



# THE PERSPECTIVE

## FALL 2023

### INSIDE THIS ISSUE

Officers and Directors.....	2
Strategies to Cut Cattle Feed Cost..	2
Meeting Customer Needs Now and Into the Future .....	3
Grain Depositors & Sellers Indemnity Fund .....	3
Rootworms, Rootworms, & More Rootworms .....	4
Grid Sampling .....	4
Tour of Locations .....	5
Gold-Eagle/CORN, LP Company Family Picnic .....	5
Split-App Sulfur .....	6
A Few Friendly Fall Harvest Fire Prevention Reminders .....	6
Pattern Ag Services.....	7
Gold-Eagle Gives Back.....	7
Board Member Spotlight .....	8
Titonka Bulk Fuel Plant.....	8
Customer Appreciation Golf Outing.	8
Gold-Eagle Gives Back.....	9
Gold-Eagle Receives Award.....	9
Golf Tournament .....	9
GEC 2023 Fall Harvest Policies..	10-11
Newsletter Photos.....	12
Gold-Eagle Mobile App.....	12

## LOCATIONS

Galt 515-825-9673	Holmes 515-825-9675
Clarion 515-532-2881	Hutchins 641-843-3828
Corwith 515-583-2462	Kanawha 641-762-3251
Eagle Grove 515-448-4775	Livermore 515-379-1843
Eagle Grove Feedmill 515-448-5392	Renwick 515-824-3214
Galbraith 515-825-9695	Thor 515-378-3314
Goldfield 515-825-3161	Titonka 515-928-2272
Hardy 515-824-3221	Wesley 515-825-9680
	Woden 641-926-5301

## Projects Near Completion, Others in the Works

The summer has flown by; it's hard to believe we are already starting to see harvest bushels come across the scales at several Gold-Eagle locations. The construction personnel, as well as Gold-Eagle staff, are working diligently to get the Galt and Galbraith projects as operational as possible to utilize this harvest. We are excited about the additional efficiencies and speed these projects will bring membership in those regions when they are able to be used at full capacity in the near future.

While these projects are finishing up, I'm pleased to officially announce another project that will be in the works soon with plans to be operational by harvest 2024. The board has approved a grain expansion at the Eagle Grove feed mill that will add one million bushels of storage in two 500,000-bushel bins. There will also be a corn receiving pit with 20,000 bushel per hour capacity and a grain dryer that will feed corn directly to the mill. This project is one that the board and management team is very excited to begin as the Eagle Grove membership has anxiously awaited grain upgrades to this location.

Speaking of Eagle Grove updates, you've likely seen the press release

announcing Gold-Eagle's building purchase, but I'd be remiss if I didn't make mention of this exciting project. We are currently in the process of finalizing the design stage to make this building into Gold-Eagle's new main office and are looking forward to having the construction phase begin within the next 30 days. The Goldfield location will still operate and be staffed like all other grain locations.

We are looking forward to seeing more grain arriving and hope you have a safe and productive harvest season.



**CHRIS BOSHART,**  
GENERAL MANAGER

Future GEC Home Office



Mill Construction



## GOLD-EAGLE OFFICERS AND DIRECTORS

### PRESIDENT

Tracy Studer  
Wesley, Iowa  
Term Expires 2025

### VICE PRESIDENT

Jim Moore  
Clarion, Iowa  
Term Expires 2025

### SECRETARY-TREASURER

Laurie Johnson  
Belmond, Iowa  
Term Expires 2024

### DIRECTORS

Wendell Christensen, Jr.  
Wesley, Iowa  
Term Expires 2023

John D. Myers  
Hardy, Iowa  
Term Expires 2024

Brian Spellmeyer  
Dakota City, Iowa  
Term Expires 2023

Kevin Steenblock  
Kanawha, Iowa  
Term Expires 2024

Aaron Thompson  
Kanawha, Iowa  
Term Expires 2023

Justin Ullmann  
Woden, Iowa  
Term Expires 2025

### ASSOCIATE DIRECTOR

Jerod Hatcher  
Humboldt, Iowa

# Strategies to Cut Cattle Feed Cost This Fall

**Cattle feed cost remains the single largest expense in the cow/calf sector. In fact, cattle feed cost accounts for around 50% of total operation costs and plays a key role in determining profitability.<sup>1</sup>** Explore management strategies to potentially reduce cattle feed cost:

#### 1. Maximize stored cattle feed

When cattle feed is not stored properly, it loses volume and nutritional value. Consider storage options to prolong the life of your stored cattle feed:

- Harvest haylage or silage at the right moisture level
  - o Too wet = shrink loss
  - o Too dry = won't pack well
- Make sure silage is in an anaerobic (oxygen-free) environment. Use inoculants as needed to help with proper fermentation.
- Use wet byproducts, like distillers' grains and gluten, within a set timeframe
  - o Summer: < 4 days
  - o Winter: < 1 week
- Improve storage
  - o Store round bales inside; if that isn't possible, store them on a surface that allows for drainage to keep the underside of bales dry (i.e., gravel, tires, railroad ties).
  - o Ensure proper spacing between bales stored outside; spacing allows air movement and helps improve drying when weather does impact bales.

#### 2. Maximize cattle grazing opportunities

Underused pasture and/or time spent harvesting, moving and storing feed can contribute to increased cattle feed cost. A cattle grazing program can help increase an operation's carrying capacity, extend grazing days and reduce dependence on harvested and stored feed. Design a cattle grazing program to make the most of your available forages:

- Cattle grazing programs can include strategic fencing, water placement, herding, pasture rotation and rest, forage species variation and more.
  - Consider strip grazing crop aftermath, like corn stalks.
  - Encourage cattle grazing in underutilized pasture by limiting them to certain pasture sections, and slowly add and remove sections over time.
  - Supplements such as Purina® Accuration® Blocks or Rangeland® Protein Tubs can help promote cattle grazing in underutilized pasture or range area, potentially increasing grazing days.
  - Learn from cattle grazing experts in your area, or utilize resources from nearby universities, Natural Resources Conservation Service offices and more.
- #### 3. Use proper feeding methods
- Systems for feeding forage to cattle can contribute to feed waste, especially with mature cows. According to the University of Nebraska, feeding hay to cattle with 24-hour free-choice access can result in 25-45% hay waste due to sorting, trampling on and soiling the hay. Identify areas for improvement when feeding hay to cattle:
- If you use hay rings, research the types that can reduce waste when feeding hay to cattle versus traditional round rings.
  - Consider feeding hay to cattle through "hay traps," which use rings but reduce access time, depending on forage quality and cattle nutrition requirements.
  - In drier climates or range settings, unroll hay or processed forages.



# Meeting Customer Needs Now and Into the Future

Where did the summer go? We had some really hot days this summer and as recently as early September; now we are seeing relief. I was recently in north central Minnesota and, when I stepped outside, the grass crunched from frost, not from being dry. Leaves are even starting to change in that region.

This summer we have been accomplishing some big projects for the feed division. One of the ongoing projects that has seemed to drag on is the start-up of our new boiler system. At this point, pretty much everything is in place and all the contractors are working together to get this wrapped up yet in September. Our boiler explosion happened on December 23, 2021 and we have been working to get the new one in place since then; it has been a journey.

Another big accomplishment has been the upgrade of our two 4-ton mixers in the Eagle Grove Mill. These mixers were last upgraded in 1998. Each mixer took about three weeks to remove the old mixer and install the new. We started July 10th and were finished with both mixers around August 18th. Our feed manufacturing team did an outstanding job of taking care of the

feed needs of our customers through this period; we were essentially operating at one half capacity for those two periods. We moved feed to our Galt mill and Goldfield mill and worked through several weekends to ensure that our customers' feed needs were taken care of.

In addition to the improvements I listed above, we are going to be upgrading two distributors and a pellet mill in Eagle Grove. These projects are going to start after harvest this year. These upgrades are important for the sustainability of our feed division.

A new project that will affect both Gold-Eagle grain and feed is building a grain receiving facility on the west side of our main mill in Eagle Grove. This accomplishes two things. One, it takes the harvest pressure off of the downtown grain facility, because the corn will come to the mill. Secondly, the corn will not have to be transported to the mill, because it is already there. This will amount to a substantial transportation savings.

At our Galt facility, we are also working on a big project. We are in the process of building a grinding tower next to the mill. This tower will be utilized to grind

corn for both poultry and swine. The new grinding system will allow us to grind two different particle sizes of corn to meet both poultry and swine customers' requirements. We are hoping that we will be able to start this system up by November.

We have a great reputation with our customers for reliability, accuracy, quality, and competitively priced feed. They continue to ask to expand their business with Gold-Eagle. These upgrades help us to be more efficient and productive so we can help meet the future needs of our customers.



**BRAD DE VRIES, FEED  
DIVISION MANAGER**

## Grain Depositors & Sellers Indemnity Fund

The Grain Indemnity Fund was created by the Iowa Legislature in 1986 as a result of the Farm Crisis and exists to protect farmers from financial losses that are the result of an Iowa licensed grain warehouse or grain dealer failure. In accordance with Iowa law, these fees have not been collected since 1986. The Fund serves as a low-cost insurance policy for Iowa farmers. On an initial investment of \$9 million from farmers, in addition to interest income and the recovery of losses from defunct dealers and warehouses, more than \$19 million in claims have been approved for payout to Iowa farmers over the last three decades.

Recently, the balance of the Fund has fallen below \$3 million which automatically reinstates the assessment and fees in accordance with Iowa law. The 1/4 cent per bushel assessment on all cash grain transactions will begin on

September 1, 2023. Once the fund exceeds \$8 million, the assessment will cease upon the close of the fiscal year. This assessment has already gone into effect at Gold-Eagle Coop and producers will see an added line item on their check stubs for the foreseeable future. For more information, visit <https://iowaagriculture.gov/grain-warehouse-bureau/assessment>. Anyone of the merchandisers in Goldfield would also be happy to address your questions/concerns and can be reached at 515-825-3161.



**DAVID DOLAN,  
MERCHANDISING  
MANAGER**



# Rootworms, Rootworms, & More Rootworms

This growing season will likely be known as a big swing year or a high-and-low year; in some cases, it may be known as an “I cannot believe it” good or bad year. Looking back to the first part of August, I would have said that we had the potential to have a really good crop – my, how things can change in a month! Corn on corn is going to be a real challenge, especially several years of corn on corn without rotating out. Rootworms, rootworms, and more rootworms can be found in a lot of those multiple year corn on corn fields and, even in rotated fields, you could find rootworm beetles all over and it seemed like they kept getting worse and worse as the season went on. Rootworms, along with dry drought conditions, is not a good combination. It has been a long time since I have seen a corn crop mature as fast as our corn crop has this year. I am still hopeful on the soybeans, but it’s been a long time since we have seen such a dry August and, as you know, the saying is that the soybean crop is made in August and, this year, our August precipitation

was a lot lower than we have seen in many years. Don’t get me wrong, there are fields that can be good yet; the combines will tell us soon. Amounts of an inch or more of rain in one small area will make a huge difference this year in yield. I have had several farmers tell me that corn planted in fields the same day, five miles apart, same hybrid with the only difference being one farm got a little more than an inch of rain at one time during the growing season they feel that farm looks like it will yield 30 to 50 bushels more with that extra one rain event. With the rains as scattered as they were this year, I am sure we will see a lot of those high and lows.

The seed companies whose brands we sell have always said that North Central Iowa indeed sells the largest percentage of rootworm-traited seed products in the state. I see that percentage going even higher. No matter the rootworm trait, the newest on the market or ones that have been around for a while, those brands and

those trait providers all say the corn-on-corn rootworm pressure at such high levels needs to be rotated out. When pressure is this high as we have seen in several fields there is not one trait provider that will claim they have what it would take to combat and win with that high of rootworm pressure. New traits like Smart Stax Pro or Vorceed will be in high demand this coming year and I am glad to say that we have a lot of them to offer.

Please be safe this fall season and know that we will keep you posted on trends that develop this fall and keep you a step ahead in helping plan for a successful 2024 crop year.



**CHRIS PETERSEN,**  
SEED MANAGER,  
AGRONOMY DIVISION

## Grid Sampling

### Pre and Post-Harvest Assistance

If you are in need of assistance with your yield monitoring equipment, please give me a call and I will do what I can to assist you. I have knowledge of most name brand monitors and am willing to help you out with your needs. Make sure you take the time to calibrate your yield monitors for each crop; this is essential to having yields close to what you are achieving. There are tools that we can utilize in our mapping program to correct your yield data if you haul loads across a scale or to the elevator.

### Grid Sampling after Harvest

#### Arrange with your local salesperson NOW!

Grid sampling on the fields that you need sampled this calendar year right after you harvest will be a very important step that will help you efficiently put fertilizer where you need it. pH issues are the main reason to take a 2.5 acre grid sample; there is a significant return in investment on your fields where low pH is tying up your other nutrients to the plant and can be corrected by a Lime application in these areas of the field. Potassium (K), Phosphorus (P), and also Micronutrients such as Zinc (Zn) and Sulfur (S) are a bonus and we can make a solid plan for you with the results of your grid sampling.

Recommended Sampling: Grid your fields every 4th year. This timing strategy can get an updated set of recommendations as your nutrient strengths/needs have surely moved around. Spread your grids out by doing a ¼ of your fields yearly in order to spread out your expenses for the grids. Figure your grid expense into your fertility plan so you don’t view grids as an “add-on”.

Please don’t till your fields until we have the grids taken and fertilizer applied. Studies have shown that your sample results will be skewed because of tillage due to the fact that you disturb the top 6 to 9 inch profile and will test differently from the normal left-alone topsoil. Also, it is very rough and tough on our machines and applicators and our people soil testing! Thanks for your patience and understanding on this!

\*Gold-Eagle takes your private field information seriously and we do not share anything with anyone without your permission!\*



**BRUCE BURNS,**  
PRECISION AG  
SPECIALIST



# Tour of Locations

Gold-Eagle Cooperative's board of directors and leadership team took a "tour of locations," an annual event where the group hears from location managers and division heads about any changes made in the last year, employee groups, challenges, successes, etc. The bus stopped to let the group check out construction progress and new upgrades at several locations.



**ACWA**  
Agriculture's Clean Water Alliance

MAKING **CONSERVATION**  
RETAIL **REAL**

**THANK YOU** to our farmers and landowners who are delaying anhydrous applications this fall until soil temperatures are 50°F and trending lower. By waiting, you are helping to reduce nitrogen loading into Iowa's rivers and streams.

As a member of Agriculture's Clean Water Alliance, our company agrees to the ACWA Code of Practice for Nitrogen Fertilization. We appreciate that you will, too.

For more information about ACWA and the Code of Practice, visit [www.acwaiowa.com](http://www.acwaiowa.com).

## Gold-Eagle/CORN, LP Company Family Picnic

Gold-Eagle and CORN, LP hosted our third annual family picnic at the fairgrounds in Eagle Grove. We had a great turnout of employees and

their families who enjoyed good food, company, games, and entertainment with activities for all ages. It was a great way to get together and celebrate the

last part of summer before gearing up for a busy harvest season.



# Split-App Sulfur

As the United States continues to incentivize clean air initiatives, we have started to see less emissions which has resulted in reduced amounts of sulfuric acid in precipitation. While this might sound like a good thing to many, farmers are faced with fields lacking the proper sulfur requirements to maximize yield potential. Producers have grown accustomed to using elemental sulfur in fall applications, but I'd like to bring attention to using ATS (ammonium thiosulfate) with your 32% spring application. While elemental sulfur takes time to break down in the soil, ATS application allows for immediately available sulfur nutrients. The combination of both applications ensures tremendous sulfur uptake throughout the growing season.

In crop production, sulfur's most critical role is to assist in photosynthesis by helping to produce protein molecules and amino acids, which are required to produce chlorophyll, lignin, and pectin. Sulfur also helps metabolize nitrogen and, limited sulfur in corn corresponds with limited potassium levels. Sulfur's impact on other key nutrients makes it an essential factor to consider when making your plans for spring and fall application. While boron and zinc deficiencies are common in corn and soybeans, sulfur and manganese are rising to the top to be the most limiting nutrient deficiencies.

A 200 bushel per acre corn crop uses approximately 35-40 pounds of sulfur (or 100 pounds of sulfate) and a 60

bushel per acre soybean crop uses approximately 12-15 pounds of sulfur.

Farmers potentially remove 600 pounds of nutrients every

two years; make sure you are adding back what you are taking out! Next level yields require next level fertilizer practices. Talk to your local Gold-Eagle salesperson to be sure you are replacing the nutrients your fields need to maximize your yield potential.



**BOONE MORGAN,**  
**SALES MANAGER,**  
**AGRONOMY DIVISION**

## A Few Friendly Fall Harvest Fire Prevention Reminders From The Wright County Firefighters Association

### Harvest Fire Prevention

Modern, high-productivity combines are powerful machines; power means heat. Fire cannot start without heat and fuel. You cannot remove the heat from the engine, hydraulics, and other hard-working systems, but you can remove the fuel source by keeping your combine clean.

#### Prevention tips:

- Keep the machine clean, particularly around the engine and engine compartment. Use a high-pressure washer or compressed air to remove caked-on oil, grease, and crop residue.
- Check coolant and oil levels daily.
- Check the pressurized oil supply line to the turbocharger for wear areas that rub and may start an oil leak.

- Frequently blow leaves, hulls and plant material from the engine area with compressed air or a portable leaf blower. Doing this one last time at night is better than in the morning when dew may make it harder to blow residues off.
- Remove plant materials wrapped on or near bearings, belts, or other moving parts.
- Examine exhaust or hot bearing surfaces and immediately repair leaking fuel or oil hoses, fittings or metal lines.
- Inspect and clean ledges or recessed areas near fuel tanks and lines.
- Before fueling, wait 15 minutes to reduce the risk of a spill volatilizing and igniting.

#### Management tips:

- In case of fire, call 911.
- Create lists of the 911 addresses for each field before harvest and have

them easily accessible to family and farm employees.

- We also recommend two ABC-type fire extinguishers (Have you checked to make sure they are ready for use?) on all combines, a smaller 10-pound unit in the cab and a larger 20-pound extinguisher at ground level on the combine. In addition, each tractor should be equipped with at least a smaller 10-pound unit extinguisher. There are also compressed air/water combination extinguishers available. Contact your local Fire Department with any questions.
- Checking over your ABC extinguisher is pretty simple to do. Turn the extinguisher upside down, take a rubber mallet and tap on the bottom of the extinguisher as well as the sides to agitate the chemicals inside. Shake the extinguisher to ensure the chemicals are mixed and have not settled to the bottom.



# Pattern Ag Services



Gold-Eagle Coop is now offering Pattern Ag services. This soil analysis provides your field’s complete biological, physical, and chemical information regarding the most damaging below-ground pests and diseases, biofertility, and nutrients. This analysis allows us to identify and predict your risk of pest and disease threats in order to make the best input decisions to maximize yield and profit. We recommend using this service in tandem with Eagle Vision grid sampling. Please call your local salesperson today for more details on Pattern

Ag and how to get starting using this service to find out more about your fields. If you are interested, soil samples can be taken as early as this fall. For more information, visit [pattern.ag](http://pattern.ag)

Have a safe harvest season and  
**THANK YOU FOR YOUR BUSINESS!**



**BRUCE BURNS,  
PRECISION AG  
SPECIALIST**

## Results - Fall 2021 Demo



# Gold-Eagle Gives Back

Gold-Eagle and KC Nielsen gave away a kids’ gator at each of the fairs in Hancock, Humboldt, Kossuth, and Wright Counties. All kids under 10 are given a free raffle ticket upon entry to the grandstand event. Pictured is Jeff Grandgeorge, Nick Torkelsen, Ethan Ratzke, and Maddy Rutherford just before pulling the winning ticket at the Wright County Fair.





# Board Member Spotlight – Aaron Thompson

Aaron and his wife, Courtney, live in Britt and have a 15-month-old daughter, Maisey. Aaron has farmed near Kanawha full-time since 2005 and was an appointed director for North Central Cooperative before joining the Gold-Eagle Coop board of directors in 2019 following the unification.

**Q:** What is your favorite part of serving on the board?

**A:** It is very rewarding to see the directors and leadership team come together for common goals. Any time a new idea is brought to the table, the staff is prepared to discuss different angles and are always open to feedback which can sometimes lead to veering in a different direction. The board retreats are an especially productive time to focus on goal setting and getting everyone on the same page. It is fun to see many of the goals set over the last few years come to fruition.

**Q:** What are your personal goals for serving on the board?

**A:** One of my main goals, and I think it is likely shared, is to ensure that we make decisions for the direction of the coop that will make it sustainably successful for generations to come. The board members are nicely spread out in terms of where we live and farm and can each bring perspectives to the table about the location(s) where we most frequently do business. We all know that what is good for one location is good for all. I'm excited to see us continue to work together to accomplish our cooperative goals.

**Q:** What is the key to being a successful director?

**A:** One of the best things I believe I can do for my time spent in the boardroom is to come as prepared as possible. I make sure I always take the time to read the minutes of the last board meeting and look over the agenda and the financial reports sent prior

to the meetings. I spend time talking to local staff and farmers in my area to understand the pulse and if there are any concerns that should be addressed. I actively participate by asking questions and try not to ever assume that I am right.

**Q:** What changes do you anticipate seeing in the industry in the next five years?

**A:** I think in the next five years technology will continue to make big strides in farmer to cooperative interface and vice versa. The coop has to continually think ahead about how to be more efficient in order to keep up with the ever-improving farmer operations. The bigger equipment and more automation that will inevitably be used will require the industry to adapt to be able to handle increased grain volume at a fast pace to keep farmer operations moving. We are doing our best to try to anticipate future needs to be sure Gold-Eagle can continue to improve efficiency, logistics, speed, and storage as the landscape evolves.

**Q:** What changes do you anticipate seeing in the boardroom in the next five years?

**A:** You get to really know your director and leadership team cohorts in the time you spend with them in and out of the boardroom over the course of several years. I think we have a fantastic group and, as people will certainly change over the years, I truly hope the culture doesn't. The board and leadership team has a great thing going and I believe Gold-Eagle Coop as a whole does as well. Communication is great, relationships are great, and we share common goals to make sure Gold-Eagle is successful and works for all of us.

**Q:** What has been your most rewarding experience as a director?

**A:** Although it's been a few years now, the unification with North Central Coop and Gold-Eagle Coop was definitely a highlight of my time on the board. It was a great experience to be a part of that transition and I am proud of the way Gold-Eagle embraced North Central's board as well as the NCC employees and made everyone feel like they were part of the team from day one. Another rewarding experience has been to see the new site at Clarion go from an idea to a reality. I'm excited to see the enhancements at the Galt Mill, Galbraith, and the Eagle Grove Mill completed as well. I'd be remiss if I didn't also mention how proud I am of how much Gold-Eagle prioritizes giving back to the communities in which we operate. The coop maximizes their impact by applying for as many matching grants as available and does a great job of helping fund community projects, essential services, and food insecurity.

**Q:** What has been one of the most valuable lessons from your past experience that you take into the boardroom?

**A:** In my spare time, I do some custom hauling for Gold-Eagle. I think this gives me a unique perspective to the various locations and people that I can take into account in my boardroom discussions. Getting to know people helps me ask the right questions to the right people and I find that that information can be very valuable in helping make decisions.



**AARON THOMPSON,  
BOARD MEMBER**

The Titonka bulk fuel plant is up and running. This additional storage facility will help aid in deliveries in the northern regions. Make sure to call Larry Weidemann or Nate Miller to get your tanks filled before you get busy in the fields.



Gold-Eagle (sponsored by Bayer) hosted our largest ever customer appreciation golf outing with 40 teams/160 people. The weather was beautiful and it was a great opportunity to chat with many of you. Thank you to everyone who attended this annual event and thank you to those who helped host!



# Gold-Eagle Gives Back

Gold-Eagle Coop's Elizabeth McOllough (center) and Maddy Rutherford (right) present a representative for Wright County's 4-H



with a check for \$3,000. Gold-Eagle Cooperative is passionate about supporting local 4-H youth and donates over \$11,000 each year to 4-H clubs in the four counties in GEC trade territory, which includes Hancock, Humboldt, Kossuth, and Wright. Over \$500 is annually given to each of the six 4-H clubs in Wright County. The clubs can use these funds for dues, service projects, team building, educational experiences, etc. Gold-Eagle Coop is proud to support our local 4-H clubs and feels strongly that the experiences and education that these programs provide are invaluable.

Gold-Eagle hosted its 3rd annual tailgate raffle at the Clarion-Goldfield-Dows versus Eagle Grove football game. Many local businesses donated both funds and items



for the raffle with all proceeds benefiting the food pantries in Clarion and Eagle Grove. After the success we've seen raising money in the past couple of years, Gold-Eagle also hosted its first annual tailgate in Hancock County at the West Hancock versus Garner-Hayfield-Ventura football game benefiting the food pantry in Britt. We hope to keep gaining support from local business in that are to keep expanding on this fundraiser in future years. We plan to host our first tailgate for Humboldt and Kossuth counties on October 6th at the Humboldt versus Algona football game. We are currently selling raffle tickets, so be sure to drop by your local GEC office to purchase if you are interested. All proceeds from this fundraiser will benefit Upper Des Moines Opportunity in Humboldt and the Kossuth County Food Pantry in Algona.



Darren Fritz and Adam Goodell recently attended the Barchart Grain Merchandising & Technology conference. Barchart is the company that hosts Gold-Eagle's website, mobile app, and grain offers site. The duo accepted Gold-Eagle's award for the Connect Agribusiness of the Year, an award that recognizes an extraordinary company that has made a substantial impact on the agriculture industry in 2023. "Connect" represents Barchart's suite of workflow solutions for market intelligence, producer relationships, and merchandising efficiency, including bid/offer management, hedging, ERP integration, CRM, and eSign. Gold-Eagle Cooperative was awarded based on efficiency improvements, integrations completed, and key performance indicators such as producer generated offers. A big thank you to our producer members who have jumped on the technology bandwagon and utilize these services!

Gold-Eagle Cooperative has been a proud and active member of the Ag Cooperative Safety Directors of Iowa since its conception in 2003. The organization is a group of ag safety leaders across Iowa who come together to help make the cooperative industry safer. In 2017, the organization lost one of its founding fathers, Mark Hambleton of Pro Cooperative, and to honor his dedication to the Ag industry, the organization has been giving out scholarships in his honor. Jeff Mericle of Gold-Eagle Coop has been on the scholarship committee since Mark's passing and is pleased to announce that over \$5,000.00 has been distributed this year. One of the largest fundraisers for the scholarships is an annual golf tournament held at Lincoln Valley Golf Course in State Center. We are proud to announce that the team of Chuck Miles, Corwith Location Manager, Chris Staudt, Kanawha Agronomist, Jacob Ratzke, Clarion Agronomist, and Will Weidemann, Kanawha Agronomy Apprentice brought home the gold. Their team defeated 19 other teams on the 18-hole course. Congratulations guys!!





# GOLD-EAGLE COOPERATIVE

## 2023 FALL HARVEST POLICIES

### Receiving for market

Gold-Eagle Cooperative will receive and store grain on a first-come, first-served basis. Normal hours of operation during harvest will be 7 a.m. to 5 p.m. Actual hours may vary according to harvest pressure, weather, demand and availability of storage, and these will be posted on a daily basis at each location.

The first grain received will apply to any open sales contracts. All corn and soybeans delivered at harvest may be placed on warehouse receipt as long as storage space is available.

At time of delivery, please notify the scale operator of any applicable splits on ownership, etc., to help avoid errors in record keeping and/or settlements.

### Special notice - 15 days grace period

Grain delivered at harvest will be classified into three categories: 1) The first grain delivered will be applied to contracts; 2) Grain allowed for sale, without storage charges as long as sold within 15 days of first load delivered; 3) Beyond the 15-day limit, grain will be considered "stored" with the average delivery date to apply to deposit date.

While space is available, grain will be dried and shrunk to meet stored grain requirements. A warehouse receipt will be issued and appropriate storage charges applied.

After storage space has been filled, signs will be posted at all locations and grain will only be accepted for sale or price later contract.

### REGULAR STORAGE RATES - WAREHOUSE RECEIPT -

NO MINIMUM STORAGE  
REQUIREMENT

August - March  
0.20 cent/bushel/day

April - July  
0.10 cent/bushel/day

### Regular storage billing

Storage will be billed to customer by Gold-Eagle on the following quarterly schedule:

**December 31**

**March 31**

**June 30**

**September 30**

### Moisture requirements

**Corn Maximum = 25% Soybean Maximum = 15%**

Corn or soybeans in excess of these maximum requirements are subject to rejection.

Position	Corn	Soybeans
Immediate Sale	15%	13%
Price Later	15%	13%
Contract	15%	13%
Warehouse Receipt	14%	13%
Grain Bank	14%	N/A

### Special note on grain bank

Any bushels subsequently sold to the market out of grain bank will be assessed regular storage rates. After one year, regular storage rates will be assessed and billed on a quarterly basis. Grain bank can't be transferred to other ownership. Grain bank can only be used in feed rations or as processed grain.

### Moisture averaging

*To be averaged, grain must be delivered during the same time period and placed on same settlement sheet.*

**Corn:** All corn moistures will be averaged. Corn will be shrunk to the moisture requirements shown above, and dried according to the drying requirements shown elsewhere.

**Soybeans:** Gold-Eagle Cooperative will average all soybeans 13.5% moisture and below. Soybeans 13.6% moisture and above will be averaged. Soybeans over 15% moisture are subject to rejection or discount on merit.

### Corn for drying

Gold-Eagle Cooperative will charge 5.5 cents per bushel for each 1% of moisture, or fraction thereof, which is removed.

*(Example: Corn for warehouse receipt, which is delivered at 16% moisture. Corn will be dried to 14% moisture. 2% of moisture removed times 5.5 cents drying charge will result in drying charge of 11 cents per bushel.)*

### Shrink

Moisture Shrink = 1.18%; Handling Shrink = 0.27%;  
Total Shrink = 1.45% per 1% of moisture removed

### Discounts

The discounts for heat and moisture damage, insects, mold, test weight and others, which are in effect from the grain trade at the time of settlement, will be applied.

### Soybean moisture discount

The schedule is 3% shrink discount calculated by the 1/10% of moisture for soybeans between 13.1% and 13.5% moisture. *(Example: For 100 bushels of soybeans at 13.5% moisture, a customer will be paid for 98.5 bushels of soybeans with no cash discount.)*

Soybeans that average 13.6% moisture and above will receive a shrink discount of 4% calculated by the 1/10% of moisture.



## Price later contracts - corn and soybeans

(Remember: Price later grain is not eligible for seal.)

### Pricing Policy - Price Later

- Price later contracts can be priced any time Gold-Eagle Cooperative is open for business and bidding for grain.
- Price later contracts to be priced for cash price only — no forward contracting.
- Contracts will carry an expiration date of August 30, 2024 and must be priced by the close of business that date or it will be automatically priced on August 30, 2024.

### THERE IS NO OPTION TO ROLL OVER

Contracts will be priced at our regular posted bid, less service charge, which applies as described below.

### NOTE: ALL GRAIN CONTRACTS MUST BE SIGNED

All grain contracts, including deferred and price later, ***must be signed by the customer in a timely manner***, with a copy of the signed contract to be on file in our office to be considered a valid contract.

Signing contracts is ***the responsibility of the customer***. If any contract has not been signed by the customer, it is not valid. Grain involved in unsigned contracts will be placed into storage, with appropriate drying, shrink and storage rates applied.

### Service Charge - Price Later

20 cents/bushel to January 2, 2024.

3 cents/month January 3, 2024 to August 30, 2024.

### Moisture - Price Later

Contracts will be made for dry bushels with normal drying/shrink charges as listed elsewhere to apply.

*Maximum moisture allowable is 15% for corn and 13% for soybeans.*

## Deferred payment contracts

Gold-Eagle will issue deferred payment contracts to those who request them for grain sold before December 27, 2023 to have payment-specified contract date in 2024.

## Grain bank rates

Grain bank charges are 3 cents/bushel to feed customers of Gold-Eagle Cooperative for one year and are only for producer-delivered corn. Grain bank is not available for soybeans.

### NO IDENTIFICATION TRANSFERS ARE ALLOWED

Any individual/entity that delivers corn to grain bank must be the same individual/entity using grain bank corn in their feed. No exceptions are allowed.

After one year, regular storage will be assessed and billed quarterly. Any grain bank bushels which go out of the elevator in "unprocessed" form will be subject to "regular storage" rates plus an in/out charge of 21 cents per bushel.

The "unprocessed policy" is a Department of Agriculture requirement for Gold-Eagle to maintain its grain license. We will not jeopardize the company's grain license.

## ALL POLICIES SUBJECT TO CHANGE WITHOUT NOTICE

*Any changes which are made will be posted in each office.*



## GOLD-EAGLE COOPERATIVE

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Photo by Dan Staudt

## Newsletter Photos

If you have a photo or photos that you think would make a great addition to the Gold-Eagle newsletter, please share them! We are always looking for action shots of fieldwork, a cool perspective, or a shot of you and your family working together to make your operation a success. If you would like to submit a picture, please email it to [emcollough@goldeaglecoop.com](mailto:emcollough@goldeaglecoop.com) with a brief caption of who is in the photo and where it was taken. We love to feature local photos of Gold-Eagle's membership hard at work!

## Gold-Eagle Cooperative Mobile App



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