

TRIBUTARY

*A newsletter of Two Rivers Cooperative,
a farmer-owned cooperative committed to building
profitable relationships based on integrity and quality.*

BUILDING A FIRM FOUNDATION

Tracy Gathman- General Manager

As the snow continues to melt and the temperatures warm, thoughts begin to turn towards planting season. Planning for this season began last fall as orders were made and forward thinking was set into motion. It tends to go unnoticed how much effort is put into an Iowa farming operation year round to ensure a profitable harvest. I appreciate all of the pre-planting work accomplished by our customers and the Two Rivers team as we head into this busy season.

Now is the time when all of those plans are put into action. As we prepare our soil, much like the foundation of any structure, we must remember that each added layer relies on the one before. With a multitude of seed varieties and hybrids available, we must make the right choices for each soil type and condition, for the outcome starts from the ground up. By keeping your Two Rivers agronomist abreast of your crop production challenges as we enter

spring and into the growing season, sound decisions can be made. Each of these management decisions adds another layer; building towards a profitable season.

One of these layers we must not overlook is remaining mindful of our fellow neighbors and farmers when employing Two Rivers Cooperative equipment. Proper time management and planning is crucial when using equipment such as NH₃ toolbars or dry fertilizer spreaders. With limited supply and a short time frame for application, it is important to utilize equipment as efficiently as possible to keep the spring season trouble-free.

The Two Rivers team is looking forward to serving all of your spring needs. We also ask for patience as this will be a busy few months for all. Let's make this a safe and successful planting season.



COORDINATION IS KEY

Jay Van Woerkom- Agronomy Sales Manager

Last year's planting season was less than ideal. In May, we were hit with a rare snow that set back planting and development; followed by an abnormal growing season and a late fall, limiting us to what we could accomplish before winter. This spring is shaping up to be a short season but with more favorable weather predictions.

Having a late spring takes coordination and patience by both producers and Two Rivers' staff. With a limited time frame to place the new crop in the ground, proper planning is necessary. We have developed a number of solutions to help coordinate your spring planting season.

Bulk soybean seed delivery and treatment is available upon request. You can schedule both of these services by calling your agronomist one day prior to when you would like your seed delivered or treated.

Although the crop is not yet in the ground, it is never too early to begin thinking about the impending growing season and factors that affect plant growth. Tissue testing can determine those various factors and hidden hungers within the plant. This should begin soon after crop emergence. It is recommended that three to five tests are taken throughout the growing season to determine if the plant is lacking nutrients. Once a Two Rivers agronomist has taken the tissue sample, it is sent on to a lab where they take an in-depth look at the plant. The results are then sent back to the agronomist and evaluated to determine what the needs are. A micronutrient package may be needed to make up for any deficiencies.



Two Rivers Cooperative is now offering bulk seed delivery upon request to better serve our customers. Soybean seed treating is also available at our Otley location.

Whether it is seed delivery, tissue testing or one of the many other services Two Rivers Cooperative offers, we want to be there for you to create a seamless and cost effective approach to managing your operation. It is now more important than ever to have the right management techniques in place in order to maximize your opportunity to succeed.

NEW PRODUCT OFFERS TRIPLE THREAT

Ryan Healy- Beef Nutrition Specialist

Beef producers know that each change in season comes with a new set of challenges. During the warmer months, pests can negatively impact economic traits of your beef herd. Horn flies in particular, tend to cause problems during the growth stage in young cattle, consequently reducing your cattle's end weight and your profit margin.

Horn fly eggs are hatched and mature in manure, completing their lifecycle in 10-14 days, which sets the stage for rapid growth in population. Throughout the flies feeding process, they take away necessary nutrients from the cattle. This then limits their ability to feed and gain weight.

Two Rivers Cooperative is now offering a new mineral that combats horn flies, pink eye and anaplasmosis. Wind & Rain All

Season 7.5 Altosid/AU 5600 is the choice I recommend when it comes to feeding mineral to your beef cattle. The granular allows for the Altosid to pass directly through the cattle and stop the horn fly from maturing and causing damage to your herd. This three in one mineral will ensure your herd will be in prime condition during the warmer months.

OFFER EXTENDED

From now until the end of April, buy 10 bags of mineral through Two Rivers Cooperative, and you will receive 1 bag free.



REPORT BRINGS MARKET VOLATILITY

Justin Huebner- Financial Service Representative

March 31st marks the release of the first USDA generated report issued in 2014 utilizing actual numbers, not just estimates for the current production year. Expected acres, yields and total production for each crop have been calculated to show planting intentions and commodity stock numbers.

This particular report has acquired a reputation for heavy volume and extreme volatility in the market. The issued report called for corn stocks coming in at 7.006 bill. bushels, or 92 mill. bushels less than the trade estimate expectancy of 7.098 bill. bushels. Soybeans expressed higher than predicted numbers, coming in at 992 mill. bushels versus the trade estimate of 987 mill. bushels.

The considerably lower acreage estimate for corn, coupled with the lower than expected stocks number will be supportive moving forward. With that, expectations will be a strong support until the market foresees a much higher national yield. When looking at a lower crop ending stocks number for corn, the potential for \$5.00 old crop futures looks promising. Future reports could see an even tighter carryout if feed, export and ethanol demands remain strong.

The report for soybeans looks vastly different than that of corn. If soybean acres prove to be close to accurate and we see a yield similar to last year, we are looking at dramatic rebuilding of stocks and potential futures below \$10.00. This report of soybeans is telling a tale of two crops. Old crop is having impressive strength on a tight supply and new crop is expecting burdensome available stocks moving forward.

We also need to remember that the biggest factor in determining these numbers is weather, and Mother Nature reminds us daily how unpredictable she can be. Although an El Niño weather pattern is expected during this growing season, we will have to wait and see if there is truth to that. El Niño tends to bring excellent growing conditions and normal rainfall amounts with below normal temperatures to our region. This lowers plant stress and produces

SOYBEANS	March Acreage	Alternate Situations	
	Report	#1	#2
Planted ac.	81.5	81.5	81.5
Harvested ac.	80.5	80.5	80.5
Yield (bu/ac)	43.5	45.5	42
Carry-in (bu)	100	100	100
Production (bu)	3,502	3,501	3,220
Available (bu)	3,637	3,787	3,506
Total Use (bu)	3,325	3,325	3,325
Carryout	312	462	181
		in millions	
CORN	March Acreage	Alternate Situations	
	Report	#1	#2
Planted ac.	91.7	91.7	91.7
Harvested ac.	84.3	84.3	84.3
Yield (bu/ac)	165	160	150
Carry-in (bu)	1,381	1,381	1,381
Production (bu)	13,909	13,488	12,645
Available (bu)	15,325	14,904	14,061
Feed (bu)	5,450		
Ind. (Ethanol)	6,450		
Export (bu)	5,000		
Total Use (bu)	13,500	13,500	13,500
Carryout	1,825	1,404	561
		in billions	

the higher yields supported by this report. Moving forward, I believe we can anticipate an interesting year in grain marketing.

A NEW FACE IN PELLA



Two Rivers Cooperative is pleased to introduce the newest member of our team. Shay Davis will serve as Grain Accounting Manager in the Pella office. She is a Missouri native and North Central Missouri College graduate. Shay, and Two Rivers Financial Service Representative, Justin Huebner, will be working diligently together to determine hedging strategies for the commodity groups within Two Rivers. She will also be available to assist customers with additional financial programs. Having a passion for the cooperative system, Shay is excited to begin this new adventure and is looking forward to the challenging, yet rewarding, responsibilities that come with being Grain Accounting Manager.

Locations in

Pella- 641-628-4167
Otley- 641-627-5311
Monroe- 641-259-2232
Tracy- 641-949-6411

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ADVANTAGES OF PROPANE PRICE PROTECTION

HELPING ENSURE YOUR TANKS REMAIN FILLED

Scott Bensink- Petroleum Department Manager

This past winter brought unforeseen record prices for L.P. We saw firsthand how important it is to forward contract your propane, and what a difference it can make financially if you didn't. Two Rivers urges you to take advantage of securing your L.P. prices for your winter needs through our propane service programs.

We strongly recommend the budget billing program. The program will average the last 3 years usage, giving you the best estimate for your future needs. This will lock in your price with no deposit and provide equal monthly payments from June thru April, with a final payment to clear your account in May if necessary. Automatic withdrawals for your budget payments are also available. If you would like to participate in this program contact Robin at 628-4167 or (800) 223-5512.

We also offer a L.P. contracting program, available to book gallons from June 1 thru August 30. A 10 cents per gallon deposit will be required at the time of booking and credited back upon delivery. Contract gallons may be used from September 1 through April 30.

Propane Summer Fill

Our summer fill program runs from June through August. Cash only customers will not be summer filled unless arrangements are made 48 hours prior to delivery. All other customers' tanks will be filled while we are on our regular routes.

Dryer Propane

Dryer propane (dryer only) can now be booked for the upcoming season. No deposit is required for dryer propane. Dryer contracts run from September 1 through December 31.

Two Rivers also recommends that you take advantage of our **Schedule Fill Program** to decrease the chances of propane outages. With this service, your propane tank will be checked and filled, if needed. New customers will automatically be put on our Schedule Fill Program unless stated otherwise.

