

Volume 2 | Quarter 3 | 2021  
Ag Partners News

# Between the Bushels

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# “CHANGE IS DIFFICULT. NOT CHANGING IS FATAL”

As we enter into the busy Fall season, I want to wish you all the best of luck with this year's harvest. May your harvest be safe and bountiful. We look forward to supporting you throughout the process.

In business news, we closed the books on our previous fiscal year as of August 31, and anticipate reporting another successful year of operations once our audit is completed. We will look forward to sharing those results with you in the near future. Our success is what drives us to undertake our new initiatives, and we were pleased that the fiscal year ended on a positive note.

Before I share further information regarding those initiatives, I wanted to broach the uncomfortable topic of change. I recently read a quote that said, “Change is difficult. Not changing is fatal”. I find this particularly relevant as it applies to agriculture, and even more specifically, at the farmgate. Looking back at the history of production agriculture, there have been significant changes in the industry within the past few decades. These include changes to technology, crop science, equipment, farming practices, and other notable parts of the industry. Many of these changes have been directed at

adding more value to you, the producer.

When we look at the history of our local cooperative and then take a broader look at the nationwide cooperative system, I don't see the same amount of progress that has been made at the farmgate. When we look at the age of the physical assets we rely on to provide services and products to you, our member-owners, we lag behind the speed of change needed to meet your needs. For our cooperative to remain viable and continue to yield the successful results needed to return value, we must focus on making the necessary investment into our physical assets and infrastructure. Change is necessary for us to continue to be successful.

This past June, our board of directors and members of the management team conducted a strategic planning session. This session focused on the design and implementation of a long-term plan to ensure the continued success of Ag Partners Coop. Members from your management team presented business plans outlining our most critical needs to better serve you, the customer. We believe significant capital reinvestment is crucial if we are going to continue to support the communities we serve, current producers, and



future producers.

As we look ahead into the next fiscal year, we will be undergoing several initiatives to better serve you. We will be adding to grain storage capacity in two critical locations and undergoing several other projects related to improving our agronomy assets. All these projects are equally critical to provide a better customer service experience and maintain the overall sustained health of your cooperative.

Make no mistake, reinvesting into your cooperative will result in an improvement to how we deliver products and provide service. While the positive effects of these changes will not take place immediately, we are confident that they will add value to your operations and the customer experience, as well as have a positive impact on the long-term sustainability of your cooperative.

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

Fall is upon us, and to me, it is my favorite time of year. Cool weather, football, and harvest. This is the season to reap the rewards of your hard work throughout the year.

I will first talk about propane. It has not been a favorable year for propane and things are not looking to get better for the winter. High demand for exports has hindered the builds and stockpiles here in the USA. Typically we head into winter with around 80-85 million barrels of propane. Currently, we are about 15-20 million barrels behind that number. One positive about propane is that they are not expecting a big draw for crop drying.

Gas and diesel don't seem to want to give up their high prices yet. Typically we see gas prices start to drop this time of year, and we see diesel prices rise some due to harvest needs. I personally feel that the industry is overpriced on refined products compared to the price of crude oil. There really doesn't seem to be any sentiment one way or the other as to where markets could head. I feel that we will most likely see flat prices through harvest before things start to drop. One thing to keep an eye on is if there happens to be more hurricane activity in the Gulf, prices could rise at that time.

Fall and early winter is a great time to do tank maintenance on your farm tanks. Diesel fuel has water presence all the time due to the refinery process of taking out the sulfur. Our premium diesel products

have a demulsifier additive that forces the water to the bottom of the tank. This, in turn, allows you to drain that water in your tanks. We now have access to a new product on the market called Aquafighter. It is a snakelike sock that is filled with a product designed to absorb water and it sits at the bottom of your tank. Studies and reports have shown that this product is very beneficial and effective. This time of year is also a great time to change filters in your tanks.

Just a reminder to all of you, we carry a full line of lubricants, grease, DEF, and antifreeze to take care of all your harvest needs. Please reach out to us for questions on those products. We are also getting ready to embark on our own oil delivery service. Currently, Kanza Coop out of Andale, KS, has been delivering bulk oil to our customers. Our team has done such a tremendous job in growing this side of the business the last few years that we decided to start our own service. We are fortunate to have Danny Hasenkamp come aboard to lead this new Cenex Lubricant Terminal (CLT) oil delivery service.

As always, I want to say Thank You to all of our customers. Without you, we would not be able to be successful. Please reach out to us with any questions or information on ordering products. We wish you all a very safe and bountiful harvest!

Eric Osterhaus  
VP of Energy



# NOW AVAILABLE: 2022 CFA LOAN PROGRAM

With the 2022 growing season just around the bend we once again have a 2022 CFA loan program available. It is basically identical to last year with seed and chemical at 0% fixed interest, fertilizer at 2.25% variable, and all other products at 6.25% variable.

There is a simple one page application to complete which will allow us to lock in financing for your 2022 crop. If you have already paid for 2022 fertilizer that is fine, we can then cut you a check to reimburse your expenses.

For more information, please call Jim Ward (785) 741-1652 or Lisa Johnson (785) 742-2196.



## FUEL YOUR VEHICLE & YOUR SCHOOL

Ag Partners presented six more donations in September 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 \$1,250.

Fuel up at any of our cardtrol locations and a portion of sales will be donated back to local schools! Donations will be distributed two more times before the program ends.

### Cardtrol Donations

#### Seneca Cardtrol

Nemaha Central Booster Club, NCEMS PTO, and the 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

**NOW HIRING**



**SCAN HERE**

Or visit

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

**BENEFITS  
INCLUDE**

Health Insurance

Defined Benefit Retirement Plan

Matching 401(k)

Paid Time Off

Paid Holidays

Life Insurance

Yearly Uniform Allowance

**HR DIRECTOR**

**Lacey Dalinghaus**

Email: [laceyd@agpartnerscoop.com](mailto:laceyd@agpartnerscoop.com)

Office Phone: (785) 336-6153

Cell Phone: (785) 294-0397

# WELCOME TO OUR TEAM

## **Bradley Goering**

Grain Originator  
Hiawatha, KS

## **Dale Davis**

General Laborer  
Rulo, NE

## **Tim Workman**

General Laborer  
Powhattan, KS

## **Danny Hasenkamp**

CLT Division Manager  
Sabetha, KS

## **David Crawley**

Software Engineer  
Hiawatha, KS

## **Justin Wenger**

Digital Ag Technician  
Hiawatha, KS

## **Adam Peak**

General Laborer  
Robinson, KS

## **Larry Dunagan**

General Laborer  
Hiawatha, KS

## **Robert Rhodes**

Elevator Operator  
Topeka, KS

## **Savanna Soden**

Office Assistant  
Hiawatha, KS

## **Tim Woomer**

Energy Delivery Driver  
St. Marys, KS

## **Devin Sanders**

Maintenance/Welder  
Centralia, KS

## **Dale Delzeit**

General Laborer  
Hiawatha, KS

## **Brooklyn Rush**

Office Assistant  
Fanning, KS

## **Bryson Johnson**

Service Center Technician  
Seneca, KS

## **Jason Hasenkamp**

General Laborer  
Axtell, KS

## **Christian White**

Fertilizer Plant Attendant  
Hiawatha, KS

## **Nicholas Stock**

General Laborer  
Axtell, KS



# 2022 INTERNSHIP PROGRAM

AVAILABLE POSITIONS

Agronomy

Digital Ag

Energy

Grain

Human Resources

Accounting

APPLICATION DEADLINE

October 25, 2021

Apply Online At: [www.agpartnerscoop.com/careers](http://www.agpartnerscoop.com/careers)

## SCHOLARSHIP PROGRAM: OPENING THIS FALL

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 will open on October 11, 2022.

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

Applicants should fill out the online submission 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!

## NATIONAL FARM SAFETY & HEALTH WEEK



September 19 - 25 was National Farm Safety and Health Awareness Week. Always remember to slow down, share the road, and be aware of all farm equipment and trucks during this Fall Harvest Season.



# HANDLING ANHYDROUS AMMONIA

Harvest 2021 is just getting started and some of our customers and employees may be thinking ahead to the application of anhydrous ammonia for the 2022 growing season. Anhydrous Ammonia is the most commonly used source of nitrogen for corn growers in our trade territory and because of that, we think it is important to share some tips for safety when working with this product.

Anhydrous means “without water,” and consequently, this product is constantly seeking a source of water

to satisfy its “thirst.” The average adult human body has a water content of around 60 percent. Because of this fact, anhydrous is detrimental to unprotected eyes and human flesh. When anhydrous ammonia contacts your eyes, the damage can range from mild irritation to complete blindness. On skin, anhydrous ammonia seeks out the water in the outer dermal layers of skin which can cause cell destruction, cell dehydration, and severe chemical burns.

When handling anhydrous ammonia, it is important for everyone to wear the proper Personal Protective Equipment (PPE). The Ag Partners safety motto is “Someone expects you home tonight!” and we want each employee and customer to go home every day to family and friends! The minimum PPE requirements for handling anhydrous ammonia include tight-fitting, splash-proof goggles that are either non-vented or indirectly vented. Handlers should not wear contact lenses when working with this product since contacts are held to your eye by a thin layer of water, and if exposed, the contact will become fixed to the eye, causing severe damage when removed by a medical professional. Glove selection is just as important. Anhydrous Ammonia approved gloves are the only safe choice for a worker. There are both insulated and non-insulated styles that can be used. It’s important to cuff the end of the glove to prevent dripping product from running down the arm and into the armpit, a perspiration area. It is also a good idea to test gloves for leaks. On a regular basis, simply dip them into water or run water over them. If your hands get wet, the glove is damaged. Discard and get another pair.

Knowing the proper emergency procedures is very important for everyone working with anhydrous ammonia. Water, Water, Water! Water is the only anecdote for this product. If exposed, the injured area should be continuously irrigated or submerged in water to dilute anhydrous from the affected area. Furthermore, skin cream, oils and salves, or lotions should never be used! These products are of petroleum base and will shed water instead of allowing for product dilution.

Curtis Stahel  
Safety Director





# FLASH FROM THE PAST



Building the Baileyville, KS grain elevator in 1961

**Do YOU have a "Flash From The Past" photo?**

Send us any images that display the history of Ag Partners Coop. Images may be sent to:

[brennae@agpartnerscoop.com](mailto:brennae@agpartnerscoop.com)



1951 Service Station, Seneca, KS

## DIGITAL AG UPDATE

This year has been a whirlwind for the Digital Ag Department. We've added Rantizo drone application services to our portfolio and focused more on drone scouting with Taranis scouting services. We've sprayed a whole variety of crops, including cantaloupes, sainfoin, gamma grass, alfalfa, wheat, corn, and soybeans. We also sprayed tree lines and are looking at doing more vegetable patches, fruit trees, and vines. The drones have simplified spraying trials and test plots too. We're really excited to get into the results of these trials post-harvest.

Taranis scouting has brought us in-depth scouting that we can look back on after harvest to analyze the year. It helps to make sense of the yield patterns we're seeing. We can definitely see where cold weather affected the earliest planted corn stands, and where some of the visible sulfur deficiencies affected yields.

With harvest underway, we've been busy getting yield monitors ready and watching yields come across on Climate FieldView™. It looks like we are having another great year. Climate FieldView has really helped us break down hybrids by soil type and adjust our management per acre, including soil fertility and planting populations. One thing we've seen on yields coming in is that those who manage their fields to a high level are seeing big dividends. We have definitely noticed that grid-sampled acres are yielding better across the field and that micronutrients are adding approximately another 7 to 10 bushels. We've also noted that populations need

to match management practices. Certain hybrids can handle higher populations. However, if you push them too high, you'll see a negative return on your investment, even under the best of conditions. Bayer studies have shown that variable-rate population can add 10 bushels to the acre in corn simply by putting the right population in the right soil type. In addition, we've seen the crop stands better when you drop the population in the tougher zones. Soybeans are the opposite: you drop the population in the better areas to see them branch more and lay down less.

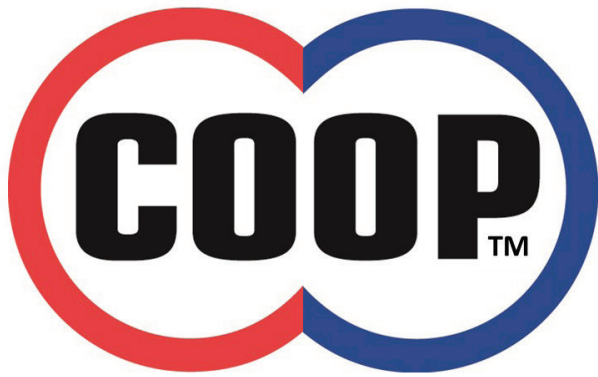
If I had to estimate yields gained by all of these practices, I would say: grid sampling gives you 10 bushels to the acre, variable rate planting gives you 6-10 bushels per acre, micronutrient management gives you 5 to 10 bushels per acre, and then using the right growth promoter, like an Ascend™ or Take Off® adds another 3-7 bushels per acre. At best, that adds 37 bushels to the acre with good management. At worst, it adds 24 bushels to the acre. With close to \$5 corn, that's \$120 to \$185 an acre. While I understand not every year looks like this, we still see increased yield under drought years, and things like grid sampling and variable rate populations can save you on input costs.

Whether you're looking to improve your return on investment or just looking for that next thing to add a few bushels per acre, let us help you get to that next level.

Ethan Noll  
Digital Ag Lead



# OCTOBER IS NATIONAL



# MONTH



Nearly 50% of grain is produced by a local cooperative

More than 2 million people live in approximately 2,100 agricultural communities



Farmer cooperatives pay lower property taxes each year

Since the 1950s, the number of farms in Kansas fell from a high of 1.5 million to 1 million



Agricultural cooperatives employ 250,000 people in Kansas

## AG PARTNERS IN THE COMMUNITY

Each year, Ag Partners dedicates a portion of our budget to help serve our communities through charitable giving. The 2020-2021 fiscal year was no different, and we were even able to utilize multiple matching grants from our industry partners in order to double the impact of various donations.



- 8 Booster Clubs
- 12 County FFA Chapters
- 10 FFA Programs
- 12 Church Events
- 13 Hunger Relief Events
- 11 Fundraiser/Events
- 5 Community Foundations
- 12 School Yearbook Committees
- 25 Golf Tournaments
- 30+ Community Events (holidays, school fundraisers, pageants, tractor pulls, etc.)
- And Many More!

ain storage in Kansas is connected to  
e.

on farmers are members of the  
ultural cooperatives in the U.S.



s in Kansas pay millions of dollars in  
year, contributing to local communities.

ber of farmer cooperatives in  
a peak of 364 to 62 as of 2020.



peratives provide jobs to more than  
n the United States.

# 7 COOPERATIVE PRINCIPLES

## Voluntary & Open Membership

Membership in a cooperative is voluntary and open to all regardless of gender, social, racial, political, or religious factors.

## Democratic Member Control

Cooperatives are democratic organizations controlled by their members. Directors are elected from the membership and decide how the business is run and who leads it.

## Member Economic Participation

All coop members contribute equitably to, and democratically control, the capital of their cooperative. This benefits members in that the success earned by the cooperative is shared amongst the members, not shareholders.

## Autonomy & Independence

Cooperatives exist to serve the interests and needs of their owners. By maintaining autonomy and keeping governance in the owner's hands, coops are in a better position to do business according to their values.

## Education, Training, & Information

Cooperatives provide education and training for their members, employees, and directors so they can contribute effectively to the development and success of the coop.

## Cooperation Among Cooperatives

Coops believe working together is the best strategy to empower their members and build a stronger coop economy. We are better together.

## Concern for Community

Coops are community-minded. They contribute to the sustainable development of their communities by sourcing and investing locally.



- Clubs
- Fairs
- Programs
- Events
- Programs
- Auctions
- Foundations
- Work Programs
- Charity Fundraisers
- Community Events
- Scholarship
- (and more pulls, etc.)
- More!

# AGRONOMY UPDATE

Exactly 12 months ago, December '21 corn was \$3.82/bushel and the ratio for one ton of urea was 60 bushels. Today, December '22 corn is \$4.58/bushel, and that ratio sits at 121 bushels. That means it will take over twice the bushels to pay for one ton of urea for next year's crop. My point for this example is that we need to start thinking in terms of ratios when making purchasing decisions, not only for your farm but also as a retailer.

Last year it was a simple decision to prepay inputs in early fall, as prices and ratios were at or near a historical low. As a retailer, pricing is not the only factor to consider when procuring inputs. We also look at quality, freight availability, and the forecast on supply. This year, in particular, the supply level for most of the inputs for your farm is at an all-time low. Forecasts are expected to be down much of Q4 and on into Q1 of next year.

Ag Partners is currently working on multiple new assets within our trade territory that will help offset the risk of tight supply and timely demand. The first project to be completed in March 2022 is a 21,000-ton dry fertilizer building located in Hiawatha that will increase our holding capacity by 51%! This project is just one of many that we will be talking about over the next several months to bring value back to our member-owners and continue to make Ag Partners your preferred partner.

Ben Zimmerman  
VP of Agronomy





# HARVEST GRAIN ALERTS

Stay up-to-date with our Harvest Text alerts. Updates will be sent out to inform producers about elevator hours and changes.

Visit our website to sign up and stay informed this Fall Harvest Season:  
[www.agpartnerscoop.com/about/resources/subscriptions#grain-alerts](http://www.agpartnerscoop.com/about/resources/subscriptions#grain-alerts)

## HARVEST 2021 PHOTO CONTEST



Ag Partners Is Looking For Your High-Quality Photos That Display Family Life On The Farm, Harvest, Equipment In The Field, Livestock, The Cooperative, And Anything In Between.

The Ag Partners Photo Contest Is Designed To Showcase All Sectors Of The Agriculture Industry. We Are Excited To See Your Photos And How Agriculture And Ag Partners Looks Through Your Lens!

**First Place- \$100**  
**Second Place- \$75**  
**Third Place- \$50**



OCTOBER 1 - NOVEMBER 12, 2021

# GRAIN UPDATE

Happy Harvest Season! Markets are mainly being driven by export demand and weather patterns. With favorable weather in the forecast, harvest should ramp up next week, giving clarity to more yield reports. Contact your grain office or local originator today for help calculating your break-evens and finding competitive markets for your bushels. Whether you are moving bushels out of the field or into your bins we can help you develop a marketing plan that is right for you and your operation.

Here are some tips on how to help us make sure your business is handled accurately. Please look through your grain tickets to be sure that your tickets are in the right name. Call the office if you see any errors on your tickets. Also, please call the office when you are ready to receive payment for your grain or call if you would like to defer your grain payments after you are finished delivering. We will not issue you a check until you let us know what you would like to have happen. You can sign up for text alerts for location hours and/or bids for various locations. To do this, you can either call us or take the following steps:

1. Go to [agpartnerscoop.com](http://agpartnerscoop.com)
2. Click on the 'grain' tab at the top of the page
3. Scroll down the page until you see 'Sign Up For Grain Updates & Services' on the righthand side
4. Click on 'Sign Up Here'

Wishing you all a safe and successful harvest.

Lucy Heinen  
VP of Grain

For More Details Visit:

<https://www.agpartnerscoop.com/about/fall-photo-contest>

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## Partnering For The Future

Visit our website at [agpartnerscoop.com](http://agpartnerscoop.com)  
Call Toll Free 1-877-336-6153