



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

May 2013



Agronomy Update

By
Jay
Van Woerkom

Things are going to bust loose fast and pretty much all of the different crop chores we have ahead of us will be going on at the same time in these early stages of the season.

This will magnify the value and importance of good communications between you and your Two Rivers Agronomists & Location Staff, so please keep in touch and keep us updated on your needs for products and services as well as where you stand with your progress.

Things happen and change very fast during these early stages of the season, and there are a lot of variables we can run into, particularly with the weather.

Fields can be too wet to run in some areas and not others, so be sure you keep a watch on moisture conditions and keep us advised of those when there are products and services to be taken care of.

Insects become increasingly active at this time, both above the ground and below it, and you need to be alert and checking your fields for the signs and symptoms on top of and below the soil surface.

In corn we're likely to encounter the **Usual Suspects:**

Below ground it's grubs and wireworms we need to check for.

Then as corn emerges, you'll need to get out there to check for cutworm activity on top.



TWO RIVERS HOSTS CUBAN VISITOR

In early April your Two Rivers Cooperative hosted Professor Maritza McCormick, who has been teaching for 30 years and is currently an ag-law professor at the University of Havana Law School in the capitol of that island nation.

Professor McCormick, who was visiting the Drake University Agriculture Law Center in Des Moines is the first Cuban law professor to receive permission from both the Cuban and U.S. governments to travel to this country since the 1962 embargo was imposed by our federal government.

She spent April 5th at Two Rivers and also stopped by the Dennis Bogaards farm for a visit along with her translator Emiliano Lerda, pictured on the far left next to Professor McCormick above. Also pictured are Two Rivers Manager Tracy Gathman (from center to right), his daughter Adrienne, who represented Drake Ag Law, and Two Rivers Financial Services Advisor Justin Huebner.

Hopefully winter cut into over-wintering bean leaf beetle populations, but you should check as we get into the bean planting season just to be sure.

The cooler, wetter conditions we've experienced thus far could pose a bigger threat for diseases and insect threats below ground to your soybean seed and seedlings, so you definitely need to give strong consideration to preventative measures this spring.

Please let us know if you want your soybean seed treated to protect your crop from these major performance and yield limiting threats, and of course be sure to give us plenty of heads up notice by calling ahead if you're coming in to pick up soybean seed orders.

I'm pleased to announce that **Liz Sample** will once again be our **Crop Scout** for the season at Two Rivers. Liz, who is attending I.S.U., did a very

good job for Two Rivers and our customers handling scouting services a year ago, and we're pleased to have her back again for 2013.

Her familiarity with our customers and their fields are obviously valuable assets, and the experience she gained with the specific weed, insect and disease issues our local area is apt to encounter, plus her expertise with the **Two Rivers Tissue Testing** program, will be of added value to you this year.

Liz will also be using a computer based program to e-mail the information she is finding about all of these issues as she scouts your fields, enhancing the timeliness and efficiency of getting the pertinent information out to you.

UPDATE
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Fuel Facts

By
Scott
Bensink



Safety: The grilling season is here, so I want to encourage all of our customers to read the **LP Safety Tips** we have included in this month's newsletter to help assure safe transportation of LP cylinders.

DIESEL EXHAUST FLUID: As government exhaust emission standards continue to stiffen, we are seeing changes by the manufacturers of diesel engines as they apply new technologies to meet these requirements.

One of these changes is **Diesel Exhaust Fluid (DEF)**, which is an aqueous urea solution blended with 32.5% urea.

DEF is used in Selective Catalytic Reduction (SCR) in diesel engines to ensure the combustion of soot and to prevent unburned fuel from being emitted.

SCR is used to reduce the amount of nitrogen oxides (NOx) released into the air using DEF, which is located in a separate tank on the equipment, that is injected into the exhaust as it moves through the engine.

This process vaporizes and decomposes the exhaust to form ammonia and carbon dioxide.

With the SCR catalyst, the volume of NOx is catalytically reduced by the ammonia into water and nitrogen, both of which are harmless and are released through the exhaust.

DEF requires special storage and handling since it is very sensitive to potential chemical impurities in the urea solution and it can be extremely corrosive. Sources of DEF contamination would include:

* **Metals** (with the exception of stainless steel) and/or improperly cured plastics will leach into DEF and contaminate the product.

Examine fittings in dispensing equipment for metal components such as brass ball bearings and fittings.

Two Rivers Fuel/Energy Team
MONTHLY SAFETY TIP
*Never Leave A Full
LP Cylinder In An
Enclosed Vehicle*



NOTICE OF HOLIDAY CLOSING All Two Rivers Locations Closed **MONDAY, MAY 27th** **MEMORIAL DAY**

*Please Plan All Of Your
Supply-Service-Business Needs Accordingly
So We Can Serve You Smoothly & Efficiently
Prior To The Extended Holiday Weekend*

* **Air particles** may also contaminate DEF.

* **Light degrades** DEF when exposed for extended periods of time.

* **Heat at above 86 degrees** also causes degradation of DEF.

The DEF product itself, not the air temperature, must exceed this 86 degree threshold, and this temperature must be sustained for a 5 to 6 week period for degradation to occur.

If DEF is kept sealed and not exposed to excessive heat, light or contact with the air, it may last as long as 18 months.

Potential side effects of contaminated DEF include damage to the catalyst of the SCR system, which can be an expensive proposition, as the cost of a catalyst replacement is \$6,000.00 plus an additional labor cost of \$4,000.00 to install a new one.

It should be noted that these are the common and general implications and they may not apply to all systems.

Two Rivers has the correct equipment to handle DEF to avoid the problems we have listed in this article, so please feel free to contact Lonnie if you have any questions or needs in dealing with DEF.

FUEL PRICES: We've seen somewhat of a retreat in prices lately, but as we continue to remind our customers, political or economic issues both here and around the globe can always change the situation significantly and in a very short time.

Be sure to keep a good watch on your tank levels so you do not run so short on supply that you would need to wait for a delivery to arrive.

As always, advance notices help us plan and route deliveries and are greatly appreciated.

LP NOTES: Budget billing accounts for this past year are settled in May and you will be receiving new Budget Billing information this month for the

Two Rivers Fuel/Energy Team
MONTHLY SAFETY TIP
*Always Keep Your Car
Well Ventilated When
Transporting LP Cylinders*

upcoming season.

If you are not already using our convenient Budget Billing program and would like to be included for the upcoming year, contact Robin in the Pella office to sign up.



**Livestock
Production**
By
Nick
Steinbach

To begin with this month, it gives me great pleasure to announce that your **Two Rivers Feed Mill** has once again successfully passed all of the **Dedication To Quality** standards and guidelines as specified by **Land O' Lakes/Purina Feed** to receive their **Dedication To Quality Award**.

This marks the **28th Consecutive Year** this award has been presented to your **Two Rivers Feed Team**, making it one of the longest stretches of years in the entire Land O' Lakes/Purina Feed system.

I have in previous years listed some of the many areas which the **Dedication To Quality Award** focuses on to assure you, our feed customers, of receiving the highest quality, the greatest consistency, the best service available and, most importantly, the ultimate in manufacturing safe feed for all of the rations you order from us.

I will therefore not go into any of those specific items again, but I do feel receiving this **Dedication To Quality Award** for a **28th Consecutive Year** shows all of the customers we serve

LIVESTOCK
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MAY IS BEEF MONTH
Please Join Us As We Say
THANK YOU NEIGHBOR
To Area Beef Producer Families
IOWA BEEF
THERE'S NONE BETTER



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

Thus far the pace of planting has been slowed by the lack of favorable weather though April, and while this has been offering some price support to corn futures, it's also putting added pressure on soybean futures with the potential of corn acres being switched to soybeans if delays persist.

I think it's still too early to consider crop switches, and history tells us that only in years of extreme delays have there been any significant moves from corn to soybeans.

Of course we need to keep in mind there was already a hefty drought premium integrated into our new crop prices, and although delays may yet become a concern, having the likelihood of another drought year significantly alleviated is a bigger price factor according to traders.

I guess the point I am trying to convey here is **Don't Count A Problem Twice**, namely drought fears vs. planting delays.

Perspective is also important in classifying our delayed start on spring as a limiting factor for the crop, since the record corn yield produced in 2009 came in a year that had ...

... **Barely 5%** of the corn in the ground by mid-April.

... **Just over 22%** of the corn crop in at the end of April.

... **And only 65%** of the corn planted by May 18th, compared to a normal 85% planted by that date.

Today's farmers have shown a tremendous ability to plant seed at an incredible rate when the conditions are fit, and today's equipment and seed genetics give you some amazing advantages to get a crop in quickly, so at this point with May just arriving I think we can still assume the work will get done in a timely manner.

Factors such as favorable, moderate temperatures and sufficient soil moisture during those critical stages of pollination for the corn and pod filling for the soybeans are by far bigger keys to the crop's yield potential.

Plus, like everyone else, I think we have to feel a lot better about the moisture we have received to help replenish

our soils following last year's dry weather, even if those showers have kept us from the fields.

GET THE FACTS: With the price of cash corn dropping below \$7.00 for most crushing locations, I'm starting to hear more talk from producers about things like **Premium Offer or Bonus Premium Contracts**, so I thought I'd touch on these situations briefly.

Simply put, the buyer of your commodity is selling you an out of the money call option, or in different words, an option that has a price higher than current price levels.

There are two major drawbacks to this approach:

First, you never get the full value of the option with these contracts like you would if you sold the commodity yourself in your own brokerage account.

Obviously, there needs to be an understanding here that you are subject to paying your own margin call(s) if you were to put the position on in your own brokerage account.

Second, you will owe the buyer a like amount of bushels from new crop production if the new crop futures price is at or above the price agreed to on the contracts' specified date.

If you are considering using any of these special/unique contracting programs from other sources, be sure you have a complete understanding of the provisions, implications and potential risks involved in them.

Please feel free to contact me if you have any questions about your marketing plans and strategies and/or to discuss the brokerage services we offer here at Two Rivers to assist you in achieving your marketing goals.

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just how important quality and safe feed are to the entire Feed Team, and how serious each member of your

Two Rivers Feed Team takes their role in sustaining the highest standards of quality in all we do to serve you.

Elsewhere I have included a photo of one of the creep feeders we have available and the special program your **Two Rivers Feed Team** is offering to assist you with acquiring one to use in your cow/calf operation.

We have discussed the many benefits of creep feeding with all of you a number of times, not only in terms of how creep feeding can maximize performance, enhance gains, promote efficiency and ease the transition to regular rations for the calves, but also the many benefits the cow gets in on as pressure on her to supply nutrition by a rapidly growing calf is reduced.

Our **Creep Feed Booking Program** is underway at this time, and with the special program we have initiated to assist our producers in obtaining a new creep feeder for their operation, I encourage you to contact me soon if you have any questions, need additional information and of course to place your orders.

Finally this month, I want to ask for your cooperation and understanding in the hectic weeks that lay ahead of us as the all-out push to get the 2013 crop planted.

Advance orders to help us plan and schedule mill time and operations, loading feed on the delivery trucks, and getting those orders out to your feeders are always very important and very much appreciated.

Check your feeders early in the day and early in the week, then call to provide us as much lead time as you possibly can to delivered to your farm.

This enables the Feed Team to handle your feed needs in the most timely and efficient manner possible so they can then pitch in to assist in so many ways to help in the all out drive to serve all of your agronomy product and service needs.

**Take Advantage Of Our
SPECIAL OFFER
To Assist You With Purchase Of A
NEW CREEP FEEDER**

*Contact Nick At Two Rivers
Pella Location For Complete Details
On This Special Offer
And While You're At It
Ask Nick About Our*

**CREEP FEED BOOKING PROGRAM
Now Available With
Special Savings On Calf Creep Feed**





As I See It
By Tracy Gathman
General Manager



P.O. Box 47
Pella, Iowa 50219

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Permit No. 5297

ADDRESS SERVICE REQUESTED

Planting is just getting started, and there are a number of subjects I could be discussing at this time related to the services we'll be providing.

I could also talk about the dedication and commitment of all Two Rivers Employees to serve you in the most timely and efficient manner.

And I could once again stress the need for patience and cooperation, and remind everyone of the absolutely vital role good communications between us will play.

But you know all of these things, so instead I want to turn to another very important issue, one that will play a major role in all that you and we here at Two Rivers will need to address this season, and increasingly in future seasons, to establish production strategies to be implemented as all of Iowa goes through the process of working towards the goals and objectives established in the **Iowa Nutrient Reduction Plan (INR)**.

This plan is the result of a coalition consisting of the Iowa Department of Agriculture & Land Stewardship, the Iowa Department of Natural Resources and Iowa State University.

The ultimate objective of INR is to reduce the levels of nitrogen and phosphorus in the Mississippi River waterway by up to 45% each to help reduce the growth of algae in the Gulf Coast region and Gulf of Mexico waters to which the Mississippi flows.

At this particular time the provisions of INR are voluntary, and it is my opinion that all ag businesses like your Two Rivers Cooperative and all of Iowa's farmers need to do everything and anything within our power to do to reach the objectives of INR so that it remains voluntary rather than risk possible Federal regulations.

As we know, once issues like these get caught up in the legal and legislative systems, numerous laws, rules and regulations are enacted, and while I certainly mean no disrespect in saying this, many if not most of those who

write our ag rules, requirements and regulations, and those who vote to enact them into **The Law Of The Land**, quite often have had little to no actual hands on experiences with what they are trying to regulate.

I firmly believe farmers can be classified as the world's first and foremost environmentalists.

They are, after all, the men and women who are committed to the preservation of our natural resources and the environment from a real world perspective because they are involved in and with those resources closely each and every day, and they are obviously dedicated to doing the very best they can to safeguard them.

Some prime examples of this would be the way more and more producers have been increasingly turning to technologies to better analyze, apply and manage crop nutrients to their fields, the increased usage of no-till and/or reduced tillage systems, the growing number of terraces, contouring, buffer areas and cover crops being utilized in our farm fields across the state.

As we begin to deal with more and more INR issues moving forward, I believe each and every producer needs to be proactive in developing and implementing strategies, plans and programs for their farming operation to voluntarily meet the goals of INR.

A tremendous asset you will have at your disposal in doing so will be the services of the **Certified Crop Advisors** at Two Rivers who will be working diligently in the weeks and months ahead to understand the goals of INR, the recommended procedures associated with it, and the ways to assist you in helping to achieve them on a voluntary basis for your farming operation now and for the future.

Speaking of our Tissue Testing program, once again this year we will be taking tissue samples at the following intervals:

Alfalfa: When we have 4" to 5" of growth prior to cutting, or 4" to 5" of new growth after cutting.

Corn: At the 4 to 5 leaf stage; the V12 to V14 stage; and at the R1 or silking stage.

Soybeans: When the crop is at the vegetative stage; at first bloom; and at early pod set.

These different tests at the various stages of development for each crop provide us with a real time snapshot of plant nutrient levels at each of these specific stages of development for each respective crop at the time the tissue samples are taken.

We then combine this data with soil test/grid sample data to determine rates for foliar feeding and fall fertilizer applications.

This information is especially useful in helping us to detect micro-nutrient deficiencies for elements such as sulfur, boron and/or zinc so we can make rate recommendations to include those much-needed micro-nutrients in with your fall fertilizer applications.

Finally this month an early reminder on returns to keep in mind as that time comes around later.

First, if you have seed or crop protection products (un-opened/sealed) to return, please get them back to us promptly as someone else may need those products that you're returning.

Second, please get empty seed pallets and/or chemical shuttles promptly returned, since we are charged for them by our suppliers if not returned promptly and those charges will be passed on to you for those we are charged for.