



American Crystal Sugar Company

# AgNotes



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[www.crystalsugar.com](http://www.crystalsugar.com)

## Tips for Maximizing Pre-Pile Payment

### American Crystal's Pre-Pile Program is designed to:

- **Maximize factory run time and sugar produced**
- **Allow shareholders to maximize their on-farm profits by maximizing acres and tons the Company can process**
- **Permit the early production of sugar to meet customer demand**
- **Provide for the gradual startup of factories**

During Pre-pile, we typically we take in 15 -18% of the total tons we believe are available for processing. Investments in factories have been made to increase slice capacities. This increases the need to have a larger supply of sugarbeets pre-piled to avoid slowing down factory slice rates or preventing a shutdown. In general, we need to have a 3-4-day supply of sugarbeets on hand throughout pre-pile harvest. On occasion, more tons may need to be piled in a time period in preparation of forecasted rain events that could limit deliveries.

Storage losses on pre-pile beets is typically minimal because they are not stored for long periods, which is a positive for sugar recovery. However, on very warm days, deliveries may be limited or shut down to avoid losses from piling hot beets.

**A Pre-pile Premium** has been established by the Company to reasonably compensate shareholders for the lost opportunity for growth and quality of beets delivered in Pre-Pile Harvest.

- The Pre-Pile Premium is not known at the time of harvest.
- It is developed after harvest by using actual sugar growth observed from that year to determine the premium percentages
- The Pre-Pile Premium Percentage is the same for everyone for any ton delivered on the same day of pre-pile
- The premium percentage decreases for each day closer to stockpile harvest
- The Pre-Pile Premium Percentage is taken times the base payment/ton based on the quality of the beets a grower delivers and then added back on to that base payment for the total per ton payment for beets delivered on a contract for that day in Pre-Pile.

**AG GOLD STANDARDS**

- Fertility
- Variety Selection
- Stand Establishment
- Weed Control
- Disease & Insect Control
- Harvest

**Your Way TO Grow**

**Ask Tom**

For prompt answers to your questions and comments, call and leave a message and Tom Astrup or one of his staff will respond as soon as possible.

**Shareholders:  
1-800-633-8941**

Below is an actual example from 2018 of two growers delivering on the same day of Pre-Pile.

Grower	Date	Sugar %	SLM %	Gross Beet Payment	Prepile Premium Percentage	Prepile Gross Beet Payment W/Premiums
A	8/21/2018	16.80	1.35	\$40.38	76.45%	\$71.25
B	8/21/2018	16.41	1.49	\$37.88	76.45%	\$66.84

### Links to Ag Gold Standard Harvest Resources:

<https://www.crystalsugar.com/sugarbeet-agronomy/7-gold-standards/harvest/>

### Harvester Settings Tool:

<https://www.crystalsugar.com/sugarbeet-agronomy/ag-toolbox/ag-calculators/beet-harvester-slide-rule/>

### Pre-Pile Calculator:

<https://www.crystalsugar.com/members-only/calculators/prepile-calculator/>

### Harvest What You Grow - Bulletin:

<https://www.crystalsugar.com/media/39465/Harvest-What-You-Grow.pdf>

## Strategies to Maximize the Pre-Pile Payment

- Focus on Pre-Piling fields that are least likely to improve**, this captures growth in tons and sugar that is figured into the Pre-Pile Premium that would not occur at the same pace on these fields.
  - Focus on your best field (high sugar and/or tons) or your worst field (low tons and/or sugar) due to disease pressure.
  - Focus only on one or a couple fields.
    - Makes harvest & delivery more efficient with not as much moving between fields.
  - Determine what fields to focus on.
    - Take samples from fields prior to Pre-Piling to run at the Quality Lab. Get bags & tags from your Agriculturist.
    - Use satellite imagery to evaluate areas of the field with yellower canopy color where there is typically higher sugar content than in greener areas.
  - Leave fields until stockpile harvest that have low sugar content / high N, low plant populations, or are replants to allow more time for their quality to improve.
- Focus on fields farther away from a piling site or at higher freight rate stations.**
  - Hauling less tons helps save on freight costs, both on-farm and company freight costs, as tonnage is lower while still capturing the Pre-Pile growth premium.
    - This requires less time and people as well.
- Focus on fields that can be difficult to harvest in adverse conditions.**
  - Weather can be more cooperative during the Pre-Pile time frame.
  - Take advantage of that time to avoid higher harvest costs in case Mother Nature doesn't cooperate during stockpile.
  - Harvesting during day light hours is a benefit as well.

## Another Pre-Pile Option

- Pre-Piling only field headlands and splits.**
  - This is a management choice and may not give the best Pre-Pile payment but adds convenience at full harvest.
    - Headlands typically have poorer sugar and less tons.
      - If all that was harvested at stockpile were headlands it wouldn't provide the best payment either.
    - A way to meet in the middle may be to only harvest the middle 12 rows off of a headland allowing a place to stage equipment at stockpile.
    - Then move on to other fields to focus on the other strategies above.



## CONTACT YOUR AGRICULTURIST

Contact your American Crystal Agriculturist for the most up-to-date information on issues affecting sugarbeets in your area.