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Silver

Edge

Fall 2015



Working for you, your family and your future.

SilverEdge Cooperative

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Main Office

39999 Hilton Rd
Edgewood IA, 52042
563-928-6419
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Locations

• Strawberry Point • Delhi

Mission Statement

"Our mission is to provide superior customer service and knowledge of the many agricultural fields while working with our customers to see them strive for success. We are dedicated to our work and the always changing fields of Agriculture."



Manager's Report

Tony Hemann • General Manager,
CEO • tonyh@silveredgecoop.com



Dear Members,

By the time this newsletter gets to you, we will have started a new fiscal year here at the Co-op. As we are getting this newsletter together, we are also getting ready for the auditors to come in for inventory. They will then return in the middle of September to finalize our audit and year end. **A big Thank You** goes out to all of you that took care of your account before the fiscal year end, this really helps out tremendously. If you did not take care of your account, and it is not current, you will be hearing from us.

Although I cannot give you much insight as to what the financials for the yearend are going to be, I can assure you that the Directors and Employees of the Co-op have worked very hard to deliver value and control cost throughout the year.

I think we will all agree, it has been quite a year. Volatile commodity prices, high input costs and variable weather have all added up to conditions that weren't very favorable for most of the year.

Looking forward, it looks like a very good crop in our area. With grain prices where they are, we are expecting to see storage space fill up fast. If you haven't made arrangements for storage, please do so soon.

I wish you all a safe and prosperous harvest season.

Sincerely,



Charles Vernon Robinson, 65, of Greeley, Iowa, passed away on Sunday, August 16, 2015, at his residence near Greeley. Charlie started farming in the Greeley area after high school in 1968. He was a member of the Greeley Volunteer Fire Department for 33 years. He was a past 4-H leader and currently serving on the SilverEdge Cooperative Board of Directors. Our thoughts and prayers are with the family of Charlie, he will be dearly missed.

2015 - 2016 FALL GRAIN SERVICES

CORN MOISTURE DISCOUNT

All corn received at SilverEdge Coop that is over 15% moisture will be discounted as follows:

15.1 % and above

Discount: **CALL FOR CURRENT DISCOUNTS**

SHRINK FACTORS

Corn: 1.45%

Soybeans: 1.50%

Corn purchased, contracted or on Price Later will be shrunk to 15%.

Corn for storage or grain bank will be shrunk to 14.0%.

BEAN MOISTURE DISCOUNT

All soybeans received at SilverEdge that test over 13% moisture will be discounted as follows:

13.1% and above

CALL FOR CURRENT DISCOUNTS

STORAGE CHARGES

Regular Corn Storage: 14.0 cents/bushel for the first 90 days, 3.0 cents/bushel per month for the next 9 months, 3.5 cents/bushel per month after 1 year.

Regular Bean Storage: 15.0 cents/bushel for the first 90 days, 3.0 cents/bushel per month for the next 9 months, 4.0 cents/ bushel per month after 1 year.

Grain Bank: 5.0 cents/bushel for the first 90 days, 2.0 cents/ bushel per month for the next 9 months, 3.0 cents/ bushel per month after 1 year.

(MUST BE PROCESSED INTO FEED)

CORN AND SOYBEAN DISCOUNTS

TEST WEIGHT

CORN: All corn received at SilverEdge Coop that is under 54.0 lbs test weight will be discounted as follows:

53.9 – 52.0

Discount: **1.0 cent/ point**

51.9 – 50.0

Discount: **2.0 cents/ point**

49.9 – 45.0

Discount: **3.0 cents/ point**

44.9 – below

Discount: **4.0 cents/ point**

BEANS: All beans received at SilverEdge Coop that is under 54.0 lbs test weight will be discounted as follows:

53.9 and below

Discount: **1.0 cent/ pound**

DAMAGE

CORN: All corn received at SilverEdge Coop that is over 5.0% damage will be discounted as follows:

5.1 and above

Discount: **1.0 cent/ point**

Corn that is over 15% Damage is Subject to Rejections or Such Discounts Agreed Upon by Buyer and Seller.

BEANS: All beans received at SilverEdge Coop that is over 2.0% damage will be discounted as follows:

2.1 and above

Discount: **3.0 cents**

HEAT DAMAGE

CORN: All corn received at SilverEdge Coop that is over .02% heat damage will be discounted as follows:

.03 - .05

Discount: **2.0 cents**

.06 and above

Discount: **1.0 cent per additional 10th**

BEANS: All beans received at SilverEdge Coop that is over .02% heat damage will be discounted as follows:

.03 - .05

Discount: **2.0 cents**

.6 and above

Discount: **4.0 cents for each half % over 0.5**

FOREIGN MATERIAL

CORN: All corn received at SilverEdge Coop that is above 3.0% F.M will be discounted as follows:

3.1 – 4.0

Discount: **2.0 cents/ point**

4.1 – 10.0

Discount: **3.0 cents/ point**

BEANS: All beans received at SilverEdge Coop that is over 1.0% F.M will be deducted from weight.

OTHER FACTORS

Heating 10 cents

COFO 10 cents

Sour 10 cents

Weevils 10 cents

Must 10 cents

- **Current Scale of Discounts on date of discounts will prevail over other discounts.**
- **Buyer Reserves the Right of Rejection.**
- **Schedule is subject to change without notice.**

NOTE: OR ANY FRACTIONS THEREOF.

2015 BURNDOWN DAY

Jennifer Winch Bolsinger • Coop Sales & Technology • jennifer@silveredgecoop.com

We would like to thank everyone who was able to participate in our 2015 SilverEdge Cooperative Burndown Day. We held it on August 19th, but it felt a lot more like the middle of October with a high of 65 degrees. The 2015 growing season has gone fairly well for producers in our area, we are hearing a lot about having an early harvest and with that comes an earlier chopping season.



This season we ran 27 samples through the chopper to be analyzed, less than most years. The samples ranged from 68% to 73.5% moisture, a lot drier than what we were thinking. From my records last year our Burndown day was on September 5th and the moisture ranged from 64%-72%. Which tells me, we are roughly two weeks ahead of last year.



We would like to announce that Croplan has introduced a new Croplan SilageFirst product line. Which features the right combination for high tonnage and high quality corn silage. This product line up is specifically designed for silage acres ONLY. Croplan will still have the dual-purpose hybrids for acres that could be used as silage or combined for grain, these hybrids are represented by the cow head symbol. The SilageFirst hybrids are represented by an S at the beginning of the hybrid number, an example would be S4600SS. You will find many new benefits with the SilageFirst product line:

- High tonnage potential to maximize production on every acre.
- High total plant digestibility to support livestock nutritional requirements.
- Extended silage harvest window.
- Better performance at lower populations.
- Minimum storage period prior to feedout.

Ask your agronomist today about the new SilageFirst Product Line by Croplan!

Also, we will be hosting a SilverEdge Forage Meeting this December for any dairy or beef producer looking to learn more about forage and our forage options. Stay tuned to learn more information about this upcoming event.

SilverEdge
Cooperative

CROPLAN
By WINFIELD

Inventory Clearance

SALE

- ❖ Hog Feeders
- ❖ Hog Waterers
- ❖ Livestock Delice
- ❖ Belts of Various Sizes
- ❖ Buckets
- ❖ Fence Clips
- ❖ Ear Tags
- ❖ MUCH MUCH MORE!



SALE SALE SALE! Stop In Today To Check Out All The Deals!

Importance of Yield Data

Laura Battin • Agronomy Sales • laura@silveredgecoop.com

Harvest is soon approaching and the grain carts and combines will be running full force. But before we get to that, let's stop, and take a look at a very important part of harvest: yield data. Now, this is one thing in particular that can be easily looked over, because well, it is still a fairly new concept to a lot of growers. Throughout this article I am going to help you understand why yield data is important and why it is something you don't want to look over anymore.

Most growers these days have yield monitors already equipped in their combines, and are ready to start recording data. But, the big question is, once the data is recorded and you are done with harvest, what do you do with it? That's where the agronomy and technology team at SilverEdge come in.

Here at SilverEdge, we can take your data that you collected and process it using programs designed to take raw data. We then can turn it into readable and useful information that you can base your agronomy and economic decisions on. With that data, you are able to layer it with any data you have accumulated over the year whether it be planting prescriptions, tile maps, or in-season imagery from the R7 tool by Winfield. By layering data you then can see how the farm faired out as a whole.

Here are a few check off items to complete before getting into full harvest mode:

- Make sure your monitor card is clean from prior years data so you can start fresh
- Calibrate your yield monitor
- Make sure the GPS receiver and monitor are talking
 - o Without GPS you are unable to record any valuable data

When your harvest season ends, bring your monitor card into SilverEdge and we will process your raw data, which will turn it into readable data for you. One thing you must do is let us know how you would like your data presented to you. We can display your data in numerous different ways. Maybe you just want a simple report of all fields and farms or maybe you would like a more in-depth analysis on a per field basis. Whatever you are looking for, we will do our best to get you what you need.

So, while you are greasing up the combine and double checking the equipment, take a little time to go over your yield monitor and get it ready so you can see what your final crop grade is.

Soil Sampling

We would like to remind growers to let us know as soon as possible if you will be needing our soil sampling services this fall.

Contact your SilverEdge Cooperative Agronomist today.



New to SilverEdge

Cole Parmely is the newest addition to the SilverEdge Coop family. He recently joined the SilverEdge team in Edgewood after working part time for two consecutive spring/summers for SilverEdge. Cole is a yard hand, tender driver and is in training for custom application. We are very pleased to have Cole on our team.

Employee Spotlight

In every issue of Ag Edge, you will find an Employee Spotlight, which will provide you a chance to get to know your Cooperatives employees.



Chad Nicholson has been an employee with SilverEdge Coop for 12 years. Chad works at the Strawberry Point location and is the Shop Foreman and an Agronomist. He has been married for 18 years to wife, Crystal and they have lived in Volga for 17 years now. Chad and Crystal have 3 sons, Kyle (20), Marc (17) and Ethan (14). What Chad likes best about working at SilverEdge Cooperative is, “Everyday is different, and you’re treated like family, even if it’s a little dysfunctional at times”. What he has noticed that has changed the most over the years with SilverEdge Coop is, “the more advanced technology in the fleet equipment, increased amounts of chemicals sold and more options for seed treatments”.



Laura Battin has been working at the Edgewood SilverEdge Cooperative location for 3 years. Laura’s position at SilverEdge is an Agronomist including Seed, Fertilizer and Chemical Sales. She has a 1 year old Black Lab named Olaf. Olaf was named by her niece and nephew, but Laura thinks he likes his name. She explained what she likes best about working at SilverEdge, “I like that there is always something different to do throughout the year, whether it is getting ready for spring, soil sampling in the fall, scouting fields in the summer or visiting with customers in the winter”. What Laura feels has changed the most since she has been at SilverEdge is, “the different changes in technology, whether it’s dealing with GPS and precision farming, or even the technology that we are finding in seed genetics and chemicals. It’s always changing to help that grower achieve the goals they want.”



Joe Weigel started full time at the Delhi Coop on November 20th, 1986. He transferred to the Edgewood Coop in 1997 when Delhi and Edgewood Cooperatives merged. Joe is the Feed Mill Manager at SilverEdge, his responsibilities range from mixing, grinding and bagging feed, unloading semis, and working with customers. Joe was married in 1982, on July 31st to Anna Mae Fortman. They had a son Mark in April of 1983 and a daughter JoAnn in March of 1984. JoAnn lives in Cedar Rapids and Mark and his wife Katie, live in Lamont. Mark and Katie have two beautiful children, Brennan and Adelyn. Brennan will be six years old in November and Adelyn will be 1 year old. Joe and Anna live on an acreage between Edgewood and Elkport. What Joe likes best about working at SilverEdge is its only 8 miles from his home and he gets to see a lot of customers throughout the week. He also says that, “SilverEdge is a nice place to work at, if you need a day or some vacation time off, usually you can have it, versus if you were working at a factory.” Joe says, what has changed the most in his years of working at SilverEdge is that, “there is more bulk feed versus the bag feed compared to years ago. Also, there are a lot more rules and regulations with making feed today then years ago, especially with lot numbers and flush sequences in all medications being used.”



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NUTRITION THAT STANDS THE TEST OF SCIENCE.



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