

ASPINWALL Coop

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A Surprising Fall



Well, at this point we can't ask for much better of a fall weather-wise, other than the wind that seems to blow every day. Yields were much better than expected. We heard from a lot of customers raising 230 bushel corn and mid 60s beans. I guess if we can't have the price then we better get the yields. Speaking of

which, I don't know how we get much of a weather rally in the markets for the future. In August, I wouldn't have thought we were going to get anywhere even remotely close to the kind of yield we've had in our area. I think it just goes to show how far the technology put into our agriculture has come.

Fall fertilizer prices have been holding pretty steady and very similar to last year. The phosphate market has had a little bit of a jump to it in November, due to supply issues. The active hurricane season followed by a good fall for application was

the driver of the short phosphate supply. Anhydrous ammonia has been holding steady but at a level 20 to 25 percent higher than what pre-pay pricing was. This is still at a pretty good price point compared to what we have been paying for ammonia.



Sam Irlmeier will be starting at Aspinwall Coop as a sales agronomist in mid-December. Sam is from the Gray area and has had an extensive farming background growing up, and graduated from NW Missouri State with a degree in Agronomy. We look forward to having him part of our team.

Everyone have a safe and happy holiday season and a great start to the new year!

Winter Hours ❄️ ❄️ ❄️ ❄️

Closed New Years Day and Christmas Day. We will be closed on Saturdays beginning January 13 and will resume regular Saturday hours when the busy season starts again.

Distribution and Deferred Grain Checks

Non-taxable distribution checks will be mailed out the middle of December. Please be watching your mailbox.

Deferred grain checks will be available to pick up on Tuesday, January 3, beginning at noon in the office at Aspinwall. Any checks not picked up by January 8, 2018, will be mailed that day. Thank you!

Making 2018 Decisions Based on 2017 Results Seed Supply/NemaStrike Update

By Cody Rolfes



Every year we look at product performance and separate the contenders from the pretenders. This year was no different. This crop had to put up a fight from the beginning, going from the wet, cold spring to a hot, dry summer ending with strong winds this fall

making harvest difficult. I think it is safe to say this harvest exceeded many expectations, my own included.

I know it sounds crazy, but I've already received the first shipments of seed a month ago, with the majority being shipped in by December. Getting a seed order put together earlier rather than later will guarantee the best price, get the

first shot at desired hybrid, and line up the same grade size across all ordered hybrids.

The launch of NemaStrike was delayed in early November due to product safety concerns within Monsanto bagging facilities. NemaStrike was going to come standard on all new products, which are now sitting in a warehouse unable to be sold. This makes already tight supply products even tighter.

That being said, other dealers are also receiving seed shipments, thus grabbing the most desired products/grade sizes. **Let's not get left out!** Soybean supply looks to be okay as of right now, however, the market has never been this diverse (RR2Y, Liberty, Xtend, and eventually Enlist.) It will be interesting to see which path(s) the market travels.

2018 Weed Management

By Chance McDonald



We here at Aspinwall Cooperative hope the 2017 harvest was good for all and encourage everyone to start planning for the successful 2018 crop year. As we think about the successes and obstacles of 2017, I challenge you to think

about the next step in your own operation to ensure 2018 will also exceed expectations.

Weed management in 2017 seemed to be one of the biggest hurdles we encountered. It was a combination of missed rains for activation on residual herbicides and a big window of weed emergence with little to no canopy closure that caused weed outbreaks for many. To plan for a more successful 2018, we need to consider a few factors. Those factors may include what herbicide program you are currently using, potential changes that need to be made with your current program, row spacing, target weeds, timing of application, your known weedy areas, and weed height. Discussing these factors will help us fix and enhance your current program so that your fields in 2018 will be cleaner overall.

The most important aspect in controlling these massive resistant weed populations is to kill the weed in the soil before it starts to grow. We do this by planning a preemergence burn-down program set up with a residual herbicide effective on the target weeds we seek to kill. We then follow up soon after

emergence with a post program that should also include a soil residual herbicide that contains more active ingredients. Overlapping residual herbicide programs are a **MUST** for future weed control.

Another factor we all need to start recognizing is the need to spray for weed height, not crop height. We usually don't like to spray our post programs until our crop has almost reached canopy, which 90 percent of the time is too late. The earlier we spot weeds and hit them with our post program the better off we will be. Killing waterhemp greater than four inches tall has become a very difficult task. Narrow row spacing is another management practice that has shown to improve weed control. The ability to get to canopy before you have a late flush of weeds is crucial in keeping fields clean throughout the season.

Our agronomy team has discussed many different options to fight this growing weed issue and I encourage you to please come in this fall and **have a conversation with us** on your expectations going forward and our plan to help you be successful in 2018.



Big Yields Mean Big Nutrient Needs for 2018

By Roger Kenkel, CCA



The large crop brought in this year was something of a surprise after adverse weather during the growing season. Those yields were made possible because farmers prepared with nutrient applications to feed those hardy hybrids. This confirms the necessity of applying N, P, K, and S to fuel crop growth. Aspinwall Coop's agronomy team is ready to help you put together the best plan for your acres.

We want to remind you to include sulfur in your plans. This macronutrient is in the same category as nitrogen, phosphorus, and potassium. Aspinwall Coop has done a great job integrating this macronutrient in soil fertility plans and has been promoting four different types of sulfur products:

- Cal-sul – a pelletized gypsum product
- Pro Cal 40 – bulk gypsum
- Ammonium sulfate
- Ammonium thiosulfate - liquid

No matter your field environment, we have the sulfur to meet your needs. Research shows a lot of value in applying sulfur, particularly in corn-on-corn and no-till fields. High residue levels can keep the soil cool and damp, allowing bacteria to tie-up and immobilize sulfur which leave the crop deficient. Many pale or yellow fields in the past thought to be nitrogen deficient may have been just as deficient in sulfur.

One way to increase your return on investment is to take advantage of winter pricing of herbicide and other chemicals. Prices are historically at their lowest point during prepay season, giving you the ability to save money, more than enough to offset interest expense.

Contact the Aspinwall Coop agronomy staff to discuss sulfur options for your fields as well as booking products now for 2018.

Happy holidays and thank you for your business.

Fuel News and Notes

By Jeff "Spike" Irlbeck



Wow, it's hard to believe 2017 is all but wrapped up. I hope everyone had a safe and plentiful harvest! As always, don't forget to have your remaining fuel contracts pulled before the end of the year to avoid any cancellation fees. Call me for contracting prices for spring and fall 2018. Although the market has taken a bit of a jump since the hurricanes, and then harvest, there are still some decent prices for next year and I can't see anyone getting hurt too bad with them - especially when you look back a few years ago at what they were then! OPEC has managed to lower oil inventories, but there is still quite a bit of crude in the market. OPEC keeps talking extending production cuts to keep pulling inventories back down so watch for prices to react on this.

I also want to remind everyone about #1 diesel. If you haven't already, you should get #2 diesel blended down to prevent fuel gelling for the winter months. I always like to see at least a 60 percent #1 and 40 percent #2 blend. This should be done when temperatures are 10 to 15 degrees above the fuel's cloud point so it mixes properly. This means the best time would be with temps around 25 to 30 degrees. Remember to check to see how much #2 is left in the tank before ordering so we get a proper blend.

Fuel tank maintenance is becoming more and more important than ever before with today's engines. Everyone needs to make sure and pull the plug at least once a year in their storage tank and drain any condensation. You should also change the filter on the barrel. A good time is before or after winter to help prevent any moisture in the fuel system. This would for sure play a role in fuel gelling. Remember what is on the outside of a tank is also on the inside, so with temperature swings in the winter, you are bound to gain condensation in your tank!

Last I would like to thank everyone for supporting the Aspinwall Coop for their fuel needs this year and look forward to working with each of you in the future! **Have a safe and happy holiday season!**

Grow with Us!

Strong Yields and Marketing Options

By Jeff Hargens



In the September USDA report, corn yield was estimated at 171.8 bushels per acre and the trade thought they were too high due to adverse June weather. Turns out the USDA was wrong, the November report had yield at a whopping 175.4 bushels per acre. And I don't hear too many disputing

that number. Most producers have been pleasantly surprised with yields as good as, or even better, than last year. Hybrids introduced in the last few years are showing good yields in less than ideal conditions.

Soybean yields from the USDA have remained mostly steady through the growing season, with November at 49.5 bushels per acre. This is down from last year's 52 bushels per acre, but the US farmer planted 7 million more bean acres this year leaving carryout at a comfortable 425 million bushels.

Market attention will turn its focus on South American weather as they are planting corn and soybeans as we harvest our crops.

Harvest is done in our area and bins are full, we will look to sell on any rallies the market offers. Aspinwall has several marketing options for your grain, **stop in or give me a call.**



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Merry Christmas and Happy New Year!