



Two Rivers

Cooperative

Monroe: 259-2232

Otley: 627-5311

Pella: 628-4167

Tracy: 949-6411

www.tworivers.coop

MISSION STATEMENT

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

Two Rivers Cooperative

Pella, Iowa 50219

September 2013



Agronomy Update By Jay Van Woerkom

I am pleased to report that Two Rivers has established our fall fertilizer program and prices have been set for you to contract your needs with us for what we hope will be another very big fall fertilizer season.

Obviously, we can never know what kind of weather we'll have through the harvest and post-harvest period, therefore we need to try to get the best head start possible on applying crop nutrients this fall so we can get the maximum number of acres taken care of before winter closes us out of the fields.

Fall NH-3 applications have become an increasingly important part of everyone's plans in recent years, and the window of opportunity to apply NH-3 in the fall can often be a short period between the time soil temperatures dip below 50 degrees so we can start and when that first big freeze hits to shut things down.

Since many of you can still be very busy harvesting your crop when that window to apply NH-3 opens, the custom NH-3 application services we offer at Two Rivers have become very popular to help assure customers of getting all of the NH-3 they have contracted for fall applied before the season ends.

If you have not talked to your **Two Rivers Agronomist** about your fall NH-3 needs, including having us custom apply some or all of your NH-3

COST SHARE PROGRAM FOR WATER QUALITY INITIATIVE
The Iowa Department of Agriculture & Land Stewardship's Division of Soil Conservation has announced a cost share funding program that supports implementation of three priority nutrient reduction practices through the statewide Water Quality Initiative. The three practices are:

- 1.) Planting Cover Crops (\$25.00/A.);*
- 2.) Applying A Nitrification Inhibitor (\$3.00/A.)*
- 3.) Adopting No-Till Or Strip-Till Techniques (\$10.00/A.).*

There is a 160 acre maximum cap per applicant for each practice.

Applicants need to certify they are an eligible candidate by signing a form indicating that they "have never used this practice before in their farming operation."

for you, please get in touch with us as soon as possible.

Likewise, we need to be getting a firm handle on your fall P & K application needs right away, since as we all know, once combines get started harvesting, everyone's time is pretty much devoted to getting the crop harvest completed.

When discussing your fall P & K needs with your **Two Rivers Agronomist**, don't forget to talk about the micro nutrient needs of the crop you'll be planting next spring and including those elements with your P & K applications this fall.

Also be sure to get any of your cover crop seeding products and plans firmed up in the days ahead, and speaking of seed orders, keep in mind the best selection and the biggest savings are available for early orders of seed.

The **Seed Selling Season** arrives in September, and once again Two Rivers is ready to assist you in locking in the best varieties and hybrids early so you can capture the savings on seed that are offered by our suppliers for early orders.

I want to thank everyone who came out for the final **Answer Plot** event of the season in August. We had a very large turnout of customers and we sincerely appreciate the interest and participation.

Among the items discussed there, and as we talk to customers about fall field plans and programs, are the signs of potash deficiency we've been seeing in a lot of area soybean fields and, of course, the steadily increasing challenges presented to us with weed tolerance and/or resistance.

Waterhemp is certainly the most obvious of these resistant weed species for our area, but other species of weeds are making their presence known elsewhere and it's only a matter of time before some of these resistant weeds are in our fields.

A weed called **Palmer Ameranth** has turned up in western parts of Iowa and I understand it is twice as persistent as waterhemp.

Your **Two Rivers Agronomists** have been attending meetings at which some new chemistries to address weed resistance are being talked about.

These include a herbicide called **Enlist** from Dow Chemical that has been developed for 2,4-D resistant crops, and a herbicide called **Xtend** from Monsanto for dicamba (Banvel) resistant crops.

Both should start becoming available in 2015 and we will continue to investigate these and other products that are a part of the on-going research being conducted throughout the industry to help us in our fight against weed resistance.

Fuel Facts

By
Scott
Bensink



As I am sure everyone has noticed, fuel and energy prices have been on a steady climb lately, and you need only to look to the growing tensions in the Middle East to understand why.

The situation in Egypt continues to deteriorate steadily, heightening fears the Suez Canal, which serves as the pivotal link that carries crude from oil producing nations along the Red Sea into the Mediterranean to supply much of Europe and the U.S. may be closed.

Approximately 4.5 billion barrels of crude flow daily through this vulnerable pipeline, so it's clear why energy trader's concerns about what could potentially occur are driving prices higher.

Obviously, the powder keg that is now Syria provides additional concerns for the fuel/energy industry, so over the past month or so we have seen LP and fuel prices driven higher.

How much higher prices will move and how much longer this volatility in the marketplace lasts depends on which direction things in the Middle East take in the weeks ahead, so with fall arriving, harvest on the horizon and another winter season not that far off, I'd suggest everyone get their fuel and energy needs taken care of sooner rather than later.

I say this not because I have any significant supply related concerns, as inventories of LP, diesel and gasoline are solid at this time.

Instead, it's more for the potential for one or both of these situations in the Middle East to continue worsening, thus causing prices for all fuel and energy products to escalate even more.

LP prices in particular have been on

Two Rivers Fuel/Energy Team SUMMER GRILLING TIP GRILL MAINTENANCE

Turn off the burner control and close the cylinder valve when finished grilling. Also, when grill will not be in use for an extended period of time, cover disconnected hose end fittings with plastic bags or protective caps to keep them clean.

a significant climb the past 3 to 4 weeks, and going forward it appears that trend is likely to continue.

With that in mind, any of you who order your LP as needed who have not already contacted us for supply should definitely be in contact with us as soon as possible to get your storage filled.

As I mentioned above, the 2013 harvest season will be coming at us soon, and I'm sure many of us were originally thinking the later planting of so much of this year's corn crop could bring about a higher moisture crop needing additional dry down this fall.

The recent spell of temperatures in the upper 90s and beyond, coupled with another extended period with little-to-no moisture, may have changed those thoughts.

Now, however, we have to start thinking about stalk quality, standability concerns and the potential need to set some early harvest priorities to bring in any highly vulnerable fields at moistures a few percentage points higher and dry the bushels rather than face significant field losses.

Be sure you let us know your farm dryer fuel needs as soon as possible so we can have everyone who wants/needs to dry corn at home lined up with their supply in advance.

And of course as the season gets underway and progresses, please be sure to keep your **Two Rivers Fuel & Energy Teams** notified about your needs in advance.

Place orders early in the day and early in the week to help us keep fuel/LP flowing to your farms smoothly and efficiently all season.

In closing, I want to express my personal thanks to all of you who have called, stopped in or who have sent cards with kind thoughts following the passing of **Lyle "Yogi" Swank**.

The **Two Rivers Team** will miss him

in so many ways, and we will treasure the many memories and good times we have all shared with him over the years.

Livestock Production

By
Nick
Steinbach



The first order of business is to remind parents to remind their 4-H and/or F.F.A. youngsters to be sure they have filled out and turned in their **Project Information Sheet** to receive the **\$50.00 Cash Award** that is being presented by Two Rivers to all qualified county fair participants.

These young men and women once again turned in a fantastic performance at the area county fairs this year.

All of us at Two Rivers are both proud and pleased to congratulate them, recognize their hard work, dedication and commitment, and to show our appreciation with these cash awards to thank them for all they have done to support and sustain the heritage and traditions of agriculture with their participation at this year's county fairs.

Maintaining the proper mineral levels for you cow herd is of high importance.

As the heat has dried up the pastures the flies are becoming a pest in your herd, and they are hurting gains on you animals out in the pastures, not to even mention the higher incidence of pink eye from this nuisance.

LIVESTOCK
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TWO RIVERS LOSES A DEAR FRIEND TO ALL

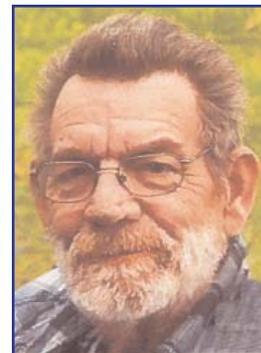
By Scott Bensink

It was with great sadness that on August 22nd Lyle Swank passed away at his home. Many of you knew him as Yogi, and for many of you and for all of us at Two Rivers, he was a lifelong friend and the refined fuels delivery man you relied on for the past 20 years.

The entire Two Rivers Family will dearly miss Yogi and we ask that all of you join with us in extending our thoughts, prayers and support for his family.

Yogi is survived by his wife Peggy and son Lloyd, his brothers Steve and Wes, their spouses and many-many more family and friends.

He touched many lives, brought many smiles and created many treasured memories throughout the years we knew him. He will be both missed and long remembered.



TWO RIVERS COOPERATIVE - 2013 FALL HARVEST POLICIES

Receiving Hours

Normal receiving hours will be adjusted on a daily basis as harvest dictates. Daily receiving hours will be posted in the offices.

Disposition

To insure proper processing of all grain settlements, please pick up a copy of the scale ticket after each and every load has been delivered to verify bushels and grades and splits (if applicable). Beginning September 1, 2013, all grain is to be settled within 10 days from the date of first delivery. If we are not notified within this 10 day period, the grain will automatically be placed on Warehouse Receipt with the appropriate drying, shrink and storage charges assessed.

Moisture Requirements

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

CORN

Moisture Averaging

Loads Testing 15.9% And Below Will Be Averaged Together * Loads Testing 16.0% And Above Will Be Averaged Together
No Averaging Of Loads Over 15.9% With Loads Under 15.9%.

Drying Charges

3.25 Cents Per Bushel/Per Point Of Moisture Removed * Minimum Drying Rate Is 6 Cents Per Bushel
Shrink

1.40% For Each 1% Of Moisture Removed.

SOYBEANS

Moisture Averaging

Loads Testing 14.0% And Below Will Be Averaged Together. Loads Testing 14.1% And Above Will Stand Alone

Moisture Discount

3.50% Of Price For Each Point Moisture From 13.0% To 14.9%.

5.00% Of Price For Each Point Moisture From 15.0% And Above

STORAGE RATES

Corn

16 Cents/Bushel For First 60 Days * .0015 Cent Per Bushel Per Day Thereafter
Minimum Charges Repeat On Anniversary Date

Soybeans

18 Cents/Bushel For First 60 Days * .0015 Cent Per Bushel Per Day Thereafter
Minimum Charges Repeat on Anniversary Date

(All Corn & Soybean Accrued Storage Charges Will Be Billed On A Monthly Basis)

GRAIN BANK STORAGE

No Charge For The First 30 Days Following Delivery (Any Month)

October Thru March

April Thru September

.0015 Cent/Bushel/Day

.00075 Cent/Bushel/Day

Any Grain Sold Out Of Grain Bank/Not Hauled Out As Processed Feed Will Be Charged Regular Storage Rates

PRICE LATER CONTRACTS - CORN & SOYBEANS

12 Cents Per Bushel Service Charge for First 60 Days * 4.5 Cents Per Bushel/Month Thereafter
Price Later Contracts Will Expire September 30, 2014

REMEMBER - GRAIN PLACED ON PRICE LATER IS NOT ELIGIBLE FOR SEALING

MINIMUM PRICE CONTRACTS * EXTENDED PRICE CONTRACTS * FLOORED AVERAGE CONTRACTS

Are Available Upon Request To Interested Customers

Please Contact Us For Complete Details On These Marketing Alternatives

DEFERRED PAYMENT CONTRACTS

Are Available For Those Who Wish To Use Them For Grain Sold Prior To December 31, 2013
With Payment To Be Deferred Until After January 2, 2014

ALL POLICIES ARE SUBJECT TO CHANGE WITHOUT NOTICE

(Any Changes Made Will Be Posted In The Offices)

MONROE
259-2232
1-800-642-6498

OTLEY
627-5311
1-800-344-5628

PELLA
628-4167
1-800-223-5512

TRACY
949-6411

www.tworivers.coop



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

Since the August newsletter came out we've had another USDA Report, on the 12th of August, to be precise, and that report seemed to indicate some of Uncle Sam's concerns about the corn and soybean crop's delayed planting.

USDA estimated the national average corn yield dipped from the 158 bushels per acre they had to start the month of May down to 154.4 bushels per acre in this report, which was 3 bushels per acre lower than grain traders average estimate of 157.7.

Their soybean yield estimate of 42.6 bushels per acre was also lower than their May estimate of 44.5, and also lower by about a bushel per acre than the 43.5 average yield estimate grain traders were projecting.

Our corn carryout for this year was lowered to 719 million bushels, down by about 10 million bushels from the previous corn carryout estimate.

Soybean carryout was left unchanged at 125 million bushels, which pretty much seems to be the figure USDA has drawn as the line in the sand as the lowest level of supply they're unwilling to drop below.

Another interesting number coming out this past month was from the FSA, which gave us the number of acres that fell into the **Prevented Planting** category this year.

Those figures were 3.41 million acres for corn and 1.619 million acres for soybeans.

August is, of course, the time of the year when the various private crop forecasting services come out with their estimates on the size of the corn and soybean crops they expect.

The **Pro Farmer Tour** was one of the first of these private services to start publishing crop forecasts, their methodology seems to enable them to be one of the services that is typically spot on with their yield figures, and as such the numbers they come out with are generally valued somewhat higher than those we see/hear from some of the other crop forecasters.

The **Pro Farmer Tour** also covers a broad area of the Grain Belt stretching from South Dakota to Ohio, and the

figures they just recently posted included a 154.1 bushel per acre national average corn yield and a 41.8 bushel per acre average on soybeans.

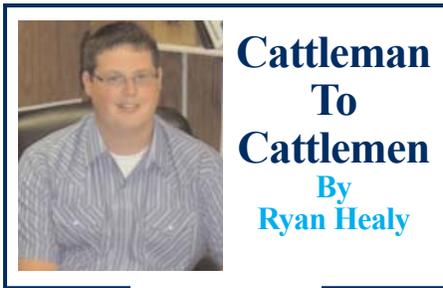
Those figures would give us a 13.46 billion bushel corn crop this year, which is 3.3 million bushels lower than the USDA's latest crop size projection, and a 3.158 billion bushel soybean crop, which is 97 million bushels lower than USDA currently expects.

If those **Pro Farmer** soybean figures hold true, it would give us another year of just barely above a minimally acceptable supply of beans, which could lend significant support to soybean prices going forward.

SIM FARM MEETINGS: Our next meeting for the **Sim Farm** discussion will be on **September 10th** and we'll have another one after that on **October 1st**. Both are at **10:00** in the morning at the Pella office.

I have been very pleased with the turnout and interest that has been shown for our **Sim Farm Project** and I definitely want to thank all of the customers who have been coming to the meetings and participating.

I feel there has been some very good information about and useful insights into how different marketing tools can be used to manage risks and eliminate the influence of emotions to enhance marketing skills and success, and hopefully those attending agree.



**Cattleman
To
Cattlemen**
By
Ryan Healy

The extreme heat for those two weeks or so in August is hopefully the

last of that kind of weather we'll be having this year.

It definitely took a toll on cattle as well as on pastures, and you need to be looking for ways to reduce and/or eliminate as much as possible the stresses cattle are affected by.

Making sure cattle have adequate space, clean water, shade and ventilation are just a few of the things that you can do to ease stress at this time of the year.

If you are watering cattle, try to do it during the cooler parts of the day. Also consider feeding 2 to 4 hours after peak temperature periods of the day, since the rumen will cause an increase in body temperatures 4 to 6 hours after cattle are fed.

Fly control and manure management are also essential parts of easing stress for your cattle, and many Two Rivers customers feed mineral with Altosid along with using other fly control strategies to hold the line on fly populations.

With pastures becoming shorter and nutritional values dipping from the combination of heat and the extended dry spell we've had, early weaning is another strategy to consider to help ease stress on the cows.

I would be more than happy to help any of our producers with this crucial transition period of weaning calves off the cow in the weeks ahead, and I encourage you to contact me if there is any assistance I can provide to you and your operation at weaning time.

Another thing we need to keep in mind as fall arrives is that 90 days from now winter will be upon us, so we definitely need to be getting cow condition back in shape for the challenges of another winter season.

If you have any questions and/or I can be of any assistance, call me at **641-204-2525** and I can stop by your farm to assist you.

CFA INPUT FINANCING PERCENTAGES ANNOUNCED

By Justin Huebner

The CFA Input Financing Program for the 2014 crop is now in place, and as many of you are now or soon will be making your plans and decisions on your seed, crop protection, crop protection products, and farm fuels for your next crop, I wanted to include that information in this month's newsletter. This year's percentages are:

Crop Nutrients	100%
Crop Protection	100%
Seed	50%
Farm Fuels	75%

If your purchases include inputs from all four of these categories you are eligible for a 3% interest rate reduction.

If your purchases include inputs from three out of the four categories you are eligible for a 1% interest rate reduction.



As I See It
By Tracy Gathman
General Manager



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Pella, Iowa 50219

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ADDRESS SERVICE REQUESTED

It's been a week ago that Two Rivers sponsored the **Farm Succession Planning Seminar** featuring Dr. Ron Hanson, and I want to thank all of the members of Two Rivers who were able to turn out for this session, and to also express my thanks to the many who have spoken to me since then to express their appreciation to Two Rivers for sponsoring this event once again.

While there was obviously a lot of very important, viable and useful information presented by Dr. Hanson and the other panelists for the benefit of those attending, I believe that if there were just one main item that all of them hoped would be taken away from this meeting it would be to have each and everyone there think about how they will answer this question:

"What If _____ Happened To Me And To My Farm?"

I'm sure each of you would have your own list of potential scenarios you could choose from to fill in the blank in that question, and while many of those may be the same from one person to the next, it's likely there are others that would be more specific to you and your farm.

Regardless of the scenario each of you chooses, however, once you fill in that blank I feel you have taken the first crucial step in understanding **why it is absolutely critical the process of Family Farm Succession Planning needs to start NOW!**

Delaying this process could very easily and quickly result in numerous consequences and potential scenarios that may not fulfill or address what happens to you and/or your family farming operation moving forward into the future.

I would add further that by the words **"moving forward into the future"** I am referring not only to the longer term future which, unfortunately, can all too often be all too easy to procrastinate about, but also and perhaps even more importantly, to the

near term or immediate future.

If you were unable to attend on August 21st and would like to view a recorded version of the presentation, or even if you were there and would like to review this again, we will have a DVD available at each Two Rivers office which can be checked out.

Copies of the information that was handed out at this seminar will also be available for use with the DVD, and we are sure that as you think about some of the **"What If"** scenarios that can happen to anyone at any time, you'll agree that this information can be some of the most important you can have to help you plan for the future.

HARVEST: We are busy preparing for the start of another fall harvest season at all Two Rivers locations, and I am sure all of us are very anxious to have work begin to see what kind of a crop has been produced in this very unusual year of weather.

The Two Rivers elevators are probably as empty as I can ever recall them being, and hopefully there is a good crop in the fields to harvest this year so you can utilize these key assets for maximum flexibility and benefit in marketing your corn and soybeans.

I suspect virtually all farm bins have also been emptied of grain given the pricing opportunities that were available earlier this year, and I would therefore encourage everyone who will be

storing corn and/or soybeans at home this fall to be sure to take time to sweep up old grain debris and spray those empty bins to provide a clean storage environment for new crop.

The best stored grain management begins before any bushels are put in a bin, and protecting grain value and condition from the start assures maximum returns at selling time.

LIVESTOCK

Continued From Page 2

We carry a mineral with Aureomycin that will help with any pink eye problems.

Most of all remember to use our Altosid next year in your mineral program. Producers that started and stayed with the Altosid program have had minimal pink eye problems this summer.

But let's talk about another reason for mineral supplementation: **LET'S TALK BREEDING.**

Shortly you will be turning the bull with the cows. In order for your cows to cycle (as they should) and stay bred, a sound mineral program is important.

A sound mineral program will help insure less reproductive problems within your herd.

Please feel free to contact Ryan or me and we will be more than willing to help you improve your conception rate with a sound mineral program.

THE BEST FARM STORED GRAIN MANAGEMENT BEGINS BEFORE NEW CROP BUSHELS ARE PUT INTO YOUR BINS THIS FALL

It's time to get farm bins cleaned up, sprayed and prepared to provide a clean storage environment for the new crop you will be putting in those bins this fall.

After cleaning and sweeping your bins you need to spray them with a grain bin treatment product with residual control to kill insects and insect eggs that will contaminate your new crop. Be sure to pay close attention to the cracks and crevices, fan ducts, sub floor and/or aeration systems that offer concealment and protection for insects and which serve as prime egg laying sites..