

2021

# FALL NEWSLETTER



## UPDATES, ADDITIONS, + LOOKING FORWARD:

We hope you have had a great summer spent with family and friends!

Below are a couple updates on AgHub's offerings and facility improvements:

New additions to our offerings include:

- Anhydrous Ammonia
- Cover crop sales ranging from: rye, wheat, oats, and CRP blends
- Custom cover crop cleaning (1,000 bushel minimum)

### Anhydrous Ammonia

The ammonia facility is nearing completion. The facility consists of four 30,000 gallon bullets and 24 new Dalton trailers equipped with twin 1450 gallon tanks, brake systems, and extra wide super single tires for increased floatation.

We have also begun construction for more heated storage. This new addition will house bulk herbicide tanks and a loadout system. After its completion, we will have 20,000 ft.<sup>2</sup> of heated storage. This will allow us to bring product in more quickly and deliver in a more timely manner.

### Seed Treating Process

We have also chosen to update our seed treating process. We will now have the availability to treat on-demand and over-treat, if needed, more efficiently. We will be offering true bulk load out and true bulk treated soybean deliveries to your farm next Spring, all made possible through our 600 unit semi tender trailer.

### AgHub Genetics

AgHub Genetics, our conditioning business, has received a few improvements, as well. We have added a more efficient way to load out true bulk semis inside, and we also converted a bin outside to a true bulk holding bin. In addition to true bulk improvements, we have also added a robot. This robot will be used to stack paper bags that we make. We are very excited for this addition!

## REFLECTING ON THE 2021 GROWING YEAR

Herbicide Programs, Sulfur Deficiency, Companies & Trait Platforms moving ahead:

### Herbicide Programs

Weed control has been one of the most talked topics all summer. We have had the ability to see and build Xtendflex and Enlist E3 herbicide programs.

As a company, AgHub will not be using any dicamba in a post soybean application. We feel that the market will have a heavy switch to Xtendflex and Enlist E3. Both of the programs bring a Glufosinate (Liberty) option. AgHub put together our own herbicide programs for 2021, and we will not be making any edits to them for 2022. We felt we have found great success in them.

We believe that the Enlist E3 trait brings the most diverse, safest, post herbicide application option and has brought us some of the cleanest fields to date.

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Our soybean programs are called EMERGE encompassing both XtendFlex and Enlist E3 soybeans.

Our corn programs are called SUMMIT encompassing any Round-up traited corn.

#### Sulfur Deficiencies

The lack of Sulfur really started to show itself in early to mid-July, but it became very prevalent in soybeans the third week of July. It's been very noticeable in soybeans, and it's typically seen when the soybeans turn very pale — more white looking, than yellow.

On fields we applied SO4 to, we are seeing little-to-no deficiencies. SO4 is pelletized gypsum, which contains Sulfur and Calcium. We run this product on almost every acre we spread on that's going to soybeans. Rates vary from 10 to 20 pounds of actual Sulfur per acre. The higher the rate, the fewer the symptoms.

## COMPANIES + TRAIT PLATFORMS MOVING AHEAD

For 2022 we will be offering AgriGold, Wyffels, and Stine. Between these companies we have access to a wide range of germ plasm.

We are making a progressive change towards AgriGold as we feel that their business model aligns very well with ours. They have great corn hybrids and also bring us Xtendflex and Enlist E3 products.

Wyffels will also still be a part of our line-up. They have a wide range of quality products that have proven their spot year-in and year-out.

Stine will be a large part of our soybean sales as they have the largest access to the Enlist E3 soybean platform. Many companies today license Stine soybeans to sell in their bag. With that said, it shows Stine's strength in the soybean business. We feel that there will be a large look at the Enlist E3 platform for 2022.

## WELCOME TO THE TEAM!

We are excited to introduce you to the newest members of our team!



**Jon Richter**  
Outside Operations



**Diane Littler**  
Controller



**Scott Kingery**  
Chemical Sales

**REMINDER!**

## FALL GROWER MEETING

We will be having our Fall Grower Meeting & Meal on Wednesday, September 15 starting at 3:30 PM at our office.

3:30 Social Hour • 4:30 Meeting • 5:30 Meal

We will be talking more about our new offerings, including seed, varieties, and herbicides, as well as talking about soil fertility needs and options. We look forward to seeing you there!

## WE ARE WISHING YOU A SAFE + SUCCESSFUL 2021 HARVEST!