



September 2017

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## Updates and New Beginnings

By Ryan Webb



I'm sure some are aware, but Jeff Nelson retired from Aspinwall Coop at the end of August and the board has elected for me to take over the role of General Manager. I am both pleased and honored to have this opportunity and I am looking forward to what the future holds. Aspinwall is unique in the fact that it is one of the

last successful true farmer-owned single location coops in operation. This is something that I, and all Aspinwall Coop's employees, take great pride in, and we are driven to keep this business true to its roots and continue with this business plan forward into the future.

**Grain Updates:** Aspinwall Coop continues to update and advance facilities every year. This year we have made improvements to our outside corn pile facility. A limestone base foundation has been constructed along with a retaining wall. An aeration system will be put in place and once the pile reaches full capacity, it will be covered with a large grain tarp. This will enable us to keep grain in much better condition in our outside storage facility. We will start piling corn shortly after its completion in order to be able to accept as much of our customer's grain this fall as possible. Our fall grain policies will be posted at a later date to our website and also around our facilities.

**Fertilizer Updates:** This year's  $\text{NH}_3$  purchasing season has been an interesting one to say the least. As of now, most of the anhydrous in western Iowa has been purchased through a single supplier due to their competitors choosing to stay out of the market. This will make for some challenging supply issues with anticipated lines and delays at the terminals.  $\text{NH}_3$  prices look to be a little firmer as we head into fall. P and K prices look to be fairly steady and continue to be at a good price point compared to what producers have been historically paying per acre for the last eight to 10 years.

**Harvest notes:** Looking back on the weather we've had from planting up until today, I think this fall has the potential to be a challenging one. Early season soil conditions, and abundance of mid-season stress, and now late season rains have set up the possibility of a perfect storm for harvest challenges. Standability problems, light test weight, and condition/disease/aflatoxin problems are a strong possibility in my mind. Letting grain field dry this fall may not be the best option given these circumstances.

**I'd like to wish everyone a safe and happy harvest and thank everyone for their business!**



## Fall Opportunities

By Roger Kenkel, CCA



As we enter into the fall season, our attention moves toward fall fertilizer and controlling biennial and perennial weeds.

Fall is an ideal time to apply those nutrients that were removed throughout the growing season and with grain taken at harvest. As we received some adequate rain during the week of August 14, we

should have good grain fill and experience a pretty good crop. Please remember, high yields do remove high amounts of

phosphorus and potash. Even in challenging times, adequate amounts of P and K always pay off.

We heard a lot of buzz this summer about Canada thistles being a real concern in waterways, headlands, etc. Mid-September is a really good time to kill this perennial weed with selective translocated herbicides. Mid-September is also an ideal time to spray those pastures if you're battling biennial weeds such as musk thistles.

**As always, feel free to reach out to any of us on the Aspinwall Coop Agronomy Team.**

## USDA Report a Bearish Surprise

By Jeff Hargens



The August USDA Supply/Demand report estimated corn yield at 169.5 bushels per acre (bpa) versus the average trade guess of 166 bpa. This would leave 2017-18 ending stocks at 2.27 billion bushels. Here are some of the states' projected yields from the report: Iowa corn yield at 188 bpa,

better than Minnesota at 183 bpa, Ohio at 171 bpa, seven bpa better than last year, Indiana at 173 bpa, the same as last year, and Nebraska at 183 bpa, the second best yield ever, and five bpa better than last year. With the variable weather

experienced throughout the Midwest, it makes one question, where do these numbers come from?

Soybean yields were actually raised to 49.4 bpa from 48 last month. The trade was anticipating something closer to 46 or 47 bpa. This would leave ending stocks at 475 million bushels. As always August weather determines bean yield and the first half of the month has been drier than normal. The USDA report also projected world stock to increase from last year. These numbers will all be a moving target until the combines roll and give us actual yield results. Aspinwall continues to ship grain making room for the fast approaching harvest.



**Grow with Us!**

Photo Credit: United Soybean Board



## Fall Seed Update

By Cody Rolfes



On **Thursday, September 14**, we will be holding our annual seed meeting. For anyone who wants to walk through the plot, **Chance and I will be in Manning at the plot at 4:00 pm**. There is a lot to see this year: pollination, grey leaf, weed control, etc. Otherwise

plan to join us for **dinner at 5:30 pm** in the seed shed (building 4) in Aspinwall with an **agronomy update to follow around 6:30 pm**.

With a lot of questions surrounding current crop conditions, anticipation is growing as we get closer to harvest. In August, we FINALLY got some rain! Now, whether you want to think about dusting the planter off or not, planning for 2018 is well under way! I'd like you to know there are many programs designed to help lower seed cost, as well as finance options that more growers should take advantage of. Many growers either don't know these options exist, or wait too long and miss out.

Also remember, early orders not only get the best price, but ensure desired hybrid and grade size! 2018 will no doubt bring changes and new challenges, but I plan on many successes to come as well. **Call me anytime if you have any questions regarding seed programs or finance options. Let's work together and get a plan of action in place!**



Photo Credit: United Soybean Board

## Using Soil Sampling to Make Decisions

By Chance McDonald



As the 2017 crop year nears the end and you start to get ready for harvest, we here at Aspinwall Coop would like to challenge you to look at your operations and be thinking about fall fertilizer and soil sampling. If you currently use soil sampling technology on your farm then I ask

you to take the time and review your sample dates. If your soil samples are more than four years old then they are out of date and your farms will need to be resampled.

It is important to keep your samples up to date so you can take advantage of the benefits of soil sampling such as precision fertilizer placement, eliminating costly over-fertilization, as well as making sure you have created the best conditions for higher yields. Please contact one of our agronomists to get your farms signed up today. The earlier you sign up your farms the faster we will have it sampled, meaning the faster we can put a plan together for fall fertilizer.

If you do not use precision soil sampling technology in your operation, I encourage you to stop in and talk with one of our agronomists to get some detailed information on how this technology can benefit you as a grower. This technology has proven over the years that it is a great tool to raise farm fertility in your weak areas, help maintain the higher fertility areas all while helping you save a dollar. Yes, there is a cost to pull samples but I think you will find that this short-term investment will save you money in the long run by not over fertilizing and also helping raise your overall yields.

**I encourage all of you to stop in and have a conversation with us about the upcoming 2018 crop year and the early steps we can take to make sure it is a success.**



Photo Credit: United Soybean Board



It seems to be the same story, different day in the energy market. Will OPEC's cuts raise crude prices? Will everyone obey the cuts? To an extent it seems to be working. It just seems to be finding resistance at the \$50 mark. The stocks are still well above the five year average! Analysts think OPEC's attempt to rebalance the energy market may take until 2018 to have a big effect on inventories. With the dollar being weaker and harvest just

around the corner, I can't believe the market will get much softer. Look for inventories and demand to be some of the biggest factors for prices this fall! **Call today and we can look at what is going on and most feasible for you! I hope everyone has a safe and plentiful harvest!**



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## Thanks!

By Jeff Nelson

Thanks to the Aspinwall Coop for the opportunity to have worked at this establishment. I want to thank all the Board members who I have worked with. Thanks to all the employees who I have had a chance to work alongside. I have appreciated our loyal customers greatly and I want to thank you for your loyal support of the Coop. I wish Ryan Webb all the best as he embarks in his new position. I need to say thank you to my wife, Colleen, for all her support during 39 years of coop life. We will be re-settling to the Lake Okoboji area. Look us up if you are up that way.

I wish only the very, very best to everyone associated with the Aspinwall Coop!

