



201 E. Main Street • P.O. Box 8 • Aspinwall, Iowa 51432
Phone (712) 653-3441 • (800) 779-3441 • Fax (712) 653-3882

www.aspinwallcoop.com

Updating Grain Handling for Our Customers

By Jeff Nelson



The construction project improving grain handling here at Aspinwall Coop is progressing as expected. We are installing a new receiving pit and high capacity leg to meet our customers' needs during harvest.

When complete, the project will allow for a second wet corn bin and as a result we will have

more storage so it's readily available to the dryers. These improvements are geared toward corn handling issues and do not impact our soybean handling processes.

Though weather has put construction a little behind schedule, including a very wet week in mid-August, we still anticipate completion before corn harvest begins. We're hoping all rainfall comes at night or on Sundays to help us out!

As we evaluate our customers' needs and how they operate their farm business, we see the increase in capacity in terms of combines and grain transportation. At Aspinwall Coop, we realize our facilities need to keep pace with the increase in 90,000 pound loads coming in from farms on semi trucks.

This project will help us grow along with you and be as efficient as possible.

Other changes in agriculture can be seen in the fertilizer industry. A speaker at our Annual Meeting in June talked about consolidation and not too long his remarks after we heard about CF Industries acquiring the company who owns

the massive fertilizer plant in Weaver, Iowa. With CF's own construction project in Port Neal, these combine to be a massive presence in the fertilizer industry.

We hope you will keep Aspinwall Coop in mind for all your fall fertilizer needs. We are ready for a busy season with more double anhydrous tanks available and good fertilizer supplies.

As always, I want to sincerely thank you for your business and invite you to stay in touch with me and all of our team here at Aspinwall Coop. We want you to **Grow with Us!**



High Yields Lead to Increasing Nutrient Removal by Crops

By Roger Kenkel



The way our crops are looking, farmers could expect to see large crop removal rates of phosphate and potash.

According to Iowa State University, for every bushel of corn removed while harvesting, .32 units of phosphate and .22 units of potash are eliminated. This being said, if you harvest

200 bushels per acre, crop removal is 65 units of phosphate and 45 units of potash.

Furthermore, for every bushel of soybeans removed during harvest, .72 units of phosphate and 1.2 units of potash are eliminated. In other words, if a farmer harvests 60 bushel soybeans, 45 units of phosphate and 70 units of potash are removed with the crop.

Today, a significant number of farmers fertilize a farm once every two years, and as a result, rates of removal over this time period could be as high as 110 units of phosphate and 115 units of potash.

On another note, agronomists at the Aspinwall Coop witnessed some waterhemp surviving Roundup applications this growing season. To combat this, our staff is eager to work with our customers to diligently control waterhemp as we make our 2016 crop plans.

Currently, we believe sequential herbicide applications of both pre and postemergence products are necessary, but as always, our agronomy team welcomes questions regarding which other herbicides prove to be an effective controller of this weed.

We encourage our customers to make their seed selections not based on herbicide resistance traits alone but always for the best possible yield results. With the large variety of herbicides available today, the agronomy staff at Aspinwall Coop will be able to help you with an effective weed control program regardless of traits so you can maximize yields.

The staff at Aspinwall Coop wishes all of our customers a safe harvest and we thank you for your business. We're happy to have you **Grow with Us!**



Harvest Considerations

By Ryan Webb, CCA



After a year of near perfect growing conditions it's time to start looking towards harvest. One question that may be on the minds of many is, "When is the perfect time to harvest?" Obviously, this will be a different answer for every operation, and there are different factors to think about when each operation makes that decision.

Numerous different university studies have been done to determine ideal harvest moisture. The majority of these studies suggest that the ideal grain harvest moisture for profitability and minimization of harvest loss is around 22.5 percent. Corn, when black layered, has a moisture content of around 30 percent. Once corn reaches black layer there is no more transfer of moisture or nutrients between the ear and the rest of the plant. From that point on, dry down is environmentally dependent.

During dry-down, corn will lose about 0.5 percent per day with temperatures around 60 degrees. Moisture losses can be up to 1 percent per day when temperatures reach 80 degrees. In cool wet weather, no drying will occur and the corn may actually pick up a little moisture.

Even at current grain prices, a relatively low amount of harvest loss will cost a grower more than drying costs. Currently,

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about a 3 percent loss on 200 bushel corn will be more costly than drying. When trying to determine harvest loss, the rule of thumb is two kernels on the ground per square foot equals about one bushel per acre loss. Also, one ear per 100 foot of row would also equal about 1 bushel per acre loss. So, as you are combining this year, take the time to look at what your harvest operation is leaving on the ground.

On a side note, one thing I have noticed in most corn fields this year is high ear placement. This high ear placement coupled with shallow root growth from all the rain we've gotten could be an issue to keep an eye on. It would be a good idea to scout your fields and do a standability assessment on each field. A change in harvest schedule to minimize risk of the crop going down may be necessary.

Lastly, we have a good stockpile of lime on hand and our machines will be ready to roll as soon as some soybean acres start coming out. If you have any fields needing lime the best time to do it is early fall. Contact your Aspinwall agronomist to get your lime needs taken care of early.

Everyone have a safe fall as you **Grow with Us!**

Fuel News and Notes

By Jeff "Spike" Irlbeck



Card Stations

As many of you know by now, we did some credit card security updates at our Manning and Templeton card stations. This included new card readers. The process for getting fuel on these is a little different than the old ones! Sometimes it's hard to break old habits, so you have to be sure to follow the directions

on the screen when fueling. Also, if you have problems with your card or your PIN number, please call us so we can get that fixed.

Tight Supplies

I have read there will be extensive refinery turnarounds in the Midwest this fall. These are scheduled repairs and maintenance and are expected to be more extensive than normal. This will for sure make supplies tight and will not just affect CHS. It will affect all suppliers. It is strongly urged to have end users tanks full going into harvest! Hopefully they



AgVision Anytime

Aspinwall Coop offers its members the opportunity to see scale tickets, contracts, storage, balance, and other accounting information online with our AgVision Anytime password protected site.

With our scale interface, you will be able to see tickets very quickly and track your deliveries this fall at your convenience.

If you are interested in signing up for AgVision Anytime, please see Donna at the office. She will help you fill out the simple form and get you started with this service.

are over-exaggerating this, but we all remember the tight # 1 issues last fall! Plus with prices where they are at the time of this writing, I can't see anyone getting hurt too bad!

Contracting

As everyone knows contracting can be a great benefit to you. If you read on the bottom of your fuel contract, it reads gallons not pulled by expiration date will be charged market difference price plus 5 cents per gallon cancellation fee! This is nothing new and has been in place for many years. In the past we haven't had to enforce this too hard, but in recent months, we have had a lot of gallons not pulled by the expiration date. We are not trying to be the bad guys as we at Aspinwall Coop get charged the same thing if we don't follow our contracts on our end. Starting in 2016 we will enforce these charges! Everyone needs to try to estimate gallons as close as possible! I always say don't contract 100 percent, in case the market would turn the other way. This way it will give you a little lea-way!

I hope everyone has a safe and plentiful harvest!

Grow with Us!



Value Added Premium Opportunity for 2016

By Dan Konz

We have begun to collect details and do our own background work on a potentially attractive opportunity for production of a new soybean with improved oil properties. This is a chance for you to Grow with Us at Aspinwall Coop.

“Vistive Gold” soybeans from Monsanto have been in the product pipeline for several years. They are a combination of the old Vistive “low-lin” beans from a few years back and high oleic beans. Basically, if one is on the health-conscious side, they can be described as containing less bad fat and more good fat. Demand for this oil is expected to grow over the next few years due in part to consumer demand and in part to the government doing what government does.

Because the high oleic component of Vistive Gold soybeans is a GMO, there are more regulatory hoops to jump through. Not surprisingly the main holdup is the same for Vistive Gold as it is for other traits anxiously awaiting approval - China. So all of this is still dependent on Chinese approval, which is anticipated before the end of January. But we have learned that you don't know for sure until you know....for sure.

We are still very early in the game, so for now we will summarize the highlights of the potential program for 2016 (pending Chinese approval):

- ▶ Beans will be 2.7 – 3.0 maturity RR2Y2 beans from Asgrow at approximately \$6.00 per unit seed premium.
- ▶ Beans will be farm stored and delivered on buyer's call – time frame not yet set.
- ▶ Growers will be on an acre contract with delivery to AGP – Manning.
- ▶ Normal pricing options, but beans must be priced by delivery (based on buyer's call).
- ▶ \$.80 grower premium paid by AGP – contracted through Aspinwall Coop.
- ▶ “Soft IP” – or minimal identity preservation/cleanout practices needed.
- ▶ Acres will be limited. Small crush volume relative to past programs.
- ▶ Administered at Aspinwall Coop by Dan Konz and Jeff Hargens.

Tolerance, Resistance or Timeliness? What Is Affecting Your Field?



By Brad Renze

As we look across the countryside, it isn't hard to notice we are starting to lose a battle to weed pressure we have simply handled with glyphosate for the past 15-20 years. As the level of weed control, especially waterhemp, continues to fall below the level of most people's satisfaction level, we need to take time to determine what steps and management techniques we need to address to make sure our fields are weed free into the future. The first step to any successful weed management program is a strong pre-emerge herbicide program. Whether in corn or soybeans, a pre-emerge herbicide program provides benefits by both drastically reducing the size and number of in-season weeds needed to be controlled as well as giving each acre a look at multiple modes of action. With each different mode of action we are able to provide, we lessen the chance that nature will find a way to create a

tolerance or resistance to our applied herbicides. The question for most of us looking forward to next year's post emerge herbicide application is, do I have tolerant weeds, resistant weeds, or do I simply need to manage the timeliness of my herbicide applications better so that I am spraying smaller weeds? The answer to that question will determine whether to continue the use of glyphosate alone, or whether a switch to glufosinate (Liberty), or a diphenyl-ether herbicide, such as Flexstar GT or Ultra Blazer, is a necessary addition to the weed management program.

If you would like to have a discussion about weed management options, please give Ryan, Roger or myself a call, as we would be happy to go through current options, as well as some options that we hope to be available to us in the near future.



2015-2016 Harvest Policies for Corn and Soybeans

- **All soybean tariff rates are:** Price Later Contracts and Warehouse Receipts are: **Minimum** charge of \$.12 for 60 days or less followed by \$.0014 per day per bushel through February 29, 2016, and \$.0007 per day per bushel from March 1 through August 31, 2016. Price Later Contracts will mature on September 16, 2016. After that the grain will be subject to a rollover fee of \$.15 per bushel, which pays the service charge through December 31, 2016.
- **Test weight discount:** \$.005 for each point under 54 pounds.
- **Moisture discount:** Warehouse delivered soybeans will be averaged to 14 percent moisture. Discount is 1.5 percent of the price paid for each ½ point of moisture over 13, for example: \$.15 for each ½ point of moisture over 13 percent up to 15 percent (this is based on \$10.00 soybeans). Over 15 percent moisture, discount will be doubled (\$.30 per ½ point) and subject to rejection.
- **Foreign material discount:** Any foreign matter (soybean fines, pods, corn, dirt, and sticks, etc.) in excess of the allowable 1 percent will be deducted from the total gross weight per load.
- **Corn Damage:** \$.02 each percent starting at 5.1 percent (5.1 to 6.0 percent is \$.02, 6.1 to 7.0 percent is \$.04, 7.1 to 8.0 percent is \$.06, 8.1 to 9.0 percent is \$.08, 9.1 to 10.0 percent is \$.10).
- **We will not allow any beans to be delivered to AGP on a Price Later Contract until further notice. Only beans that are sold or on a basis contract will be allowed to be delivered to AGP. Any beans that are delivered to AGP are subject to a per load basis for discounts under AGP's discount schedule.**
- **Grain paperwork: Please give two days' notice for checks and warehouse receipts. Any service and/or storage charges that may apply will be from the average date of delivery.**
- **Corn tariff rates are:** Price Later Contracts and Warehouse Receipts are: **Minimum** charge of \$.12 for 60 days or less followed by \$.0014 per day per bushel through February 29, 2016, and \$.0007 per day per bushel from March 1 through August 31, 2016. Price Later Corn will be shrunk to 15 percent moisture. Price Later Contracts will mature on September 16, 2016. After that, grain will be subject to a rollover fee of \$.15 per bushel that pays service charge through December 31, 2016. Corn put on warehouse receipt will be shrunk to 14 percent moisture.
- **Drying:** Corn under 25 percent moisture will be charged \$.04 per point, over 25 percent moisture will be charged \$.05 per point. Drying will be charged on a per load basis. **Drying charges subject to change based on natural gas prices.**
- **Test weight discount:** Corn under 52 pounds will be discounted \$.02 per pound.
- **Shrink factors:** Corn up to 25 percent moisture will be shrunk 1.4 percent. Over 25 percent moisture will be shrunk 1.5 percent.
- **Foreign material discount:** Foreign material (corn fines, cobs, and sticks, etc.) from 3 to 4 percent is \$.02 per bushel, over 4 percent is \$.03 per bushel.
- **Purchase agreements:** Written for exact net (dry) bushels. Any over-delivery will be purchased at the time of settlement. Any under-delivery will be settled up at the difference between the contract price and the market price, plus a \$.10 fee at the time of settlement.

Amendments may be added or deleted, as market changes dictate. On Price Later or Deferred Contracts, must be in said person's name at the time of delivery. All policies are subject to change without notice. It is the producer's responsibility to meet all the requirements established by the FSA. The producer must retain beneficial interest in the commodity when making an LDP application. You lose beneficial interest if the grain has been paid for or it crosses the scale at AGP.

Any questions regarding grain policies, please contact Bricy at 712-653-3441.

Harvest Requests from Aspinwall Coop



Duals?

Will you be delivering grain using a tractor with duals? If so, be prepared for a tight fit in some areas at the Coop. Use caution and yield when necessary.



Doors

Before harvest begins, please take a little time to be sure all the doors on your wagons and trailers are lubricated and open/close easily. This will help speed unloading and make us all more efficient this fall.



Aspinwall Coop
P.O. Box 8
201 E. Main Street
Aspinwall, Iowa 51432

Grain Notes

By Jeff Hargens

The August USDA Supply and Demand report surprised the trade by increasing corn yield by two bushels per acre to 168.8, this implies a 13.68 billion bushel corn crop and leaves the US with a large 1.7 billion bushel carryout. World carryout was actually lower as Europe is experiencing dry weather and South America is projected to plant less corn acres this year. As we begin our harvest in the south, Brazil will begin planting their new crop.

Soybean yield was raised one bushel per acre with the US raising a 3.9 billion bushel soybean crop and carryout raised to 470 million bushels.



Locally, crops have enjoyed favorable weather and look to be about a week ahead of last year. Aspinwall is busy getting the grain facility in Aspinwall and Vail ready for harvest. As in the past we will be taking soybeans only in Vail. We look forward to a bountiful and safe harvest as you **Grow with Us.**

