranis drone scouting, and it tells me the same story. They got a lot more stand counts and pictures with some weeds identified in them, but overall, it wasn't much different than what I saw. Taranis 1, Ethan 1. We're even now.

The next two scouting passes are for weed ID, disease ID, insect pressure, and nutrient deficiencies. When the corn and soybeans are smaller, I can get over the fields well with a UTV and get a good look at what's out there. The later it gets, I walk the fields so as not





# CDL REQUIREMENT CHANGES

## EFFECTIVE: FEBRUARY 2022

On February 7, 2022, the U.S. Department of Transportation is changing the rules for obtaining or upgrading a Commercial Driver's License (CDL). The change is called Entry-Level Driver Training (ELDT). On or after February 7, 2022, drivers will need to pass in-depth classroom and behind-the-wheel training from an FMCSA-registered training provider prior to:

1. Obtaining a Class A or Class B CDL for the first time.
2. Upgrading an existing Class B CDL to a Class A CDL
3. Obtaining a School Bus (S), Passenger (P), or Hazardous Materials (H) endorsement for the first time.



Drivers will still be able to take the knowledge test needed to obtain a commercial learners permit (CLP) without entry-level training but will need training before taking a CDL or endorsement skills test (or the H endorsement

knowledge test). If drivers currently have a Commercial Learners Permit (CLP) and it expires, they will be required to complete the ELDT to sit for the exams.

to run the crops over and reduce my yield, which would certainly defeat the purpose of scouting. I'm able to verify the weeds coming up, and sure enough, my post herbicide plans are in order. Nothing too exciting. I'll have to add some clethodim to kill the volunteer corn, but that wasn't completely unexpected. Didn't see much for nutrient deficiencies, so no serious notes were taken on the matter. Insect pressure was minimal from what I could see. It was certainly humid this summer and tromping through fields didn't seem to fit my agenda, so I didn't go too far into the fields when the crops were bigger. Besides, half of these fields have had manure on them over the years, so I doubt there is much for nutrient deficiencies. I look at Taranis, and I guess they didn't care that it was 75% humidity. They flew the entire field anyway. They were able to identify sulfur, potassium, and nitrogen deficiencies. The nitrogen deficiencies didn't surprise me as they were in some wet spots, but the sulfur did. There was a lot more than what was acceptable. I'll have to adjust my fertilizer program next year and put some foliar nutrients out with fungicide. Taranis 2, Ethan 1. Also, these fields looked good overall, and the weather was cooperating. A fungicide application seems like a no-brainer. I need to protect my yield and my investments. But do I do every field? I go back to my notes, and I wish I took more stand counts and pictures to tell how good my stands were. I'm basing this off memory of a scouting event that took place three months ago. I look at Taranis's website, and I can see clearly how good the stand was, even where it was a little uneven. I have to take away the point I gave myself and give it to Taranis. Taranis 3, Ethan 0. Also, what insecticide should I use on the soybean field around my dad's house? He has honeybees, and I'd like to not kill them. I didn't think to consider that while I was

scouting in person. I look at Taranis and see that there isn't a tremendous amount of insect pressure, so I forego the insecticide on that field of soybeans. Taranis 4, Ethan 0. Man, this is just the stuff I'm seeing on the acres that Taranis scouted. What am I missing on the other fields that I didn't have Taranis scout?

Now it's the end of the year, and I'm going over each field's performance. It's pretty clear from my notes that I didn't put down enough information. It's certainly not site-specific enough. I go back to Taranis and can verify, yep, this sulfur deficiency shows up the same place the yield was a little lower. I also go back in the last scouting pass and see if there were any weed escapes. There's occasionally a morning glory but nothing too worrisome, but I'll keep my eye out for these and possibly switch up herbicide programs in the future.

Score after the end-of-year analysis? Taranis 5, Ethan 0. I didn't die from exhaustion like John Henry did, but I'd much rather spend my time with my daughter and wife than walking through fields with 75% humidity. Not to mention getting cut up by corn leaves and walking out of the field with a slight orange tint from all the common rust and pollen. I'm definitely going to have Taranis scout all of my acres next year. It won't replace me going out to the fields completely, but it'll help me know where to look. Also, Taranis will take a picture every acre this coming year rather than every 2.5 acres. There's no way I can compete with that, and the scouting reports are all interactive on an app and available whenever I want them. I've got to hand it to Taranis. They beat me fair and square. Now, how about those pizza delivery machines from Dominoes? Surely, I can beat them!

Ethan Noll  
Digital Ag Lead

# COMING SOON

## 2022 ASSET PROJECTS

“For our cooperative to remain **value**, we must focus on making **Change is necessary for us to**

In June 2021, The Ag Partners Board of Directors and members of the management team conducted a strategic planning session. The session focused on designing and implementing a long-term plan to ensure the continued success of the cooperative.

Members of the management team presented business plans outlining Ag Partners’ most critical needs to better serve you, the customer. The five projects listed here are the first phase of capital reinvestment initiatives that have been selected to allow your cooperative to continue to support the communities we serve, current producers, and future producers.

## AGRONOMY SERVICE CENTER

### HIAWATHA, KS



- The facility will provide 21,000 tons of dry fertilizer storage
- Dry fertilizer storage is currently our major limiting factor. With this new facility, we will be able to hold 52% of our annual volume at once across our locations.
- Moving forward, speed and space will continue to be the most important factor in providing superior service. The scale and design of this new facility will allow us to consolidate storage from our other, older, storage sheds and service a wider geography more efficiently.
- When it came to purchasing a new property, adequate space for a building of this size, traffic flow off of the highway, and future expansion opportunities all played a factor.
- Hiawatha was chosen as a central location to our core business in our Eastern Region. The location will provide a wide range of opportunities on product positioning, application, and efficiency of moving products to other locations due to its great access to US Highways 36 and 73.
- Estimated completion date: April 30, 2022.

## CENEX LUBRICANT TERMINAL

### SABETHA, KS



- We’ve reached a point, in terms of gallons sold, where it makes sense to start our own bulk lubricant delivery program through Cenex. Currently, our customers are serviced by a cooperative based three hours away, so we will also be able to bring on other coops to deliver to, helping us be more profitable.
- Sabetha was chosen as the headquarters for our CLT program because it’s centrally located to where we will serve customers, and it also has easy access to US Highways 36 & 75. We were also able to make some changes with the existing agronomy warehouse, relocating some of the bulk chemical and fertilizer storage, meaning we did not have to build a brand new structure.
- Customers can contact any of our locations to get on the list for bulk delivery. Or, they can talk to our Seneca Main Office (877-336-6153, Option 2) or Kyle Hiltibrand (785-294-0465) directly.
- Estimated completion date: December 2021.

### CONTACT INFO:

Wes Spohr, President & CEO

- 316-833-7268

Brian Winkler, VP of Asset Management

- 785-294-0082

Ben Zimmerman, VP of Ag Services

- 785-313-1405

Eric Osterhaus, VP of Energy

- 785-294-2722

Lucy Heinen, VP of Grain

- 785-336-6153 Ext. 218

Brandon Channel, Regional Director

- 785-458-9734

Kevin Bergman, Regional Director

- 785-294-2595

Jeff Williams, Regional Director

- 785-741-0222

## STAY UPDATED ON PROJECTS:

- Website: [agpartnerscoop.com/news](http://agpartnerscoop.com/news)
- Quarterly Newsletters
- Social Media: Facebook, Twitter, Instagram, LinkedIn



...n viable and continue to yield the successful results needed to **return**  
...ing the necessary investment into our physical assets and infrastructure.  
...o **continue to be successful."**

-Wes Spohr | President & CEO

## GRAIN STORAGE FACILITIES

### TARKIO, MO

- The new structure will provide just over 3 million bushels of storage, with 20,000 BPH receiving
- Our Tarkio location can currently hold 2.67 million bushels. Once the new building is complete, there will be storage for 3.7 million bushels in total
- Several old legs and smaller bins will be taken down in the meantime.
- Initial clearing and prep work has already started.
- Estimated completion date: September 2022.



### WAMEGO, KS

- The new building will hold 2 million bushels, with a 20,000-bushel leg and 1,000-bushel pit and will increase Wamego's corn storage by 735,000 bushels
- Both steel bins will go to soybeans, increasing soybean storage at the facility by 440,000 bushels
- Our Wamego property has the most space to add structures in our Southern Region, as well as having the greatest demand for additional storage.
- Construction will start in February 2022.
- Estimated completion date: September 2022.

## EASTERN REGION FUEL PUMPS

### DENTON, KS | POWHATTAN, KS | ROBINSON, KS | WILLIS, KS



- Existing fuel dispensers in Denton, Powhattan, Robinson and Willis will be removed and replaced with brand new dispensers that connect with the current dispensers in Axtell, Corning, Seneca and Vliets.  
Denton's new pumps will only have gas, not diesel. Denton diesel customers can contact the Seneca Main Office (877-336-6153, Option 2) to talk about having a tank set on their property for bulk delivery.
- Each location will take three to five days to get everything replaced, hooked up and running. We will send out information in our statements once we know a timeline. We will also put up signage at each location and post on our social media platforms to let customers know when pumps will be out of service.
- We are waiting on quotes before a timeline can be set. If contractors are willing to work on the pumps over the winter, we could have them replaced during that time, but more than likely we are looking at spring.
- For those with fuel cards, or fuel card questions, please contact the Seneca Main Office (877-336-6153 Option 2) to have cards made. We will look into options for getting a card printer for the Hiawatha office, and are also looking into what we can do to have cards done ahead of time.
- Estimated completion date: Spring 2022.

# AGRONOMY UPDATE

As we begin to slow down from a very busy fall and close the books on a successful first fiscal quarter, we are turning our thoughts towards spring. The hot topic of conversation lately seems to be focused on the timely supply of chemical and fertilizer inputs. As your reliable cooperative often does, we are focusing on a strategy to source the quality product needed to feed and protect your crop this coming spring. Much like our strong partnerships with you, the producer, we also pride ourselves on the partnerships we have built throughout the industry that solidify our business in uncertain times like we are living in today. As logistics continue to plague our country, and certainly our industry, I want to stress the fact that although we are confident in our partners' ability to produce what you need, we still

need to anticipate delays and backorders on some of the high-volume chemical and fertilizer products.

Before we know it, the birds will be chirping, and it will be time to put spring plans into action, so I encourage you to turn in your orders early so we can make this the most successful season we possibly can.

Contact your Account Manager or Location Manager today for more information around spring planning.

As always, Thank You for your support of Ag Partners Coop.

Ben Zimmerman  
VP of Agronomy

## 2022 LOAN APPLICATIONS

We are still accepting crop input loan applications for the 2022 growing season. It is a one-page application to get started, which will give you access to 0% interest on prepaying seed and chemical and 2.25% (variable) interest on crop nutrient programs through Ag Partners Coop.

There is plenty of room available, so if you are interested, please contact your agronomy account manager or call Lisa Johnson (785) 742-2196 or Jim Ward (785) 741-1652.





# GRAIN UPDATE

Beans rallied for ten trading days in a row during the last half of December, with corn following beans up many of those days. Some have estimated that the corn and soybean bushels coming from South America will be lower than what the USDA predicted. With some planting still going on in Argentina and harvest projected to start by the end of January for the northern area of South America, there are still some of their seasons to digest. The Crop Production report comes out on Wednesday, January 12th, and will include acreage, area harvested, and yield. There are always multiple factors to consider when marketing your grain. Contact our grain team for help in establishing a marketing plan for your operation. We have bids for your local elevator as well as bids for various end-users.

## SIGN UP FOR GRAIN UPDATES & SERVICES

Sign up through links found on the Grain page of our website at:  
[agpartnerscoop.com/grain](http://agpartnerscoop.com/grain)



Receive texts or/ or emails about cash bids, futures, harvest hours of operation, and direct load information.



Check cash bids and futures, get updates, and make offers. Make sure to check with our grain team to set up an account!

We are currently on schedule for the new grain storage facilities in Tarkio and Wamego to be completed by September 2022. We are looking forward to meeting the need for speed and space for grain unloads in these areas and are working towards returning further value in the future. We hope you all had a wonderful Holiday with your family and friends. Your business is greatly appreciated, and we are looking forward to serving you in the new year.

Lucy Heinen  
VP of Grain





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# Between the Loads



## Partnering For The Future

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