

# Ag Partners has the best customers anywhere!

By Bill Ahlbrecht, CEO/General Manager

August at Ag Partners brings our Customer Appreciation Days. For the last 27 years we have enjoyed the chance to host a golf day customer appreciation event for the best group of friends and customers around!

It all started well before 1996 when our co-op took on the name Ag Partners, but we have kept the golf and dinner tradition alive. Over the years we have needed to add additional events to give the opportunity for more of our growing customer base the chance to take part.

This year we have been planning for, and will be hosting three different events, three days in a row. We will serve a dinner with lots of visiting with your neighbors at our Le Center, then Elgin, facilities. Our golf event will be at Gopher Hills Golf Course south of Miesville. This we be a full day of golf, a meal starting at 1:00, and lots of visiting. Come early and stay late!

In all we expect to serve more than 3,000 meals and t-shirts to our customers during these events so please don't miss out. Be sure to attend one or even all three events ([see the full schedule below](#)).

We sincerely appreciate each of you for your business and faithfulness to Ag Partners. Thank You!

*Bill Ahlbrecht*

## CUSTOMER APPRECIATION CELEBRATIONS:

4-8 pm, Tuesday, August 15  
Le Center, MN Ag Partners

4-8 pm, Wednesday, August 16  
Elgin, MN Ag Partners

1-8 pm, Thursday, August 17  
Gopher Hills Golf Course (Cannon Falls)  
*call ahead for a tee-time.*

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## Ag Partners #FarmerStrong

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# SPOTLIGHT: Ellsworth Agronomy Center >

By Terra Wierson, Communications Specialist

September 1, 2023 marks the first official day of Ag Partners Ellsworth Agronomy Center after the sale of Western Wisconsin Ag Supply this spring. Ag Partners and WWAS have been in partnership for a very long time. This business transition may feel nearly seamless to our staff and we want the same for our customers. This Ellsworth location is currently home base for about 30 year-round staff, and over 40 employees, seasonally. Know that even though the sign on the building has changed, customers will continue to work with the same familiar and experienced people who have made Western Wisconsin Ag such a success.

With the sale, and to meet business demand as promised to our customers, it was decided to expand and upgrade the site - most notably to increase capacity for liquid fertilizer by 300% and bulk chemical by more than 800%. Construction of the new building, just northwest of the existing buildings, started in early spring 2022. After much anticipation, full occupancy took place this June. The project gives this site 6,000 square feet in office and common space, and nearly 29,000 square feet of warehouse. Aside from storage, the warehouse is equipped with a truck wash, three liquid fertilizer load-out

bays and a high-tech control room.



Operations Manager Derek Dicke has more on his plate with this addition, but he's excited to see what the future will look like. He's ambitious to take on more business and, in turn, offer more jobs locally. Ellsworth custom applicators are set to cover roughly 260,600 acres this season, with 54,466 acres in the AYS (Advanced Yield Systems) program.

Derek says, "Expanding the operations of the site will mean we have the capacity to serve our Ellsworth area farms more efficiently while taking enhanced services further than we've been able to before."

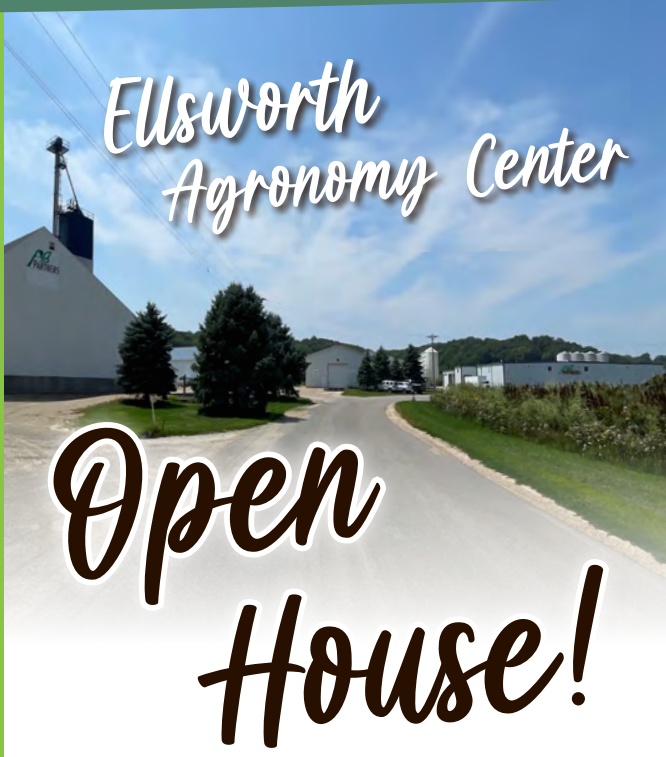
When it comes to better efficiencies, he says, "Previously much of the nutrients and crop protection products were trucked in daily from other Ag Partners locations. The new storage capacity here has already cut the amount of time and miles spent on the road, giving us a chance to allow for more time and attention spent in our customers' fields." This is a



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Please join us **Tuesday August 29th:**

**Acker's Dekalb Plot Tour... 4-5:30 pm**

Acker's Farm

N1945 Cty Rd D, Bay City, WI 54723

**Ag Partner's Open House... 5-7 pm**

at the new Ellsworth Agronomy office

411 E Business Way, Ellsworth, WI 54011

*Ackers plot day will include guest speakers from Bayer: Sammie Brantner - Technical Agronomist & Alex Renaud - North American Germplasm Lead.*

*Following the plot tour a meal will be served at the new Ag Partners Ellsworth Agronomy building.*

*Please feel free to attend either one or both events. We look forward to seeing our valued customers, and showcasing our new facilities.*



big improvement being that the closest facility from where Ellsworth trucked in product is 30 miles away.

The agronomy center in Ellsworth is something to be proud of. We'd like to thank everyone involved, including our customers who made the project possible, and gave a little extra patience during construction.

← An open house of the new facilities is planned for August 29, with an optional plot tour beforehand. We'd love to see you out!

**ELLSWORTH FUN FACT:** When our agronomy working hours are extended during the peak season, the staff will grill out most Sundays and feed up to 50 employees throughout the day!



**IN OTHER NEWS:** August 1st Ellsworth Agronomy hosted a facilities and farm tour for a South African group through WinField United. This group consisted of canola, wheat, barley and fruit farmers from the southwestern part of the country. As farmers - and for the farm life, there were a lot of similarities between our two countries. When it came to equipment, terrain, regulations and practices based on those factors, there were some stark differences. For example, bulk liquid fertilizer and air flow applicators are something they're not used to seeing. And large grain loads up to 126,000 lbs are pretty typical there. In all it was a fun and educational day, and we are grateful to have shared this experience.





# Am I Fertilizing Enough for HIGH YIELDS? >

By Erin Stackhouse, AYS Specialist

Over the last few years average parts per million for Phosphorus and Potassium (P&K use) has decreased... *Why?* Even with treating the same areas for two years, the fertility is lower because we continue increasing yields year over year. P&K are two of three primary macronutrients that play an important role in crop production. I wanted to lay out what can happen to a field over a four-year period. The field in this example is historically on a 50/50 rotation but in 2022 the grower decided to plant Corn on Corn to equal out his rotation.

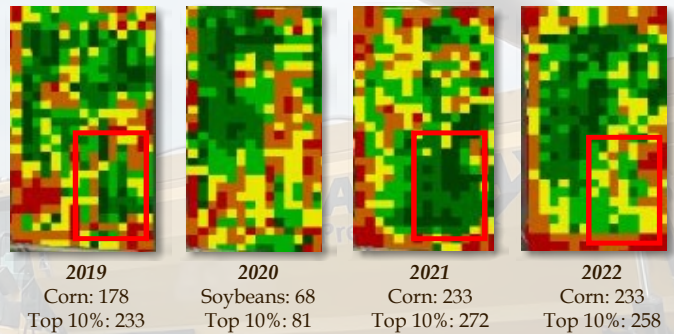
**KEY TAKE AWAYS:**

1. Make sure you aren't shorting yourself on the top end yields.
2. Maintaining your levels are a lot easier than constantly trying to get ahead.
3. Even on high levels of P & K, we could be shorting ourselves top end yield potential.

**FIELD HISTORY:** →

- AYS/Ag Partners started working with this field in 2019
- Grid Samples are listed from 2019 & 2023
- Fall Fertilizer History:
  - 2019: Manure
  - 2020: Variable Rate P&K
  - 2021: Variable Rate P&K

If you look at these harvest maps, I have listed the average yield of the field for each year, but I have also listed the Top 10% of the field. The red boxes on all maps are the best producing areas of this field. Knowing this now, for 2024 we will plan to spread even more fertilizer in that spot due to depletion from the high yields.



**Applications Fall 2020:**

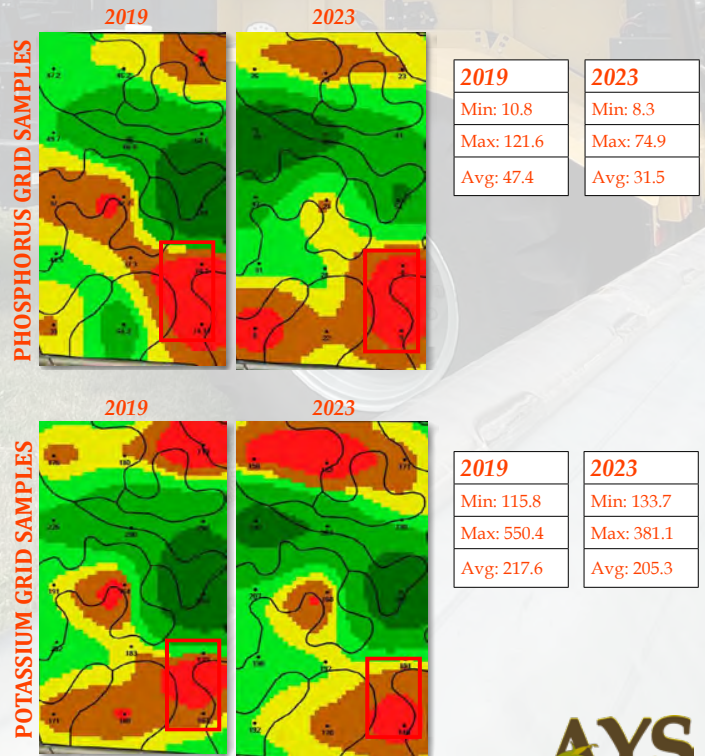
- Variable rate for corn
- Average 110 (57# P205) pounds of MAP
- 201 (120# K20) pounds of Potash

**Applications Fall 2021:**

- Variable rate for corn
- Average of 192 (88# P205) pounds of DAP
- 263 (158 K20) pounds of Potash

Grid samples give us huge insight as to what is going on under ground. There is a lot of variation throughout this farm on both the phosphorus and potassium. The variability swings from 111 parts per million (ppm) on the phosphorus and 435 ppm on the potassium. Variable rate fertilizer recommendations were based off Management zones and mainly focusing on our high production areas.

Averaging the last four years' grid samples and inputs, we did lose phosphorus, but gained a little on potassium. Comparisons of 2019 and 2023 grid sample maps are to the right. To achieve yield potential, it's important to know your field levels and potentials. If you would like to go through a scenario on your operation, call your Agronomist or AYS Specialist.



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This summer we have over a dozen helpful interns you may have seen out scouting a field or working with your agronomist. These young adults come from varying backgrounds and are working towards different future goals in agriculture. We appreciate all they do, and we hope they enjoy learning on the job with Ag Partners! This photo was taken during a training day in July, at the WinField Answer Plot near Wanamingo, MN.

# MEET OUR SUMMER AGRONOMY INTERNS



## *Austin Brand*

Internship : Agronomy, based in Ellsworth  
School status : Sophomore at Iowa State  
Fun fact : I worked at Ag Partners last year.

## *Katie Danielson*

Internship : Agronomy, based in Le Sueur  
School status : Senior at South Central College  
Fun fact : I show and train horses.

## *Mickenzie Doherty*

Internship : Operations, based in Stewartville  
School status : Sophomore at North Dakota State University  
Fun fact : I've worked for this coop since I was 16 and I have a Class A and Applicators license.

## *Connor Domanoste*

Internship : Sales, based in Morristown  
School status : Recently graduated from SDSU  
Fun fact : I was really involved with clubs on campus and FarmHouse Fraternity to make a network!

## *Wyatt Foss*

Internship : Operations, based in Kenyon  
School status : Junior at North Dakota State  
Fun fact : I like Snowmobiling.

## *Ashley Holst*

Internship : Feed, based in Goodhue  
School status : Senior at South Dakota State University  
Fun fact : I have a 90lbs. of butter with the likeness of my face carved into it!

## *Paul Kochenderfer*

Internship : Agronomy, based in Stewartville  
School status : Senior at Brigham Young University Idaho  
Fun fact : I have climbed two 3,000 foot mountains. The final altitude on one was 12,000 feet.

## *Kate Meyer*

Internship : Agronomy sales based in Elgin  
School status : Senior at the University of MN, Twin Cities  
Fun fact : I'm a huge Twins fan and have met over 10 former and current players!

## *Avery O'Neil*

Internship : Agronomy, based in Pine Island  
School status : Junior at Iowa State  
Fun fact : My family farm is across from the Ellsworth Agronomy Center!

## *Carter Quam*

Internship : AYS, based in Goodhue  
School status : Sophomore at UW-River Falls  
Fun fact : I play football at River Falls.

## *Carson Ruen*

Internship : Crop Scout based in Lewiston  
School status : Rising Sophomore at Iowa State University  
Fun fact : I am a triplet!

## *Wyatt Saemrow*

Internship : Operations, based in Morristown  
School status : Sophomore at South Central College  
Fun fact : I come from a 700 cow dairy farm.

## *Taite Shelstad*

Internship : Agronomy, based in Goodhue  
School status : Entering Senior year of college at the University of Minnesota, in Ag Business  
Fun Fact : I'm a big sports fan.

## *Brady Strodtman*

Internship : Agronomy, based in Morristown  
School status : Sophomore at South Central College  
Fun fact : I like hunting and fishing.

## *Sam Valentine*

Internship : Operations, based in Ellsworth  
School status : Senior at UW-River Falls  
Fun fact : I did not grow up on a farm...my interest in Agriculture came from my uncles who run a small farm in Northeast Iowa.

## *Alexander Wenner*

Internship : Agronomy, based in Le Sueur  
School status : Junior at UW-River Falls  
Fun fact : I love fishing and golfing.

## *Matthew Weigl*

Internship : Agronomy, based in Le Sueur  
School status : Sophomore at South Dakota State University  
Fun fact : I enjoy going hunting and fishing in my free time.



Watch for CORN SILAGE DRY  
DOWN  
DAYS  
in September!



## Preparing for Success with FORAGES >

By Joshua Sazama, Dairy Nutritionist

There is a tremendous amount of relief at the end of corn silage harvest knowing a big portion of a dairy's feed supply is secure for the next year. Corn silage, a high-quality forage, is the cornerstone of many dairy rations and requires great care in growing, harvesting and storing to achieve optimum cow performance and farm profitability.

As winter breaks and planters start rolling, soil conditions and planter performance are closely monitored to accomplish perfect seed placement to allow for maximum yield potential. The new corn plants quickly emerge, growth takes off, and the focus is shifted to protection from aggressive weeds, destructive insects, and potential plant-killing diseases.

Shortly after corn silage harvest is complete, planning for the next corn silage crop begins. Planning and achieving a high-quality corn silage crop is a process that takes a full year. A long list of agronomic decisions are needed ahead of time. Seed selection is a very important piece of the equation, factoring in the farm's goals for both yield and forage quality. When winter finally breaks, fertility plans are put into action with manure applications along with spoon feeding additional nutrients to get the corn crop to flourish.

Once the plants are tall and healthy, another entire set of decisions need put the success of the crop on the line. Don't be surprised if your Ag Partners nutritionist wants to schedule a pre-harvest meeting - and don't overlook the

value of a pre-harvest meeting. This meeting includes team members from both the harvest crew and the dairy. The meeting outlines topics such as harvest strategy, packing, storage, preservation, protection, task assignments and safety. Utilizing a preharvest meeting allows the farm team to discuss and identify important aspects of outlining an action plan.

Meeting about goals early creates an environment for open discussion, transparency, and accountability. All of this will help the process run more smoothly when harvest is in full swing and reduce the risk for errors and misunderstandings.

Another important component of high-quality corn silage is total plant moisture. Total plant moisture will impact corn silage yield, fiber, starch digestibility, fermentation, and ultimately cow performance. Identify the moisture goal along with an acceptable range. Often, the focus is to avoid drier than desired corn silage because of its reduced fiber and starch digestibility and higher risk for poor fermentation and shrink. Corn silage that is too wet can be overlooked, which has its own set of challenges such as lower starch and higher levels of leachate (shrink!). Leachate is difficult to measure because it's either not collected or is mixed with rainwater, however it can have a huge impact on corn silage inventory and thus impacting shrink. The moisture goal and an acceptable moisture range is something your Ag Partners nutritionist will help facilitate during the pre-harvest meeting to outline what is the total plant moisture goal.

Setting a clear understanding of the dairy's goals will help keep the entire team focused during the excitement leading up to harvest, and the thrill when harvest is in full swing. Ag Partners and our nutritionists are ready to help find practical solutions right for your dairy during the entire corn silage planning process. We only succeed when our customers succeed.

We want to help your dairy achieve the highest profitability.



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On Saturday, May 27 Ag Partners beef and show animal specialist, LeeAnn Waugh, presented a beef nutrition clinic at the North Star Showdown event at the Goodhue County Fairgrounds. The whole event was well attended and our nutritionists enjoy supporting the industry!



Keep snapping photos for our 2024 Calendar!

Photo submissions are due at the end of August. Photos can be sent to [calendar@agpartners.net](mailto:calendar@agpartners.net) or go to our website: [agpartners.net/calendar-photo-submission](http://agpartners.net/calendar-photo-submission)



Include your name, city & state when sending photos.

In early June feed manager, Jacole Welter, and nutritionists, Missy Hoffman and Mark Werner, held a Sheep & Goat Show seminar at the Goodhue County Fairgrounds. Around 40 sheep and goat showmen, young and young at heart, learned about nutrition, grooming and general information for showing these animals.



It was movie night on the side of our Eyota elevator during Eyota Days! Photo credit: Eyota Days facebook page.





# youth FARM SAFETY day

On June 29, a youth farm safety day was held at Clear Crest Dairy Farm near Lewiston, MN. The day was a collaboration between the University of Minnesota Extension, Minnesota Dairy Initiatives and Ag Partners. There were 50 kids in attendance along with parents, grandparents, friends and family.

Safety topics covered were ATV and UTV safety, operating equipment safely, equipment blind spot awareness, cattle handling, and a power take off demonstration.

Two presenters related their stories of how farm accidents have affected their lives. Overall, it was a good day and the kids seemed very engaged. A special thanks goes to Rob and Luke Miller for hosting the event!



scan for jobs

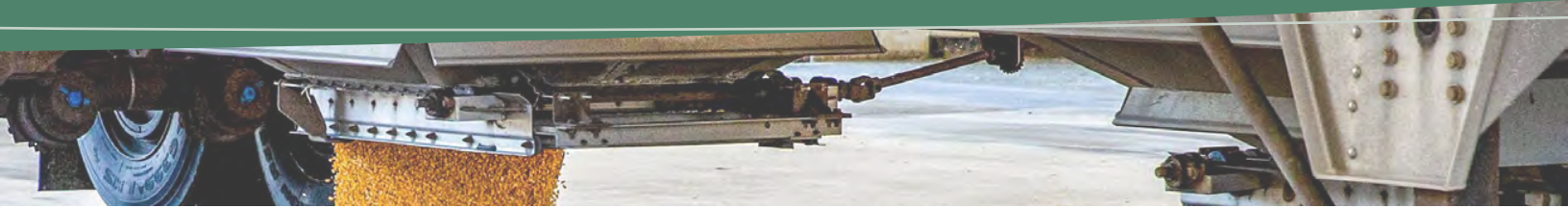
Find your career in agriculture. Click or scan for current jobs at Ag Partners.



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# Forward Pricing Your GRAIN >

By Greg Siems, Stewartville Grain Manager

## WHY WOULD ANYONE EVER PRICE GRAIN THEY DON'T HAVE?

There's a good chance that anyone growing a crop who talked to a grain buyer has been asked if they want to book some new crop grain. Have you ever really analyzed how and why you make the decisions you make when it comes to converting your grain into cash?

Decisions about selling grain can sometimes be an emotional rollercoaster for some - and for others it's just a normal part of doing business. Most farmers fall somewhere in the middle on that spectrum. Dry years like 2023 present extra challenges and stress. Everyone has **different comfort levels** with grain marketing and in the course of my career I've seen all manner of marketing decisions. Some are comfortable selling large percentages before harvest or even before planting; while others prefer selling at harvest or storing and selling later.

Individual **preferences and goals** greatly influence these marketing decisions. The past several years have injected unprecedented volatility into the markets which make these decisions even more difficult.

Ag Partners offers a variety of **tools** that can help mitigate some risk or in some cases might enhance prices. In addition to cash contracts, you can utilize hedge-to-arrive and basis fix contracts. For those looking for more flexibility, you can add

options and OTC products to your toolbox. Grain marketing can be as simple or as complicated as a person wants.

One of the most important tools you can provide for yourself is your cost of production. It's a relatively simple exercise to know what your costs per acre are. However, it gets more difficult to calculate cost per bushel when we're dealing with so many weather variables. If your cost to produce a bushel of corn is \$4.75 when calculating a 200 bushel yield, the figure changes dramatically when the yield goes up or down.

When faced with weather challenges like this year, it's easy to lock up and not make any decisions. Developing a market plan can help guide your decisions even in a challenging

environment. Perhaps marketing enough bushels to cover certain expenses might be another way of looking at it.

Some of the best marketers I've seen in my career are the ones that are consistent year over year in making their decisions, have a good grasp on the cost of production, are willing to try new things from time to time and incorporate what works into their plan.

On the other side of the coin the Fear of Missing Out has paralyzed many of us in making marketing decisions. We're human and we've all experienced this in one form or another. Price is unpredictable. I encourage anyone that is selling grain to take some time to push a

pencil around and consider those questions when thinking about marketing your grain.

Our Ag Partners grain marketing team is here and ready to assist you with your marketing plan, any time of year. Just ask!

### QUESTIONS TO CONSIDER WHEN MAKING GRAIN DECISIONS:

*How many pricing decisions do I want to make?*

*How risky is it not converting my grain to cash?*

*What are my cashflow needs?*

*What are my logistical/storage space needs?*

*Are my price goals realistic?*

*Are the market prices offering a carry or are they inverted?*





# THE IMPORTANCE OF QUALITY LUBRICANTS ON YOUR FARM >

By Trevor Schlosser, Energy Supervisor

A solid lubricants plan with a definitive maintenance schedule can help you reduce downtime and extend the life of your equipment. The summer months are an excellent time to create a maintenance schedule, re-evaluate your products to ensure you're using the most efficient ones for your operation, and to start a routine to keep your equipment running smoothly. Here at Ag Partners, we put our trust into premium Cenex products.

## A "SOIL TEST" FOR YOUR ENGINE:

Similar to the testing you do to gauge nutrients in your soil, an engine oil analysis takes a sample of used oil to provide valuable information about the condition of your equipment.

The LubeScan used oil analysis program by Cenex offers a proactive approach to oil analysis for various equipment components including engines, transmissions and hydraulic systems. A LubeScan kit analyzes oil samples and provides you with a report, alerting you to any concerns about your equipment before they become catastrophic. To get your LubeScan kit today contact your Ag Partners energy representative.

## WHAT LUBRICANTS ARE RIGHT FOR MY OPERATION?

Check what the original equipment manufacturer (OEM) recommends in terms of lubricants and other products for equipment. Cross-reference OEM recommendations with other options from our energy team here at Ag Partners. In addition, you can easily access this information by entering the make and model of your equipment into the Cenex equipment lookup tool @ [Cenex.com](http://Cenex.com) to see which Cenex product is best for your operation.

## 3 LUBRICANTS NEEDED FOR AN AGRICULTURAL OPERATION:

There are three types of lubricants every operation needs to keep farm equipment running at peak performance.

### 1. DIESEL ENGINE OILS

We all can agree on the importance of using quality engine oil in our equipment, especially in modern agriculture. The advancements in diesel engine technology over the past de-

cade warrant a closer look into the benefits of premium oil. I highly recommend reaching out to our energy team to discuss a good fit for your operation.

The "go to" engine oil Ag Partners offers in bulk delivery, drums, and packaged is the Cenex Superlube TMS 15w-40. This product is formulated with para-synthetic base oils to provide enhanced engine protection and improved operability in the dirtiest conditions. We also offer other options in advanced diesel engine oils such as the Maxtron DEO synthetic blend, and the Maxtron Enviro-Edge full synthetic. These engine oils operate in the toughest conditions and can provide up to seven times more shear stability than competitor oils with less advanced formulations.

### 2. TRACTOR HYDRAULIC FLUIDS

Simply put, a quality tractor hydraulic fluid "THF" is essential to keeping moving parts lubricated. This lubricant can minimize downtime by reducing friction and providing superior pump, gear, brake, transmission, and hydraulic system protection all while increasing the longevity of your equipment. Premium tractor hydraulic fluids also significantly reduce noise and damage caused by wet brake chatter.

Here at Ag Partners we offer two premium tractor hydraulic fluids to help fit your operation. Qwiklift HTB, a universal tractor transmission and wet brake fluid is a staple on many farms today. Qwiklift HTB can significantly reduce sludge, varnish, and acid buildup for optimized hydraulic performance. We can also provide you with Maxtron THF if you are looking for a full-synthetic multifunctional product that thrives in all-weather conditions. Both products are great options!

### 3. GREASES

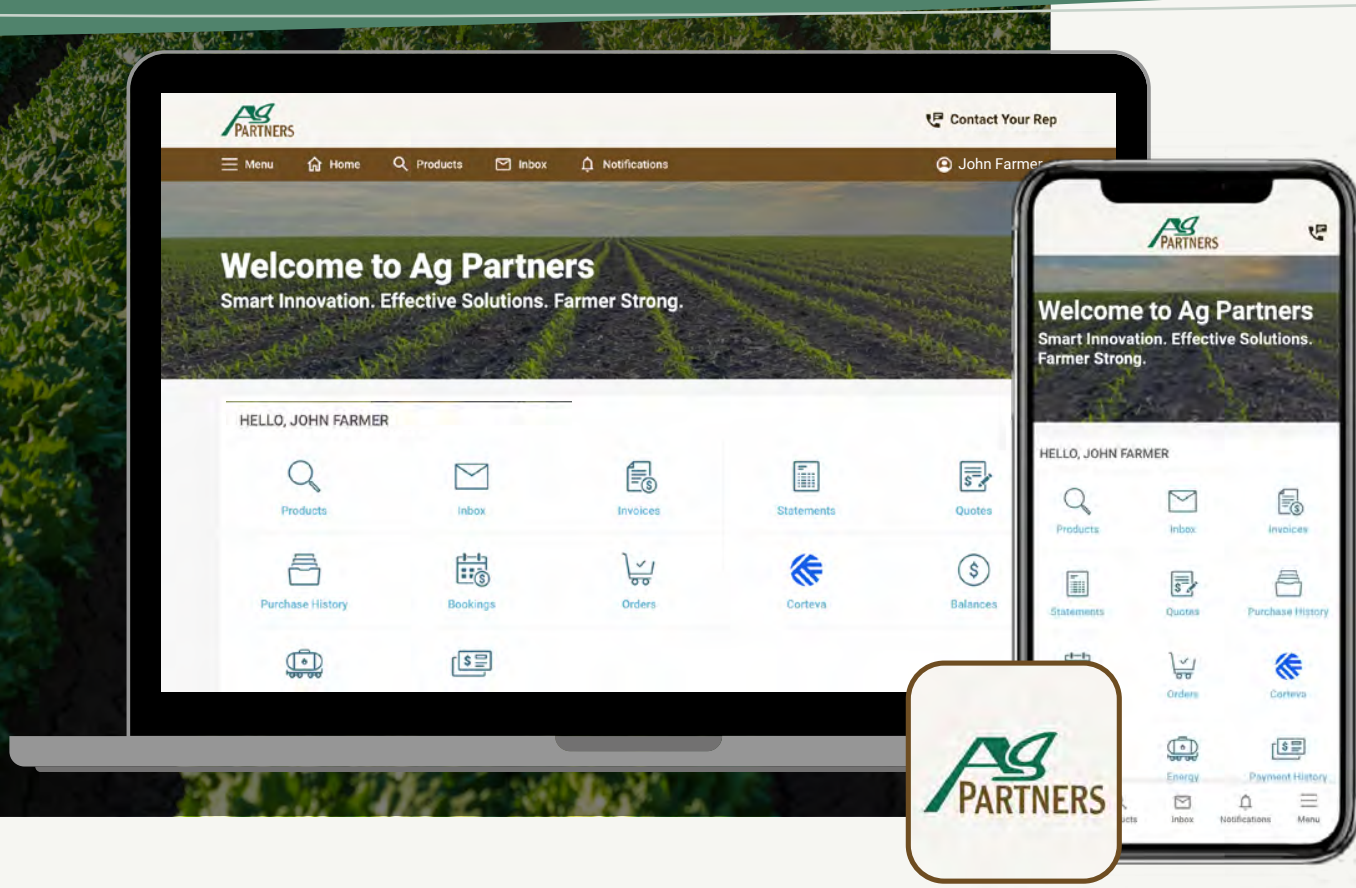
Ag Partners offers a variety of greases for all different applications on your farm. Grease compatibility is important to understand when exploring new products. We recommend reaching out to us first or checking into a grease compatibility chart to make sure any problems are avoided in the future. Cenex has a full list of greases to choose from. It ranges from the ever-popular Blue Gard 500+ to the full-synthetic options like the Maxtron FS or Maxtron EP. No matter if you are looking for lithium grease, a moly grease, or anything in between, we have you covered.

Performing regular maintenance and using premium products will help keep your equipment operating to its full potential. The Cenex premium line of lubricants we provide here at Ag Partners can help you minimize downtime and maximize field time for optimal profitability. When making decisions for the lubricants on your farm please contact our energy team @ (651) 923-6004.

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# AG PARTNERS CONNECT PORTAL

## – COMING SOON –



### EASY MANAGEMENT

Quickly access your agronomy & energy account information.



### ONE-STOP-SHOP

Simply pay invoices, eSign contracts, schedule deliveries, & more.



### 24/7 COMMUNICATION

Streamline connecting with our team for updates & important details.

 651-923-4496

 [connect@agpartners.net](mailto:connect@agpartners.net)

Ag Partners Coop  
101 Broadway  
PO Box 218  
Goodhue, MN 55027



**AG PARTNERS**  
agpartners.net





**To Enter:** Purchase at least one Purina branded feed product at a participating Ag Partners location between July 31 & August 12.

Participating Ag Partners locations: Cannon Falls, Le Center, Lewiston, Morristown, Pine Island, Plainview, Stewartville, Goodhue, Lake City, Wanamingo, Belle Plaine, MN & Ellsworth, WI. Ag Partners 2023 Customer Appreciation Promo Event.

Win 1 of 3 coolers!

## Squirrel-proofing your garden



From FarmersAlmanac.com (since 1818)

1. The old soap trick: grate Irish Spring soap around the edges of your garden.
2. Fresh chopped garlic mixed with equal parts water and vinegar. Let this sit a day or two then spray it around edges, take care not to spray plants themselves.
3. Plant mint.
4. Use a hot chili pepper spray around the edges of the garden.

Good luck to everyone showing at the State Fair!

## Recipe Corner: Ways to Top Corn on the Cob

- Traditional Midwest: rolled in butter, salted & optional black pepper
- Mexican Street: butter, mayo, lime juice, cumin, cotija cheese, chili powder & chopped fresh cilantro
- Flaky: rolled in your favorite crushed snack chips
- Ozark: rolled in lemon-pepper butter
- Southwest: Chili powder, lime, cilantro & sour cream
- Pickle Lover: rolled in butter, sprinkled with chopped fresh dill
- Farmer: rolled in horseradish butter
- Meat Eater: wrapped in bacon & grilled, try chili powder, cajun, garlic or basil, or sweeten with maple bacon.



Recipe from Terra Wilson

**Corn on the cob is versatile and can be cooked whatever way you like.**

**Remove the husk & silk, then:**

**BOIL IN WATER:** 5-8 minutes in a rolling boil, until bright in color and tender.

**GRILL:** place corn on grates of hot grill, turn every 2 minutes until charred and tender.

**ROAST:** wrap in foil, 20-25 minutes at 425° oven, turn half way through.

**AIR FRYER:** coat half cobs lightly in oil, cook at 375° for 10-15 minutes.

**INSTANT POT:** pressure cook on high with 1½ C. water for 3-4 minutes.

**Keep the husk & silk, then:**

**MICROWAVE:** about 3 minutes for each ear of corn; let cool, snip the stem and slip corn out of husk.

Goodhue General: 651-923-4496  
 Feed Orders: 651-923-6001  
 Energy Line: 651-923-6004  
 By location: [agpartners.net/about](http://agpartners.net/about)

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