



Two Rivers

Cooperative

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MISSION STATEMENT

“Two Rivers Cooperative Is Committed To Building Profitable Business Relationships Based On Integrity And Quality”

Two Rivers Cooperative

Pella, Iowa 50219

August 2013



Agronomy Update By Jay Van Woerkom

We had just completed the **Forage Tour** event at the **Answer Plot** as I was writing this article, and I want to thank everyone who turned out.

I felt there was some very good, useful information presented, along with a good discussion of some of the important issues relative to quality forage production.

At this time **Leaf Hoppers** are attacking with vengeance, we are busy spraying fields and I suspect that will continue through August, since there are some major economic benefits to controlling the populations of these pests to support these treatments.

I am also receiving reports of **Bean Leaf Beetles** turning up in area soybean fields, **Grasshopper** numbers are increasing along field borders and other grassy areas and, if we don't get some moisture soon, we could be looking at the potential of a **Spider Mite** population surge.

I am also hearing about **Soybean Aphid** numbers increasing to threshold levels north of here, and as past experience has shown, these bugs normally spread south as we get into August.

Everyone needs to be scouting and monitoring these insect situations on a regular basis in the weeks ahead, and if you see anything you're concerned about or have questions, **Get In Touch With Us Right Away** so one of our agronomists can stop out to take a look at the situation, evaluate the

We Look Forward To Seeing You At This Special Seminar **CONTINUING THE LEGACY OF IOWA FAMILY FARMING**

Featuring Dr. Ron Hanson

WEDNESDAY, AUGUST 21, 2013

At The Vermeer Global Pavilion In Pella

SEMINAR AGENDA

8:30 - 9:00: Registration & Donuts

9:00 - 9:15: Welcome & Opening Remarks

9:15 - 10:15: Communicating & Working Together As A Family

10:15 - 10:30: Break

10:30 - 11:30: You Can Buy The Family Farm;

But Remember That I Still Own It

11:30 - 12:15: How Much Did Your Lawyer Cost Our Family Farm?

12:15 - 1:00: Lunch

1:00 - 2:00: What If The “WHAT IF” Happens?

2:00 - 2:15: Break

2:15 - 3:15: Panel Discussion

3:15 - 3:45: Question & Answer Session

3:45: Closing Remarks

SPACE IS LIMITED SO RESERVE YOUR SEAT TODAY

To Make Your Reservations Please Contact

Two Rivers Cooperative (641) 628-4167 Or (800) 223-5512

threat and discuss your options.

A SERIOUS ISSUE: One of the topics I am sure we will be discussing at length in the upcoming **Answer Plot Tour** is **Weed Resistance/Tolerance**, since we are currently seeing significant evidence of this in our soybean fields, particularly with waterhemp.

Rest assured, you are not the only one who is contending with **Dirty Fields** in our area, as waterhemp is

now demonstrating tolerance/resistance to higher rates of glyphosate products, plus an ability to come through multiple applications.

While virtually everyone has had a problem with some waterhemp in the past, this year we have seen a dramatic increase in glyphosate tolerant and/or resistant waterhemp in those

UPDATE

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Mark Your Calendar To Reserve This Date In Your Schedule

THURSDAY, AUGUST 22ND

So You Can Join Us For The Next

ANSWER PLOT EVENT

Details Regarding Time & Topics Of Discussion

To Be Announced As They Become Available

So Be Watching For More Information In The Mail

And/Or Check With Your Two Rivers Agronomist

Fuel Facts

By
Scott
Bensink



Crude oil prices have been spiraling upward over the past month, and while the **Usual Suspects** of the struggling economy, the on-going turmoil in the Middle East and speculation continue to be factors, this time we also have a significantly depleted inventory causing crude prices to move higher.

After a month of these factors pushing crude prices higher, I anticipate seeing some downside pressure on crude prices as August gets underway.

Rather than being too quick to pull the trigger on diesel contracting in this advancing market, I'd be watching closely for some dips to come our way and targeting those as opportunities to get the remainder of your fall diesel contracting wrapped up.

LP PROGRAMS: August is the final month to take advantage of our **LP Contracting** and **LP Summer Fill** programs, so if you have not already used these opportunities, please be aware you will need to take advantage of them before the end of August.

As always, there is a non-refundable 10 cent per gallon contracting fee to lock in your needs for the 2013/14 heating season.

Therefore, if you want to eliminate the risk of being caught in a runaway in-season LP market, using our contracting program will lock in a firm price on the product you need.

Summer Fill has always been a very good program for Two Rivers' LP customers, and those who are on regular delivery routes have their tanks filled when the driver is making the rounds of their route.

Customers who check their tanks and order delivery of LP as needed will have to contact us to order **LP Summer Fill** before the end of August.

Two Rivers Fuel/Energy Team SUMMER GRILLING TIP Season **BEFORE** Cooking

Whether you're adding salt, pepper or a custom rub, keep your hand about a foot above the meat to help distribute the spices evenly.



Two Rivers has purchased this Great Plains Seed Drill to custom seed cover crops for our customers. Although its three separate sections are folded up for transport in this photo, when unfolded they give the unit a 40-foot seeding capability in the field.



Livestock Production

By
Nick
Steinbach

I want to congratulate all of the participants in this year's county fairs, and I hope all of you will join with me in thanking and recognizing our young men and women of the 4-H and F.F.A., along with their leaders, whose participation at the county fairs helps sustain the traditions and spirit of agriculture and our rural communities.

Although the temperatures were a "bit" on the warm side for the fairs this year, I am sure many area families enjoyed their time together at this year's county fairs.

Moving on to other things now, I'm sure many of you recall our discussion a couple of months ago on the subject of worming cattle, and on a similar line of thinking this month I want to offer some thoughts on worming in your swine operation.

While there have always been a number of different ideas and approaches about when and how often to de-worm swine, the one thing we do know for sure is that even with a good initial de-worming program and the advances that have been made

through today's bio-security and modern confinement systems, worm eggs are still able to persist.

Past research has shown that de-worming annually has some initial effect, however as the year progresses the number of eggs increases, resulting in more worms.

Dr. Joe Conner, DVM, MS and President of Carthage Veterinary Services, Ltd. recommends routine semi-annual de-worming after concluding that a single de-worming per year is much less likely to be successful in establishing worm-free herds.

In 2011 Dr. Conner sampled 15 large hog farms, and of those sampled, three had heavy infestations of ascarids (worms), five had light infestations, but there were seven that showed no ova (eggs) in the collected fecal samples where the herds were on a semi-annual de-worming program.

Dr. Connor notes that although a return on investment varies, there is still a value to worm control to prevent worm larval migration of pneumonia organisms, particularly mycoplasma.

Additionally, the investment in de-worming sows is really for the wean-to-finish or growing pigs rather than for the adult animals.

If you have any additional questions about what de-worming strategies may work best for your operation, please feel free to get in touch with me and I will be more than happy to help you and your veterinarian put together a program for your herd/operation.

**The Next Time You Need LP
STOP BY THE
NEW LP FILL STATION
AT TWO RIVERS IN MONROE
We Now Can Supply Your
Campers & RV's
LP Cylinder Exchange Too**

**Notice Of Holiday Closing
MONDAY, SEPTEMBER 2ND
LABOR DAY**
*Please Plan All Of Your
Supply-Service-Business Needs
In Advance And Place
Your Orders Early To Accommodate
The 3-Day Holiday Weekend*



**Marketing
Analysis**
By
**Justin
Huebner**

As July was coming to an end we have seen both the board and the basis collapsing right before our eyes.

Virtually all of the “technical” forces have now turned against the market, and processors who had been scrambling in every direction trying to buy corn and/or soybeans, and having little success in doing so, now seem totally disinterested in acquiring either.

Part of the problem with the “old crop market” is that there really isn’t a true “old crop contract” in existence as we are entering the final month of the 2012/13 marketing year.

As a result, processors are having to bid off one of the new crop contract months, and to adjust their basis levels accordingly.

Of course weather is becoming an increasingly important factor as we move forward into August, and while everyone in agriculture knew full well that weather would be a key for the 2013 crop due to last year’s shortfalls and the dwindling carryout, early season delays and the mixed bag of both high temperatures and scarce moisture we had in July have upped the ante.

At the present time there are a number of areas needing moisture to come right away, and we are certainly one of those, since the heat and several weeks with only negligible rain have caused signs of stress to start appearing at a crucial time for the crop.

Some question whether or not those signs of stress are more cosmetic than concrete, and given the soil moisture that was replenished by spring rains, we likely won’t know how this recent spell of weather impacted our area’s crop until fall.

There are areas that have been getting decent moisture, and the cooler temperatures of the past week have given their crops a good boost entering the stretch run for this year’s crop.

The USDA will be releasing their re-survey results on planted acres this month, and there’s an assumption those figures will be accurate with the FSA’s acreage reports.

From my point of view, however, extending the reporting deadline creates even more questions about the

true planted acres figure, and it’s possible we won’t get a good handle on planted acres until October.

The national average corn yield figure of 150 bushels per acre appears to be the point at which the issue of supply going forward will be determined.

If we hit or exceed that figure, supply for the 2013/14 marketing year should be adequate, however if we come up short, things could get very interesting in the corn market.

Historically, we have seen seasonal lows on corn put in during July, with prices typically rallying through August, and since the 150 bushel per acre national average yield certainly looks like it will be reached, my feeling is that any of those August rallies need to be given a good look and strongly considered as selling opportunities.

NOTICE: We will continue our **Sim Farm Sessions** this month with a short meeting at **10:00 in the morning on Tuesday, August 20th.**

I want to thank all of the customers who turned out for the initial meeting in July where we launched our Sim Farm project.

I feel everyone participating in this informative and instructive exercise will find it very useful in becoming more familiar with how to utilize various marketing tools to manage risks and enhance profitability.

If someone missed the first Sim Farm session and wants to join us for this next session on August 20th, please feel free to stop into the Pella location at 10:00 that day to join in.



**Cattleman
To
Cattlemen**
By
Ryan Healy

As we get deeper into summer, pastures are becoming depleted, both in terms of the quantity of grass available for cows and their calves, and in terms of the quality.

Our QLF pasture supplements offer you a low-cost and highly effective solution to improve forage utilization and enhance palatability so that your cows are getting all they can from late summer pastures.

Additionally, QLF products offer minimal maintenance/labor commitment, equipment costs are low, and there is minimal feed waste too.

On a related note, with calves getting larger and demanding more from the cow, I highly recommend creep feeding to help reduce the pressure/stress these large calves are putting on the cows.

Calves that are creep fed will have higher weaning weights, a smoother transition to conventional feedlot rations as they are weaned, and their immune response is also improved.

Be sure to pull some samples of your forages for me to have analyzed so I can assist you in meeting the nutritional needs of your cows.

Mark Your Calendar & Plan Accordingly
TWO RIVERS COOPERATIVE
FISCAL YEAR ENDS FRIDAY, AUGUST 30, 2013

We take this opportunity to extend our thanks and appreciation to all of our members for their continued support and business during this past fiscal year of business for your cooperative.

We also want to ask all customers to have their account balances paid to the current status prior to the end of the fiscal year. Your cooperation with this request will be sincerely appreciated.

Please Note: As with all fiscal year ends, a complete inventory of all of the cooperative’s grain, feed, agronomy, petroleum and other merchandise will need to be conducted by members of the Board, Staff and representatives from our auditors, therefore there will be a period of time on Friday, August 30th during which each of our locations will need to be closed to conduct the year-end inventory.

The time of day and the length of time each office will be shut down will vary from location to location, and will be determined by the time it takes to conduct each inventory, the travel schedule of the representatives of our auditing firm and other variables impossible to predict in advance.

With our hours of operation extremely limited due to inventory for the end of the year on Friday, followed by the weekend and then the Monday Labor Day holiday, we will sincerely appreciate having our customers plan accordingly and place their orders well in advance, especially for feed/fuel delivery to the farm, so we can best serve your needs smoothly and efficiently. Thank You in advance for your consideration in this matter.



As I See It
 By Tracy Gathman
 General Manager

In my article in the June newsletter I touched on the **Iowa Nutrient Reduction Plan (INR)**, what is for now at least a voluntary effort to help reduce the levels of nitrogen and phosphates in the Mississippi River, and thus by extension in those rivers and streams flowing into it, by 45%.

I also mentioned that Two Rivers was committed to be among those agri-businesses at the forefront of this effort, and in keeping with that commitment we were in the process of purchasing equipment to be used to custom seed cover crops for our customers.

Elsewhere in this month's newsletter we have pictured that equipment, plus Jay has included information about our custom seeding services in his article.

I am sure many of you may have been following recent news reports about the high nitrate levels which have been turning up in water samples taken by the Des Moines Water Works, which not only supplies water to Des Moines and a number of its suburbs, but also to a great many communities throughout central Iowa.

Below I have listed the number of consecutive days source water nitrates were recorded as being above 10 mg/l, which is the limit specified in the Federal Clean Water Act:

- 1995 - 68 days**
- 2002 - 66 days**
- 2003 - 65 days**
- 2013 - 58 days**

Unfortunately, the consecutive day figures for years 1995, 2002 and 2003 above are for the entire year, whereas the 58 day figure nitrate levels in source water were above 10 mg/l are only through June 19th of this year.

Additionally, with that 10 mg/l EPA standard in mind, the 9.17 mg/l nitrate level recorded in water tested at the Fleur Drive Water Treatment Plant on May 29th clearly points to the potential that nitrate levels may have



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pushed even higher during our very soggy month of June.

As I understand it, the Des Moines Water Works has asked its customers in the city for assistance with voluntary conservation measures, including alternating watering dates for plants and lawns, since the higher the nitrate levels in the water they are treating for consumption, the longer the treatment process to lower them to recommended levels takes, thus limiting the daily volume of treated water they are able to supply to customers.

I think this is one more example that demonstrates the seriousness of the issue of crop nutrient levels in our water supplies, the importance of supporting and participating in voluntary efforts to reduce them, and which explains why your Two Rivers Co-op is making the commitment to assist our customers with programs and services that allow all of us to be a part of the solution.

UPDATE

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fields that did not get treated with a residual or pre-emerge herbicide applied in the spring.

Therefore, I feel it is now more clear than ever before that the key to dealing with these tolerance/resistant weed issues will be to focus on multiple applications of residual products in conjunction with glyphosates, and your **Two Rivers Agronomy Team** is ready to assist you in addressing this weed issue in your fields.

COVER CROP: Elsewhere we have pictured the new **Great Plains Seed Drill** that Two Rivers will be using to custom seed cover crops for our customers as we have made the commitment to be in a leadership position to address the issues and concerns of crop nutrient management.

There are a number of seeding options and methods of application, including aerial seeding, that can be used to seed cover crops, and as we move forward to address this issue for our customers, I hope all of you who are interested will be discussing your specific needs with your Two Rivers Agronomist in greater detail.

There is already a steadily increasing demand for cover crop seed such as rye grain, therefore I encourage anyone interested in cover crop seeding to visit with us as soon so we can get your seeding needs lined up.

Advance Notice - Plan To Join Us For
CUSTOMER APPRECIATION DAY
FAMILY BARBECUE & PICNIC
Wednesday, September 11th At The Pella Location
 Serving From 4:00 To 7:00 p.m.
STEAK & PORK LOIN SANDWICHES
CHIPS * SNACKS * ICE CREAM * REFRESHMENTS
Bring Your Family To Join In The Friendship-Fellowship-Fun
With All Of The Members Of The Two Rivers Cooperative Family
As We Say THANK YOU For Your Support & Business