

## *“Accessing Innovation”*

### **New Year, New Focus: Stan Remington, President**

As the President of Ag Partners Coop, it is my privilege to serve with values of honesty, integrity, and teamwork which go into everything we do at Ag Partners. Our formula for success has always been about member owners, employees, and communities. Our employee team provides outstanding service, and our improvements in facilities and equipment will continue. We may be growing, but we will always be part of the communities that we serve too. We truly appreciate your continued support of Ag Partners and look forward to serving you in the future. Thank you!

***“Your Partner in Ag with Honesty, Integrity, & Teamwork”***

### **2018 — A Year in Review: Todd Grimes, VP of Agronomy**

What a year! As I look back, we were able to accomplish several key initiatives that position our customers and Ag Partners for success.

#### **A few highlights from 2018:**

- Launched our **AgCESS Local Solutions** program. Designed to connect technology innovations such as chemical companies, equipment manufacturers, and digital ag platforms with growers in the area to help identify and evaluate new solutions for local farming operations. For 2018, we were able to highlight 10 unique **Local Solutions** from a total of 88 trials. Your local Digital Ag Specialist or Sales Agronomist will be around to share the results!
- Implemented an agronomy operations platform allowing real-time notification of agronomy service scheduling and completion by email or text message.
- Welcomed Jeschke Ag to the agronomy team. Lisa & Brent Jeschke along with their team has been a tremendous addition to the Ag Partners family.
- Welcomed Nicholas Blevins to our agronomy team to work with growers in eastern Brown and western Doniphan counties in Kansas.
- Welcomed Joyce Rush as our Seed Specialist for eastern Brown and western Doniphan counties.
- Brought two financially strong and successful companies (Nemaha County Coop & Ag Partners Coop) together to form the NEW Ag Partners Coop, Inc.

2018 was a fun and exciting year, and as we look toward 2019, we are excited and ready to continue looking for ways to help our customers. One main theme you will start to see, hear, and hopefully feel is our mission statement, as mentioned above by President, Stan Remington. Our goal as a company is that as you interact with all employees within the company, you see our actions align with our mission statement.

### **Grain Market Update: Lincoln Hillyer, VP of Grain**

Grains have experienced an uptrend to start 2019. The main driver has been continued optimism in U.S./China negotiations and weather concerns in South America. With the government shutdown, export news is harder to come by, but many in the trade are hearing of China shopping around for U.S. soybeans. While the quantities are small at this point, it is a good sign longer term. On South America, Brazil has been experiencing dry weather over a good portion on its production area. Estimates on the Brazilian bean crop have been reduced, but they are still looking at a large crop.

Bottom line, things have not changed much over the past month. We continue to be awash in soybeans and the corn market continues to trade in a range. Expect more of the same until more is known about South American weather and U.S. acres.

As we see rallies, be ready to sell new crop values. With carries in the board, we are seeing some attractive levels for next year. Don't be afraid to lock in some bushels and take some risk off the table. Target orders are a great way to scale up your sales. Give the grain department a call to get started!

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

[Click here to view Grain Bids!](#)

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