

October 22nd, 2018

"Accessing Innovation"

In the spirit of continued celebration of Co-op month, as well as support for local FFA chapters who may be traveling to the 91st National FFA Convention this week, the following seems quite fitting!



*"I believe in the future of agriculture, with a faith born not of words but of deeds."
-E.M. Tiffany*

(Excerpt from the FFA Creed)

Photo courtesy of Tim Strathman

Harvesting Local Opportunities: Jessica Hermesch

Cooperatives like Ag Partners Coop, Inc. build jobs, local communities and, ultimately, a stronger America. Here at Ag Partners, we have around 180 full, part-time, and seasonal workers, and generate nearly \$300 million in sales annually. That's revenue that stays in your area rather than going to an out-of-state (or out-of-country) business conglomerate. It's money that feeds the local economy, causing a ripple effect as it travels through the local equipment dealership, grocery store, bank, restaurant, church and beyond. Also, it helps keep our young people firmly planted in the area, and is money we use to invest in them so that they can become the community leaders of the future. Lastly, it's dollars we put toward ensuring the safety of everyone who lives here, and it's extended toward schools, public outreach programs, infrastructure and other public initiatives that help keep our towns vibrant and alive. While the annual celebration of co-op may last only a month, the benefits of the cooperative system are here for you all year long.

To learn more about cooperatives, follow the link: http://www.chsinc.com/~media/chs%20inc/files/pdfs/our%20company/58883_coop_value_compilation_issue_v2_pg.ashx?

Agronomy Update: Caleb Barger

Corn harvest is wrapping up across the country, and we are seeing a mixed bag of results. Areas that caught some timely rains produced average to below-average yields. Areas that missed the rains are certainly showing that factor in their yields, but the averages across the board are still respectable for the tough summer that we had. Data for our **AgCESS Local Solutions** trials are coming in, and the initial numbers look promising. Stress mitigation additions are showing positive yields, with impacts of 5 bushels/acre in the southern portion of the company.

We are anticipating average to slightly-above-average soybean yields in the areas that caught late summer rains, and slightly-below-average yields in dryer areas. Purple Seed Stain, *Cercospora blight*, has been showing up in a few samples, but so far most loads have been looking clean.



Grain Market Update: Lincoln Hillyer

Grains struggled toward the end of last week as harvest started to get back into full swing and the news confirmed a lack in export sales. Thursday's export sales numbers for corn and soybeans were disappointing, and Friday China cancelled soybean shipments that were previously in the books. Definitely not the news we needed as we stare at a record soybean crop.

As soybean harvest has ramped up in the area, we are closely monitoring some situations of higher than normal damage. All of the recent rains have been creating some quality concerns, and Ag Partners is making sure we take the appropriate actions. At this time it appears the problems are isolated but in saying that, don't be surprised if issues are still present.

Prior to the recent losses in prices, we saw some attractive levels to get bushels priced, and we saw many take advantage. Rallies are also a great opportunity to begin to look at next year as you start making agronomic decisions. Give the grain department a call to see what offerings can get your operation off to a good start for next year!

[Click here to check out our website!](#)

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