



March 2013

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Creating the Atmosphere for Growth

By Jeff Nelson, General Manager



Aspinwall Coop enjoys tremendous market share in our trade territory and I am extremely proud of the work our staff does to serve our customers and grow our business. We can never be content with status quo and must always be looking for ways to do what we do now better and add customers.

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One example of a recent change involves our fuel department. Route delivery driver Jeff "Spike" Irlbeck accepted a promotion to move into the office to manage the petroleum side of our business. He will be in charge of current, day-to-day pricing of fuel as well as contract pricing.

Spike will also oversee routing deliveries with the goal of being as efficient as possible with serving our customers in a timely fashion. Spike's efforts will save miles on our fuel delivery truck and increase fuel delivered each day. He will be working closely with our new fuel delivery driver, Josh Enenbach, in this role, and training him on our customers' locations and needs this spring. We welcome Josh to our team.

In addition to these management efforts, Spike offers our customers improved product knowledge. He works closely with Cenex, our supplier, and will be here to answer your questions and help you get the best results possible.

This change is one example of how Aspinwall Coop adjusts to make offering customer service our top priority while being as efficient as possible. While customer service is our first responsibility, we also recognize the challenge to offer our customers the best value in products.

We work closely with our suppliers and vendors to bring you the right combination of value with service. The large corporations we deal with to secure your inputs are always asking us to increase the business we do with them. We, in turn, challenge them to do the best they can for our customers.



Spike Irlbeck and Josh Enenbach

Additionally, we have an ever-growing responsibility to keep up with regulatory and safety compliance tasks. This requires staff time to understand and complete the accompanying paperwork.

As we look for ways to grow our grain business, we see a huge challenge in our current drought, of course. Yet we will keep seeking new opportunities to earn and keep our customers' business.

For Aspinwall Coop to keep pace with our competitors and serve our customers as they deserve, we must continue to grow. As you look to grow your own farm business, whether by adding acres or improving performance on what you have now, we will work with you to achieve our shared goals. Together, we will grow and succeed. Please make us your preferred supplier!

New Texting Service

Aspinwall Coop currently provides daily closing cash grain bids via text to cell phones to customers who want to receive them. We feel our capabilities with service are under-utilized and know we can relay more targeted, timely, relevant information to our customers quickly and efficiently via text. The tools are already in place at both ends - ours and yours.

As our texting service evolves, we could set up recipients to receive targeted information on average maybe two or three times a month, outside of daily grain bids. For example, an agronomy customer may get a brief message indicating soybean aphids were found in Cherokee county, or when to look for black cutworms based on moth flights and heat units, or other timely, pertinent information.



All enrolled customers may get a quick text saying we anticipate volatility in the anhydrous market over the next week or two, for example. We want to tailor our activities based on what information our customers are looking for, and make it as timely as possible. Early information is good information.

We will initially have three categories for text messaging from Aspinwall Coop: grain, agronomy and general. Customers can choose one or two or all three options. We encourage you to sign up for this service based on what you are looking for and those interested can sign up by contacting Cindy at the office. You can unsubscribe at any time and we will be looking for feedback as we expand this service. We think you should at least give it a try. We won't overdo it.



Update Soil Sample Information

By Brad Renze

As we near the 2013 crop season, please take a moment to review the status of your grid sampling data on each of your farms. In order to maintain an accurate fertility program, allow for continued use of variable rate technology (VRT) applications, and to maximize the potential of each of your farms, please call or stop in soon. Take advantage of the spring sampling season to ensure your data is here to evaluate during the growing season and is available for use immediately after you are out of the field in the fall.

If you are not familiar with the program, but are curious about the advantages of grid sampling and VRT applications, and how they can help you to maximize your profitability, please contact Roger, Ryan or myself as we would be happy to discuss the benefits with you.

Insecticide Supply Tight

Supply of both bagged and SmartBox granular insecticide products will be extremely tight again this spring. As with all short supply products, possession is nine-tenths of the law. If you have the ability to pick up product early and store in your shed, it may be a good option to consider. We currently have adequate inventory for all orders already in place, but the outside market on extra product is very tight. If you believe you are in need of more product than you originally booked, or you will be needing an insecticide but have not yet booked any, please contact us as soon as possible so that we can secure an appropriate allotment of product for you.



We appreciate your continued business and look forward to helping you make this crop season as successful and profitable as possible.



New Herbicide Available in 2013

By Roger Kenkel

Pyroxasulfone is a new class of chemistry for growers to incorporate into their weed control strategy. It is available for 2013 in two forms – Fierce from Valent and Anthem from FMC.

Fierce fights tough weeds like waterhemp, lambsquarters, velvetleaf, nightshade, foxtails, as well as glyphosate and ALS resistant weeds. Fierce combines the new chemistry of pyroxasulfone with Valor® herbicide. There

are currently no weeds resistant to Valor or pyroxasulfone.

Anthem, a combination of Cadet® and pyroxasulfone, provides residual control of both grasses and broadleaves. It can be used in both corn and soybeans and works on tough weeds like waterhemp and woolly cupgrass. Anthem features low use rates, crop safety, and tank mixes with lots of other products.

If you're interested in adding a new mode of action for weed control to your plan for 2013, please see any of the agronomy team members at Aspinwall Coop. We will tell you more about pyroxasulfone and how it can become part of a residual weed control program.



Seed and Spring Planning/Planting

By Dan Konz

Seed Summary: Considering the nightmare growing season of 2012, we feel lucky for the supply and quality of the corn and soybeans we have shipped in this year, and give credit to our main brands – Dekalb, Asgrow, Producers,

NK and Croplan – for getting the hybrids and varieties we wanted, for the most part. With a few subs on just a few products and even a large recall replaced with the same product on another, we feel good about our corn and soybean supply. We don't have extra everything, but still have good supplies of new and proven products for in-season needs. Corn seed size has trended toward the bigger side, but not as bad as I anticipated. Sometimes bigger seed can get thinner seed coats that can hurt the germ, but that hasn't been too bad either. I have heard a lot about bigger soybean seed as well, but what we have shipped in so far is probably only 5 – 12 percent bigger than normal, with a few lots outside that range. We feel fortunate overall.

Seed Size and Germ: With the dry conditions possibly persisting into spring, we'll do what we can to manage the shortage of moisture. Seedbed moisture could be an issue if our weather pattern doesn't change. They say water seeks the lowest point, but in the soil it seeks the driest point. What moisture we do get will move down quickly and topsoil could dry out rapidly as we will likely be nowhere near field capacity.



Ideal planting conditions may not last long after it does rain (I say “does rain” with confidence).

That being said, corn seed will take in 30 percent of its weight in water before the germination process begins. Soybeans will take in 50 percent. So, bigger seed is said to have more “push,” but it also takes more moisture. If the seedbed is dry, or drying out, the potential for non-uniform germination will be greater at more shallow depths. I think the most uniform stands more frequently come from deeper planting depths, particularly when it is dry. We already know this, but with better early vigor and better seed treatments and dry soils, this could be the year to stick it in another notch. I'm saying soybeans, too. Also, if the seedbed is dry and fluffy, try to picture the true planting depth after it settled after a 1-inch downpour. That is the true depth. Corn planted right before that pouncer usually struggles the most, where seed with just a couple good days head start usually fares better.



Fuel Notes and News

By Jeff “Spike” Irlbeck

As many may have heard, we hired a new fuel delivery driver for Aspinwall Coop. Josh Enenbach has taken this new role as I transition into working in the office. If you have any questions about fuel pricing, availability, or delivery, feel free to call me. I will be riding with Josh this spring, training him and showing him our customers' locations. If you see Josh, please introduce yourself and give him a friendly welcome. I know he will work as hard as I did to make sure we meet your needs.

Do you have a Spill Prevention Control and Countermeasures (SPCC) plan? On May 10, 2013, farms with 1320 gallons of above ground total fuel storage or 42,000 gallons of completely buried fuel containers must have an SPCC plan. This includes oil, fuel, gasoline, or any other oil products. Aspinwall Coop

can help you contact the appropriate people needed to develop these plans or get you new tanks with spill containment.

Diesel fuels have all been moving to ultra low sulfur formulations and engines have been required to meet new specs and regulations the last few years. This brings up the perfect reason to use premium grade diesel fuels. Here at Aspinwall Coop, we only sell premium diesel fuel, Fieldmaster (dyed), and Roadmaster (clear) products. You do not have to add lubricity agents regardless of what your equipment dealer is telling you!

Ruby Fieldmaster and Roadmaster contain lubricity improvers, injection stabilizers, detergents, demulsifiers, storage stabilizers, corrosion inhibitors, and cetane improvers. The typical straight #2 diesel does not include these value-added extras. So before you try to save a little money with a cheaper fuel, ask yourself if you're really saving anything!



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Grain Action

By Jeff Hargens

October through March has cash corn trading in a 50 cent range (\$7.00 to \$7.50) and soybeans in a \$1.50 range (\$14.00 to \$15.50). Old crop tightness has kept the front markets firm as new crop prices are trending lower (corn at \$5.15 and beans at \$12.00) with large acreage projected for this spring planting.

Corn is estimated at 98 million acres then add that to a trend yield of 160 bushels per acre and corn carry-over could increase to 2.5 billion bushels. These numbers would equate to average farm price for the year of \$4.70.

Soybean producers are estimated to plant 77 million acres this spring. Using a trend line yield of 43 bushels per acre would leave bean carry out at 250 million bushels. Of course these numbers are assuming we don't have another year of wide spread dryness over the Cornbelt.

Much of the South and Ohio River Valley have received closer to normal precipitation throughout the fall and winter. Grain markets have become world markets and have many factors determining price action.

Check out the newest feature on our website at www.aspinwallcoop.com under the Cash Grain Bids tab. We now have an Online Offer Center for selling or buying grain. Stop in or call me for more information on this new service.



Ready to Go to Work for You

By Ryan Webb

Spring is now just around the corner, although this last snowstorm didn't feel too spring-like. Aspinwall Coop will be ready for all your custom application needs as soon as the snow melts. Aerial nitrogen fertilization on pastures will be the first things to get going. See Roger, Brad, or myself to have your pasture scheduled for an application.

Hopefully we have a spring and summer filled with rain events to relieve the stress caused by last year's drought. If this is the case, there may be a yield and

standability advantage to using a fungicide with your last application of glyphosate on corn. This application timing targets early anthracnose infections in the plant and is yet another step to keep the yield in your field. Customers who use Bayer pre-emerge products such as Balance Flexx, Corvus, Capreno, and Laudis will be able to take advantage of a rebate program that can bring the cost of applying a fungicide to less than \$8.50 per acre.

