

RIVER VALLEY COOPERATIVE SOLUTIONS

June 2014



A new grain receiving system and storage facility is under construction at the DeWitt, IA location. The 180' x 400' building will provide 2,130,000 bushels of grain storage and a 20,000 bushels per hour receiving system (dry corn). Construction is scheduled for completion this fall. Pictured at the construction site are (l-r) Dave Weiskircher - DeWitt Location Mgr., Jim Gruenhagen - Operations VP, Hobie Stutt - Regional Operations Mgr., and Mike Moellenbeck - VP Grain Business Unit.

**RIVER
ALLEY**
COOPERATIVE

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MONTEZUMA, IA
PERMIT NO. 30



COOPERATIVE

In This Issue

- 3* Answer Plot Dates Announced
- 4* Manager's Report
- 5* A Look at Agriculture Down Under
- 5* Meet Tom Dale
- 7* Corn Yield Rewards - Micro Nutrients
- 8-9* Dairy Farmer Travels to Dubai
- 10* 2014 Board Election
- 10* Diericks Family Donates \$2,500
- 10* Patronage Treasure Hunt
- 11* RVC Summer Interns
- 12* Helping Our Communities
- 13* MarketEdge - Where's the Corn/
- 14* Ag Technology
- 15* From Dubai to Delhi
- 16* Creep Feeding for Profitability

Central Office

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254 E. 90th Street • Davenport, IA 52806

Mail Address:
PO Box 256 • Eldridge, IA 52748

563-285-7820

1-866-962-7820

www.rivervalleycoop.com

Locations

Altona • Annawan • Clarence
Dixon • Donahue • DeWitt • Durant
Eldridge • Fenton • Galva
Geneseo • Lost Nation • Martelle
Olin • Osco • Ryan • Sperry • Stanwood
Stockton • Sunbury • Walcott

Board of Directors

Dean Adrian - Maquoketa, IA
Dan Baum - Geneseo, IL
Ron Boss - Coggon, IA
Brian Corkill - Galva, IL
Neal Keppy - Dixon, IA
Ken Nelson - Altona, IL
Jim VonMuenster - Bennett, IA
Tom Weiland - Stanwood, IA
Marc Westerlund - Orion, IL

Mission Statement

River Valley Cooperative is dedicated to improving the long-term profitability of our customers by delivering superior, personalized services and competitive, quality products.

Join Us For
RVC Family Fun Night
at the Ballpark!

Friday, August 8th (Quad Cities)
Game Time 7:00 pm (gates open at 5:30 pm)
Quad Cities River Bandits vs. Beloit Snappers
Modern Woodmen Park • Davenport, IA

Friday, August 8th (Cedar Rapids)
Game Time 6:35 pm (gates open at 5:35 pm)
Cedar Rapids Kernels vs. Kane County Cougars
Veterans Memorial Stadium • Cedar Rapids, IA

Saturday, August 23rd (Burlington)
Game Time 6:30 pm (gates open at 5:30 pm)
Burlington Bees vs. Cedar Rapids Kernels
Community Field • Burlington, IA

Tickets available at the River Valley Cooperative table located outside of the stadium on game night.

2014 Scholarship Winners



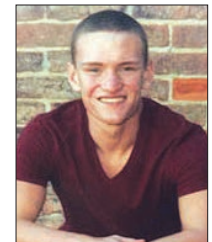
Alexis Delaney



Riley Jackson



Kaci Keitzer



Andrew McEvoy



Adam Lloyd



Krista Temple



Jordan Neighbor



Katie Friederichs

Submitted photos

Congratulations to the recipients of the 2014 River Valley Cooperative \$1,000 scholarships - Alexis Delaney (DeWitt, IA), Riley Jackson (Kewanee, IL), Taylor Wilkinson (Wyoming, IL), Kaci Keitzer (Mediapolis, IA), Andrew McEvoy (Central City, IA), Adam Lloyd (Aledo, IL), Krista Temple (Fulton, IL), Jordan Neighbor (Center Point, IA), Katie Friederichs (Walcott, IA), and Carolyn King (North Henderson, IL).

Applicants were eligible to apply by choosing a career path in an ag-related field, their academic achievements, community and school related activities, understanding of the cooperative system within a community, and their commitment to teaching others about agriculture.

Photos unavailable for Taylor Wilkinson and Carolyn King.

Maximize Your Yields!

COOPERATIVE

Don't miss out on the opportunity to maximize your yields at this year's Answer Plots[®]. Experts will be on hand to discuss and present enhancement strategies and products that will help you get the most out of every acre.

Events are scheduled throughout the summer and early fall at both the Stanwood, IA and Osco, IL Answer Plots[®], mark your calendars and plan on attending. Additional information can be found on our website at www.rivervalleycoop.com/answerplot.

Stanwood, IA Answer Plot[®]

June 13th (Friday) • Knowledge Event
8 a.m. (Breakfast) - 10:30 a.m.

Keynote Speakers:

Andy Schmidt, Winfield Regional Agronomist
Matt Olson, Winfield Seed & Agronomy Advisor

- Enhancement Strategies & Products
- Row Starter Information
- Yield Optimization Block Comparison
- Current Events
- Question & Answer Session

July - VIP Tours

Contact your agronomy account manager for a personalized tour.

September 8th (Monday) • Ladies' Night
5:30 p.m. Registration • 6:00 p.m. Dinner
Watch for additional information.

September 9th (Tues.) • Knowledge Event
Watch for details.

Osco, IL Answer Plot[®]

June 13th (Friday) • Knowledge Event
10 a.m. - Finishes with Lunch

Keynote Speakers:

Dr. Bob Beck, Winfield Regional Agronomist
Katie Tuttle, Winfield Seed & Agronomy Advisor

- Enhancement Strategies & Products
- Row Starter Information
- Yield Optimization Block Comparison
- Current Events
- Question & Answer Session

July - VIP Tours

Contact your agronomy account manager for a personalized tour.

July 29th (Tuesday) • Forage Day
Watch for details.

September 10th (Wed.) • Ladies' Night
5:30 p.m. Registration • 6:00 p.m. Dinner
Watch for additional information.

September 11th (Thurs.) • Knowledge Event
Watch for details.



Manager's Report

Tom Leiting • General Manager, CEO • tleiting@rivervalleycoop.com

Over the past six months your board of directors has been working on two projects - a review of how we manage the equity ownership of your cooperative and updating our bylaws that we use to operate the company. We anticipate we will be completing the bylaws update this summer and will be sending out the updated version to our member-owners later this summer.

On the equity ownership review, your board has utilized our corporate attorney and other cooperatives to gather thoughts about how we manage the ownership of the company going forward. We have also held ten small group customer meetings for further thoughts on the subject. I thought I would use this column to share with you some of the future direction your board will be taking on equity management.

River Valley has approximately 3,200 equity holders at this time. All of our ownership is with current or former customers and the equity they have was earned by doing business with River Valley at some point in time within the past twelve years. Any equity ownership earned before 2002 has been paid back to our member owners.

After a \$200 Common Stock A share needed to become a Class A (active farming member), or \$100 Common Stock B share (for non-ag members), the equity of the company is broken down into three components:

- **Qualified Preferred Stock** - This is equity that has been assigned to members by doing business with the co-op and represents a portion of that given years' profits assigned to the member. There is approximately \$23 million worth of Qualified Preferred Stock that was earned over the past 12 years (since 2002). The member has paid the taxes on this equity in the year it was earned and the co-op paid a portion of the qualified preferred stock out in cash (30-40%) in the year it was earned.
- **Non Qualified Preferred Stock** - This is equity that the co-op has paid the taxes on in the year it was earned and we assigned a members' name to it. We began utilizing Non Qualified Preferred stock about three years ago and have about \$9 million in the books today. This is what is considered permanent capital with no plans to revolve it in the future at this time. The goal in assigning this Preferred Stock to a customer is to attach a member-owners' name to some of the permanent capital that remains with the company to provide a strong capital base. CHS, the regional cooperative, the Farm Credit system and

other cooperatives have initiated this kind of permanent capital base in recent years.

- **Retained Savings** -

The final type of equity in our cooperative's portfolio is Retained Savings. This is

capital that has been earned over the years, taxes paid on it by the cooperative, and the earnings are put on our balance sheet with nobody's name on it. There is no plan to ever pay this equity out, but to use it to operate the business and help maintain a strong balance sheet.

We invited 90 or so of our key customers to visit with us this winter and give their perspective on equity management. This is what we heard:

1. Customers expressed that dividends from the cooperative are nice at the end of the year, but what we really want is to have the board make sure we have the employee team, assets, and equipment to add value to our farming operations now and in the future.
2. Make sure that when we assign Qualified Preferred Stock to our member-owners, and have them pay the tax on it, that we structure our balance sheet to be able to pay it back to the member-owner in a reasonable time.
3. Our member-owners we visited with this winter were quite clear that they trust that the board has and will do their best to structure equity ownership of the business to be fair with all member-owners and protect the balance sheet of their cooperative so that it can be a viable and sustainable business going forward. This means that there needs to be a permanent capital base in the cooperative's balance sheet to remain strong.

We appreciate the feedback from our member-owners who participated in the discussion on equity management this past winter. Your input has helped shape how the board manages the balance sheet of River Valley going forward.





RVC Welcomes Tom Dale, Swine Account Manager

Tom Dale was recently appointed as Swine Account Manager with River Valley Cooperative. He brings knowledge and expertise in the feed industry and is eager to work with area producers on their swine feed and nutritional needs. Tom is available from sourcing to marketing, with a focus on your bottom line.

Tom makes his home in Geneseo, IL with his wife, Nancy, and their two children, Dylan and Megan.

A graduate of Illinois State, Tom serves as a director on the Henry County Pork Producers' board.

Tom Dale (left) visits with Dennis Short, Ph.D. - Swine Nutritionist, Purina Animal Nutrition, LLC.

A Look at Agriculture Down Under

Kaci Keitzer • Summer Intern • Precision Ag/Communications

In March of this year I had the awesome opportunity to participate in a study abroad trip to Australia through the College of Ag and Life Science at Iowa State University. There were 27 students from Iowa State, primarily of Agricultural Business and Agronomy majors, that participated on the trip. River Valley so kindly donated hats and pens to our group to give as a thank you gifts to the people that spoke with us on our many visits in Australia. We spent 10 days traveling from Sydney through the countryside and then ended our trip in Melbourne. Along the way we had jam-packed days full of educational stops that primarily pertained to crops and livestock, but also included learning about the wildlife, government, and the culture.



In the photo above I am pictured with a few members of an aboriginal group that taught us about their culture and also how to throw a boomerang. We were on the front lawn of the Parliament House in Australia's capital city of Canberra. This day was spent speaking with government officials related with agriculture, as well as having a little outdoor fun throwing boomerangs and getting up close

with kangaroos.

In the photo below, the man in the ball cap, Rob, is showing the group one of his cotton fields. Rob spoke about the cotton and soybean industries in Australia. We learned that cotton is one of only two genetically



modified food crops produced in Australia. Canola is the only other genetically modified food crop produced in Australia. Rob also showed us his soybean fields. He uniquely works to produce soybeans that meet certain protein, fat, and size requirements to sell to VitaSoy. We learned that although Australian farmers face many challenges with little water available for crops, that growers still manage to get near a 60 bu/acre soybean crop.

Other stops across the Australian countryside that day included a rice field, rice storage facility, orange orchard, vineyard, and a cotton gin along.

We were proud to give Australian's some River Valley gear as a token of Iowa and Illinois agriculture. Pictured to the left is one person proudly wearing his new River Valley Cooperative hat.

Rewards Available for Great Corn Yields

Dustin Hoeft • Seed Business Lead • dhoeft@rivervalleycoop.com

Wouldn't you like to be rewarded for all your hard work? Wouldn't it be nice to get away to some place warm next February? Have you ever considered entering in the National Corn Growers Yield Contest?

For nearly a half century, NCGA's National Corn Yield Contest has provided corn growers the opportunity to compete with their colleagues to grow the most corn per acre, helping feed and fuel the world. This has given participants not only the recognition they deserved, but the opportunity to learn from their peers.

Winners receive national recognition in publications such as the NCYC Corn Yield Guide, as well as cash trips or other awards from participating sponsoring seed, chemical and crop protection companies.

Contact your agronomy account manager, or me, for details. Official rules of the yield contest can be found at www.ncga.com.



Nutrient Management for 2014

Randy Beard • Agronomy Input • rbeard@rivervalleycoop.com

Are you interested in higher corn yields? The chart to the right shows the results of the past four years of NutriSolutions® RVC corn tissue samples.

Here are some action items to consider to create more bushels:

1. Nitrogen Management options

- Split applications in the fall and spring
- Spring ammonia or spring UAN with herbicides
- Top dress corn (urea treated with Agrotain®)
- Side dress UAN (ability to add sulfur)

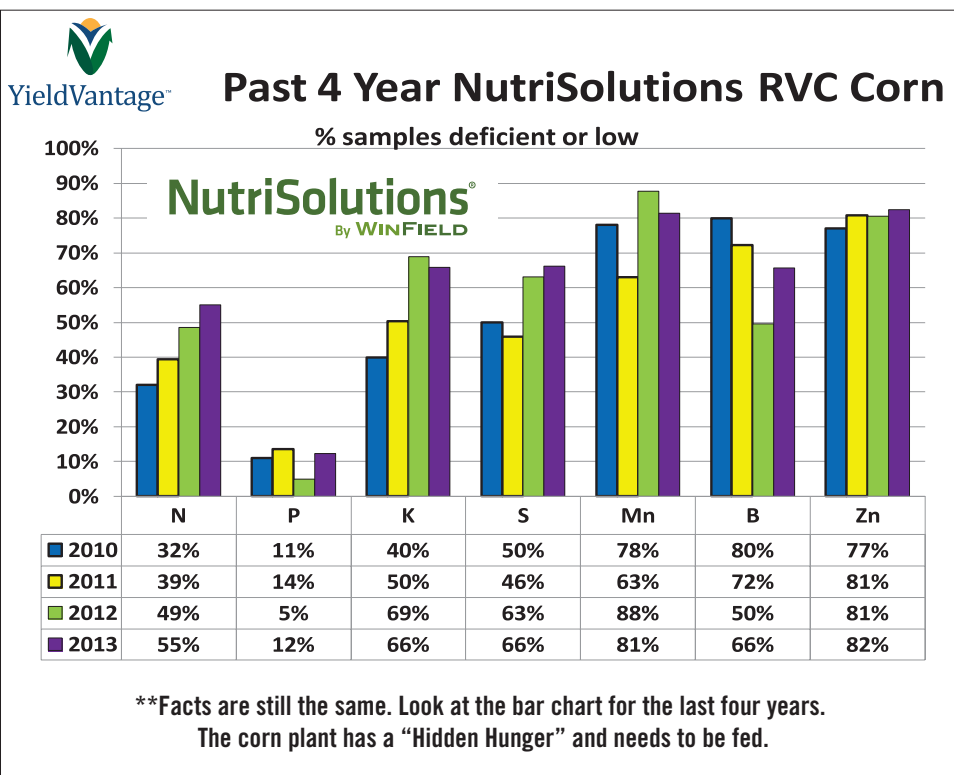
2. Micronutrients

- Use MESZ® (12-40-0-10S-1ZN) as a phosphate source which includes sulfur and zinc
- Use RVC in-furrow starter (8-19-3) with chelated corn mix and Ascend®
- Add Max-In® Ultra ZMB® to second pass corn spray for zinc, manganese, and boron

3. Management Zones

- Work with your RVC account managers to create management zones to address the nutrient needs for higher yields

4. Pull tissue tests in your fields. Take samples from higher yield areas, as well as lower yield areas. Use the analysis



to connect the dots and implement plans to help produce more bushels.

- The YieldVantage Premier™ program helps pull the data together to allow for better decisions. From planning, to planting, to harvest. All the information collected is critical to creating more bushels.

In summary, it is about creating bushels. River Valley has the people, the processes, and the products to assist in the bushels game.

Do You Count on Propane as Your Energy Source?

River Valley Cooperative is a propane supplier you can count on.

Propane supplies were tight last season and some retailers experienced difficulties meeting their customers' needs. We're proud to say that we were able to supply our customers with the propane they needed for their homes, farms, and businesses.

Iowa - (563) 785-4808

Illinois - (309) 944-4616

It won't be long before propane demand starts to heat up again. We invite you to call us today so we can make plans to fill your tank early and ensure you have the propane you need. We look forward to serving you!



Nick Brock, RVC LP Sales & Delivery

In-Furrow Starter Program Showing Great Results

Over the past two years we have seen very positive results from growers that checked in-field trials, as well as the results in the RVC-Winfield Answer Plots®. The in-furrow program includes a high grade, low-salt starter, chelated micro nutrients and Ascend® (plant growth regulator). The combination is normally applied at four to five gallons per acre, directly into the furrow with the seed. The RVC-Winfield program provides rebates to help offset the cost of equipment. Contact your agronomy account manager today for more details.



Iowa Producer Visits Dubai

Shover travels with U.S. Dairy Export Council

By Ruth Klossner • Dairy Star Staff Writer

DELHI, Iowa — A November trade mission to Dubai, a city in the United Arab Emirates, provided a good insight into the prospect of increased dairy exports to the Middle East/North Africa (MENA).

Larry Shover, an Iowa dairy producer who farms with his wife, Nancy, near Delhi, Iowa, was one of four dairy farmers who traveled to Dubai on behalf of the United States Dairy Export Council from Nov. 2-7. They saw USDEC programs in action, toured the port and retail sales areas, attended the first-ever U.S. Dairy Business Conference, and promoted U.S. dairy products.

The Middle East Dairy Producer Mission traveled to Dubai to increase understanding of the growing MENA export market, to examine trends that may expand U.S. exports, and to observe the USDEC programs.

Trip participants were dairy farmers Glenn Easter of South Carolina, Ray Prock of California, Jim Reid of Michigan, and Shover; Alyssa Sowerwine, Senior Editor of Cheese Market News; Corey Geiger, Managing Editor of Hoard's Dairyman; Tom Suber, President, U.S. Dairy Export Council; Mark O'Keefe, Vice President, Editorial Services, USDEC; and Marc Beck, Executive Vice President, Strategy and Insights, USDEC. Nina Bakht Halal, Director, Middle East, USDEC, and her staff made the arrangements and gave a marketing briefing upon the group's arrival.

"It widened my eyes," Shover said in a telephone interview. "Hopefully, our presence gave some indication that we're serious about the market. As a U.S. industry, we want to show that we're in it for the long term, and that USDEC has changed its emphasis. We realize that we

haven't been a consistently reliable provider in the past, but we're in a position to be that now. It's even more important to understand and meet the region's specifications for quality, packaging, and labeling."

The Middle East imports most of its dairy. Saudi Arabia, for example, imports 70 percent. U.S. dairy exports to the region have increased 89 percent over the last five years (2007 to 2012). That number was expected to grow even more in 2013 to \$750 million, up 74 percent from 2012.

"We expect continued growth of dairy imports because of an exploding youth population, rising disposable income, and an increasing appetite for healthier food. They have a more favorable view of dairy and its healthful aspects than we do in the United States. I was very pleased with that," said Shover, who is on the National Dairy Board and the Dairy Export Committee of Dairy Management Inc., along with involvement in other organizations.

With the world facing an 85 million metric ton supply gap, the U.S. is the country best able to fill the gap. New Zealand is staged to increase its production five percent, but the U.S. can provide more consistent production. Geiger also pointed out that the U.S. has three times the combined milk production of Australia and New Zealand.

"I thought that New Zealand had the advantage in shipping costs but learned that shipping is less from the U.S. because of opportunities for backhaul—that makes us more competitive," Shover said.

With an annual rainfall of only five inches, MENA is the second largest dairy importing entity in the world, and the third largest import customer for the U.S. (after Mexico and Canada).

The United Arab Emirates has a population of six million, with two million in Dubai. The trade area encompasses two billion people.

Members of the trade group toured Jebel Port — the world's largest man made harbor, the ninth largest cargo port in the world and the largest shipping destination in the Gulf. Dubai ports have a strategic location and are among world leaders in container shipping.

"The ports are really modern," Shover said. "They're strategically located, with Iran across the Gulf and Iraq right there."

At the port, the group members toured Jebel Ali Free Zone, one of the world's largest and fastest-growing free economic zones with more than 7,100 companies, including 100 of the Fortune 500. Companies are taxed lightly, if at all.



Trade mission delegates enjoyed the products at Menchie's Frozen Yogurt in Sharjah Mega Mall. A Menchie's employee explains the various flavors to Larry.

on trade mission

Dubai is a very cross-cultural city, with only about 20 percent of the people being natives. Immigrants from Asia, the Philippines, India, and other neighboring countries are employed there.

“People are generally very friendly. Most of them in the new part of Dubai speak English,” Shover said.

When the group visited the Sharjah Mega Mall and stopped at the new Menchie’s Frozen Yogurt Store — one of over 200 worldwide — Shover was pleased to find milk from California. During stops at two supermarkets, Lulu’s Hypermarket and Spinneys, the group saw more U.S. products, among them Sargento and Kraft.

“I was impressed by the dairy aisle,” Larry said. “They have to import 90 percent of their food, as they don’t have the water to grow food.”

Larry and other group members were introduced to camel’s milk, which is sold in the markets.

“There was date-flavored and regular. We bought some and tried it, but I wouldn’t trade it for cow’s milk,” Larry said with a laugh.

The group visited the Hassani Group of Companies — a family-owned trading and distribution, manufacturing, retail and services, real estate, and contracting organization — that started as a small convenience store in 1912. Today it has 35 subsidiaries, spread around the world, and markets many international brands in the area, including Kellogg’s, Crisco, French’s, Cadbury, and Jif. Dairy is its top ingredient, buying dairy ingredients and making dairy foods.

“We may not have a lot of finished products there, but they import our products. They buy three-fourths of the butterfat we export,” Shover said.

On a visit to the 24 million square foot Mall of the Emirates — the region’s ultimate leisure, entertainment, and shopping resort — the group saw Ski Dubai, the first indoor ski, toboggan, and sled run in the Middle East.

“They don’t have to go to Switzerland, they can just go there,” Larry said.

Participants rode to the 122nd floor observation deck of Burj Khalifa, the tallest man-made structure in the world at 2,722 feet high.

Another interesting stop on the tour was Emirates Flight Catering, based at Dubai International Airport. Employing more than 6,500, it is the world’s biggest catering facility by volume, creating 145,000 meals per day for 360 flights.



There were mixed reactions when group members tried camel’s milk after one of their stops in Dubai.

Much of the food is prepared by hand, with men and women working separately at different jobs.

The first U.S. Dairy Business Conference was held on the group’s last day in Dubai. Each farmer spoke briefly about his farm. The conference program included an address on risk management and price volatility by Robert Chesler, Vice President Foods Division of FCStone, LLC; comments from USDA Foreign Ag Service attaché Jude Achidenor; a message on the benefits of U.S. Dairy by Vikki Nicholson, Senior Vice President Global Milk, USDEC; and a very positive message from Dr. Carla Habib Hourad, a clinical nutritionist, restaurant owner, author, and TV show host.

“Dr. Hourad’s message, to me, was very dairy friendly,” Shover said.

He added, “The Middle East/North Africa is hungry for U.S. Dairy but the culture demands trust and trust requires face-to-face interaction. USDEC can provide that through this type of visit.”

Suber also addressed the conference, pointing out that a lot of the United States’ new production is being exported. He believes the export share will continue to rise. Nearly 17.5 percent of the U.S. milk produced is exported — more than one in seven days of production.

On their last day in Dubai, group members also attended a U.S. Cheese Culinary Conference featuring Mark Todd, “The Cheese Dude” from Monte Rio, Calif., and John Esser, a chef from Madison, Wis.

The group came home feeling very good about the prospect of increased exports to the Middle East/North Africa. The growth potential is enormous as MENA is hungry for U.S. dairy.

See related story on Page 15

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Photos courtesy of Cheese Market News

2014 Board Election

Ron Boss, Member Relations Chairman

Summer is the time for board elections around your cooperative. River Valley has nine board seats each with a term of three years. This year the seats held by Ken Nelson (Altona, IL), Marc Westerlund (Orion, IL), and Neal Keppy (Dixon, IA) are up for election. Any Class A voting member of River Valley can be eligible to serve on the River Valley Board of Directors. A nominating committee of four members is appointed each year to seek candidates to run for the board. We will set up the committee and meet in early July. The nominating committee looks for qualified candidates who are willing to spend the time guiding the business at board meetings and attending off site functions to learn about the industries we operate in. Also the nominating committee attempts to find qualified candidates scattered throughout the River Valley trade area to represent geographical areas the company operates in.

Once the nominating committee process is completed, a ballot and information about the candidates is mailed out in late July or early August for your review. All Class A members are asked to vote on the nominees. We then report the results of the board election later in the month with the mailing of dividends earned and annual reports. River Valley's annual meeting will held in conjunction with our September board meeting, similar to last year.

If you are a River Valley Cooperative Class A member and would have interest or questions about our nominating process for the board, please feel free to contact me, Ron Boss, at 1-319-350-5992. You may also contact Tom Leiting at 1-563-285-1731.

Diericks Family Donates \$2,500



Pictured with the \$2,500 donation are (l-r) Penny Diericks, Rick Diericks, Darcy Hepner (Hammond-Henry Hospital Foundation Mgr.), Brad Solberg (CEO, Hammond-Henry Hospital), Kris Koenigs (Hammond-Henry Hospital Assistant Nurse Mgr.), Walt Eilers (River Valley Cooperative Agronomy Account Mgr.), and Kate Delaney (Hammond-Henry Long-Term Care Mgr.)

Local farmer Rick Diericks, a national 2013 Asgrow® Soybean Yield Chasers Contest winner, has directed a \$2,500 donation to the Hammond-Henry Hospital Foundation, through America's Farmers Grow Communities, on behalf of Asgrow.

Diericks' donation, will help support the Long-Term Care Living Center. The money will assist with the installation of wheelchair-accessible raised garden beds in the courtyard. The garden beds will contribute to the quality of life of the residents, many of whom were involved in the farming

Continued on page 15

Unclaimed Patronage Distributions

The following members have unclaimed patronage distributions. The disbursement will be forfeited to the cooperative unless a claim is filed for the disbursement within six months of the publication date. To file a claim for disbursement please contact River Valley Cooperative at (563) 285-7820 or write to P.O. Box 256, Eldridge, IA 52748.

ALES, LAWRENCE
ALLEN, JAMES (WYOMING)
ALLEN, KURT
ANDERSON, GLEN A
ANDRESEN, DARRELL
APPEL, DON
ARENDS, DEWAYNE
AS DAYTON ENTERP
B G ENTERPRISES
BAHNSEN ESTATE, PETER
BARTELS, JOHN
BARTELT, EVAN A
BECK, DALE
BELL, HURSHEL C
BERG, SHAWN
BEUTHIEN, CAROLINE
BILLICK, MARION
BRADLEY ESTATE, THELMA
BROWN, GEORGE B
BUTTERBRODT, H & L
CALVERT, HAROLD
CARLSON FAMILY FARM TRUST
CAVEY, VERNON
CHISHOLM - BECKMA
CHRISTIENSEN, LAU
CLARK, DAVID E
COLLINSON, GEORGE K
CONRAD, WALTER
COOPER, STEVE
CORRELL, MARGARET
COXEN, WALTER
D & L HTG & AIR COND
DAVENPORT TRUCK PLZ

DAYTON ENTERP, AS
DENNY'S TRUCKING
DIERCKX, AUGUST
DION, JOHN B
DIRCKS, KENNETH A
DOERMANN, ERWIN
DONOHOE, PATRICK
DYNES, LARRY
ECKELBERG ESTATE, RANDY
EGGERT, CHARLES
ELSE, DAVID D
EMMONS, DORTHY
FITZER, MURRY
FOWLER ESTATE, JOYCE
FOX, LUTHER
FRYBERGER ESTATE, HARRY
GINGERICH CONSTRUCTION CO
GLEASON, JOHN
GOODLOVE, CHRISTINA
GRADERT, COREY
GREEN, RICK A
GRIFFIN, MRS JOHN
GRIGGS, ROBERT L
GUYER, KENNETH
H & P TRUCKING INC
HANKEMEIER, BEN
HANSEN, PAULINE
HARMS, CHARLES F
HEICK JR, CHARLES
HEIN ESTATE, DELBERT
HENDERSON, ROSS
HILBY, TIM
HINRICHTSEN, ALBERT

HOAG, RALPH
HODGE FARMS INC
HOFFMANN ESTATE, BRUCE
HOLST ESTATE, DONALD J
INWOOD DAIRY LLC
ISERHOTT, RAYMOND
JACOBS, JEFF
JAMES, BRIAN
JANSEN ESTATE, ELMER
JILOVEC, ROBERT J
JONES, BEATRICE
JONES, MEL
KELLEY ESTATE, NEVIN
KELLEY, NEVIN
KENNEDY, RICKIE
KERNER, DAVID
KIESER BROS TIM, MARK, JEFF
KLAHN, DELMAR
KLEEN LEEN RESEARCH
KOBBERG, LEROY
KRACKLIFF, RAYE
KRUGER, DR GORDON
KUHN, EUGENE
KUNDE, ARNOLD
LETT ESTATE, WILBERT
LIPSCOMB, CLARENCE
LLOYD E CLARKE INC
LOCHMANN ESTATE, HERB
LONG MFG
LUCKSTEAD ESTATE, FRED
MACKEY, LEONA A
MALCOLM HOMESTEAD ACCT
MCCABE TRUST, HOWARD

MCCRABB PROBE-A-LOAD
MCKILLIP JR ESTATE, WILLIAM D
MCMMASTER ESTATE, A.T.
MEEKS, DONALD
MEEKS, MERLE
MINER, CARL
MITZNER, RICHARD
MOHR, GARY
MORONEY, JOE
NELSON JR, OSMUND
NEPPL, WALTER
NEW HORIZONS DAIRY LLC
NOVAK, DAVID
ORR, DAVE
PEARSON, MARK
PETERS, LLOYD
PETERSEN, HARLAN
PLATT'S LANDSCAPE CT
PULVER, AUGUSTA
RALFS ESTATE, HENRY
REA LTD
REMINGTON, JIM
ROBERTSON, NELLIE
ROEHLK, DON
ROHLING, RALPH
SACCO, TOM
SAGERS, JOANN
SCHAFF, WILBERT
SCHARFF ESTATE, EILEEN
SCHMIDT, KENT
SCHMIDT, VAUGHN
SCHNEIDER, TIM
SCHWIRTZ, CLARA

SELL, LARRY
SEYFERT ESTATE, FRIEDA
SHRIVER, MARTY
SIMPSON, MARTIN
SINDT, HOWARD
SMITH ESTATE, RICHARD L
STERK, BERNARD J
STOLTE, NICHOLAS
STRAND, ARMAND
THIELEN, KEN
THOMSON ESTATE, D
TOMAHAWK GROUP INC
TRAVER (CAES) STACEY
TUETKEN, KEN
VACEK, GEORGE
VAN WASSENHOVE, PAUL
VOLRATH, GEORGE
WALDINGER, FRANCIS
WEIH ESTATE, MINNIE
WEILAND, EUGENE
WEILAND, JAMES
WESEMAN, MIKE
WEST ESTATE, IRA
WETZEL ESTATE, WAYNE
WIESE, ALLAN (PRESTON)
WILKENS, ARDITH
WILKINSON, T W
WILLEY, GROVER
WINCKLER, ROGER
WOLF, RICHARD L
WULF, ARLYNN
WULF, WILBERT
WYFFELS, WILLIAM J

2014 RVC Interns

“Tell me and I forget, teach me and I may remember, involve me and I learn.”

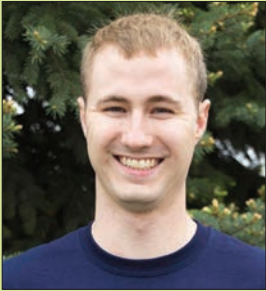


Kirsten Backes



Steven Gernant

Benjamin Franklin



Tony Hughes



Kaci Keitzer



Logan Lafrenz



Andrew Sauer



Lauren Weirup

Each summer River Valley Cooperative provides a learning experience for several college students through our internship program. This year we have seven outstanding individuals who are serving internships in agronomy, seed, and precision ag/communications.

Kirsten Backes – Kirsten is the daughter of Greg and Gina Backes. She is a graduate of Geneseo High School and now attends Iowa State University where she majors in Agronomy. Kirsten will be a sophomore this coming fall. At Iowa State she is involved in Agronomy Club as well as the student organic farm on campus. Kirsten chose to be an agronomy intern to apply her knowledge she has obtained in her agronomy classes as well as to gain more experience in the area. She is working in the Geneseo office.

Steven Gernant – Steven is the son of Brian and Marina Gernant of Geneseo, IL. He just finished up his sophomore year at Illinois State University where he is majoring in Agricultural Business. Although Steven has little agricultural background he chose this career path because he grew up in a farming community. Activities Steven is involved at in college include Farmhouse Fraternity at Illinois State, the ISU Trap and Skeet Club, and Task Force Legion. Steven is located at the Osco office.

Tony Hughes – Tony is the son of Tim and Diana Hughes. He is a graduate of Durant High School and recently finished up his junior year at Iowa State University where he majors in Agricultural Business. Tony grew up on a dairy farm and loves being involved in all aspects of farming, which led to his decision to pursue an agriculture related career path. His father’s guidance and support has also been a big influence in his life. At Iowa State Tony is involved in the Adelante Fraternity, Agricultural Business Club, and the Paintball Club. Tony is working at the Eldridge office.

Kaci Keitzer – Kaci is the daughter of Bryan and Kelly Keitzer of Mediapolis, Iowa. Kaci recently completed her second year at Iowa State University where she majors in

Agricultural Business. At Iowa State she is involved in the Agricultural Business Club as well as Block and Bridle. Kaci was one of our agronomy interns last summer and has come back on board with us for a split internship in communications and precision ag.

Logan Lafrenz – Logan is an Animal Science major at Iowa State University where he just completed his freshman year. Logan is from Durant, IA and his parents are Jeff and Dawn Lafrenz. At Iowa State Logan is involved in Block and Bridle, ISU Baseball Club, and the ACES Learning Community. Logan also enjoys attending Iowa State basketball games. After college Logan would love a career in nutrition or genetics with beef production. Logan is working in the Sunbury location for half of his internship and spending the other half working with seed out of the Stanwood location.

Andrew Sauer – Andrew is the son of Barry and Janis Sauer of Wilton, IA. Andrew will be entering his senior year this fall at Iowa State University where he is pursuing an Agricultural Education degree. Andrew chose an agronomy internship to complement past internships and experience in an attempt to make him well rounded in many different areas of agriculture. Overall, he loves many aspects of teaching related to production agriculture. Andrew is working with seed out of the Stanwood location for the first half of his internship and the second half will be at the Sunbury location.

Lauren Weirup – Lauren just finished up her junior year at Iowa State University where she majors in Agricultural Communication and International Agriculture. She is from Delmar, IA and her parents are Rick and Julie Weirup. Lauren spent this past year serving on the Iowa FFA state officer team as the Southeast State Vice President. Lauren chose this internship to work on gaining more experience in the agronomy area of agriculture. Lauren is working at the Lost Nation location this summer.

Welcome interns, and have a great summer!

Helping Our Communities

River Valley Cooperative recently presented a check for \$4,000 to the Wheatland Fire Department to be used toward purchasing equipment for their new enclosed grain bin rescue trailer. This donation represents a \$2,000 contribution from River Valley Cooperative and a \$2,000 contribution from Land O'Lakes, Inc. Foundation's Member Co-op Match Program.

The Oxford Junction Improvement, Inc. was also a recipient of a \$4,000 donation from River Valley Cooperative and Land O'Lakes, Inc. Foundation's Member Co-op Match Program. The donation will be used toward the Field of Opportunity ball diamond which will be located at the elementary school in Oxford Junction and available for school and community activities.

The Muscatine Agricultural Learning Center in Muscatine, IA was our most recent recipient of a donation, \$5,000 was presented in early May. The donation will be used to help finalize costs of construction and complete several projects at the facility. Be sure to watch for a feature article about the Muscatine Ag Learning Center in our fall River Valley Cooperative Solutions magazine.

River Valley Cooperative and Land O'Lakes, Inc. are committed to the communities where our members, employees, plants and facilities are located and serve.



Pictured (l-r): Jim Roman, 2nd Asst. Fire Chief; Dale Werden, RVC Lost Nation Location Mgr; Pat Stewart, Fire Chief and RVC Energy Specialist; Virgil Noel, Asst. Fire Chief.



Pictured at the site where the new ball diamond will be constructed are (l-r): Brian Rodenberg, Superintendent – Midland Community School District; Dale Werden, RVC Lost Nation Location Mgr.; Sheila Moore, Oxford Junction Improvement, Inc. committee member; and Barb Dabling, Oxford Junction Improvement, Inc. committee member.

Pictured is Tony Howell, RVC Energy Operations Mgr., along with students from Muscatine High School who were helping out at the Kiddie Barnyard event that day.



MarketEdge

RIVER VALLEY COOPERATIVE

by Mike Moellenbeck • Vice President Grain Business Unit
mmoellenbeck@rivervalleycoop.com

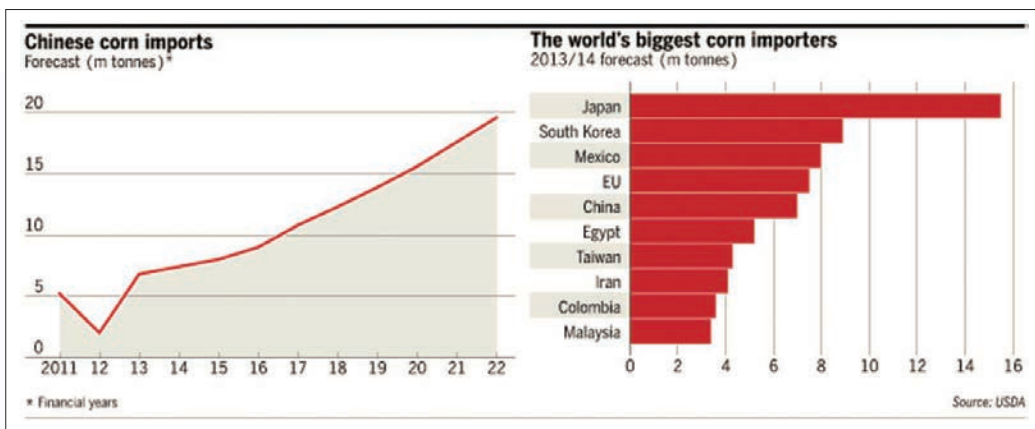


Where's the Corn?

Remember back in November, harvest was pretty well over and the market was swimming in corn? We were on our way to a corn carry out of nearly 1.8 billion bushels, a billion bushels larger than the previous year. As time passed, the carry out got a little smaller each month and when the May crop report came around the carry out was down to 1.1 billion bushels. What happened to all the corn!

Cheaper prices, which were below \$4.50 post harvest, helped jump-start demand and it has been growing ever since. Corn usage in feed is up about 100 million bushels, ethanol usage is up 100 million and exports are up 450 million bushels. While increases in ethanol and feed usage are explained by strong processing or feeding margins, exports are two and a half times larger than last year as lower prices resulted in an increase in foreign demand. According to USDA Japan is the largest importer of US corn followed by South Korea, Mexico, and the EU. China has fallen from the third largest to fifth largest due to rejections of imports from the US that contain an unapproved GMO trait. Since last year, China has rejected more than 56 million bushels of US corn due to the presence of MIR 162, which is a GMO trait that is unapproved by the Chinese government.

Even though these bushels were rejected, they ultimately were re-sold to other foreign buyers and are still considered exported bushels. US exporters likely had to re-sell the bushels at a discount or pay additional freight costs. In some cases the grain went out of condition and quality discounts were absorbed as well. One thing we need to be



cautious of in upcoming USDA reports is a decline in export volumes due to diverting these bushels to our traditional buyers and assuming they are not replaced with new sales later in the year.

As you look to market bushels this spring and summer, prices may be under pressure assuming normal weather. One thing we do not need on top of this is for USDA to decrease projected exports.

Did You Know?

- You can access your grain account and grain contracts through MyFarmRecords at www.rivervalleycoop.com
- You can have your grain proceeds direct deposited
- You can have your grain settlements and contracts e-mailed to you

Contact us for more information:

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Mike Moellenbeck	mmoellenbeck@rivervalleycoop.com	(563) 285-1720

Technology in Our Ag World

Dean Lievens • Ag Technology Manager • dlievens@rivervalleycoop.com

YieldVantage Premier Program

For over 10 years, River Valley Cooperative has been leading the charge in precision agriculture with the YieldVantage Premier Program.

We can keep track of over 300 variables within each individual field, giving us a vast knowledge of what could be limiting factors within that field. Our account managers, along with our ag technology fields specialist, help compile, sort and analyze the data to give producers new ideas for change in their management practices. It also provides a benchmark for how they are doing as compared to other River Valley Cooperative group averages. One of the most powerful parts of this information is that the data is from within the River Valley trade area.



Disease Advisor, Harvest Advisor, Revenue Advisor, Variable Rate Advisor and Planting Advisor. River Valley Cooperative is a certified agent for Climate Corp., so please contact your local RVC Account Manager for further information.

IFS – FieldScripts®

The Integrated Farming Systems (IFS) platform is dedicated to getting more from every acre by integrating Monsanto's expertise in seed science, field science, data analysis and precision equipment to develop solutions optimized for the conditions of a farmer's field. River Valley Cooperative has two certified IFS agents on staff to help with your DEKALB FieldScripts® prescriptions.



UAVs (Unmanned Aerial Vehicles)

There is a lot of talk in the agricultural industry about UAVs (Unmanned Aerial Vehicles). But what are the reasons for this:



- Yield predictions/assessments
- Determining uniformity of canopy
- Identifying stress caused by pests, diseases, drought or flooding, weeds, nutrient deficiencies, irrigation system malfunctions, other factors
- Narrowing areas of a field to crop scout
- Determine if problems have gone away after applications have been made

Since this is a relatively new technology, the Federal Aviation Administration (FAA) has clearly stated that they are not legal for commercial use until it sets down rules for UAV use sometime in late summer of 2015. It doesn't sound like the FAA is going to try to monitor and enforce the regulations against individual farmers. But, the bottom line is, anyone who invests the dollars in a UAV must keep in mind that they could be grounded at any time.

The Climate Corporation

Climate Basic is a field-level weather, workability and growth stage tracking in a single platform to easily stay on top of your operation and streamline and improve agronomic decision making. It will also give current field-level conditions and forecasts to help you better plan your planting, tillage, spraying and harvest timings. Climate Basic is a no charge to the grower program. Climate Pro is a per acre charge that includes everything in Climate Basic but also adds the following: Nitrogen Advisor, Pest &



Winfield R7® and NutriSolutions® Tools

With a constant influx of new products and seed varieties, you need streamlined access to comprehensive and personalized data to maximize your operation's success and efficiency. The R7® Tool from WinField allows you to see your fields as you never have before. By combining 20 years of satellite imagery with local seed and crop protection data from Answer Plot® test sites, the R7® Tool generates field performance information for every acre and matches crop inputs and decisions to the potential of each field and each zone.

The R7® Tool also can give you access to in-season satellite imagery, which will occur every 7-14 days throughout the grower season. This will give an idea of where problems could be within a field and give you time to correct them. We can also tie these images together with our NutriSolutions® tissue testing program to find a more comprehensive approach to problem solving.



Planter Technology

The greatest yield potential for the crop is before the seed is even in the ground. All equipment manufacturers, whether it is John Deere, Case IH, Kinze, White, or Great Plains, they are all using new technology to further increase yields. These technologies include row shut-offs, automatic down force adjustments, auto-adjusting row cleaners, singulation and good spacing measurements, and in-furrow starter fertilizer. There are also opportunities, with a company like Precision Planting, to add some or all of these to a planter that you currently own.

From Dubai to Delhi...

Jayne Carstensen • Communications Specialist • jcarstensen@rivervalleycoop.com

Delhi, Iowa, that is. Larry Shover enjoys promoting dairy wherever and whenever he can. Larry, a dairy producer from rural Delhi, Iowa, was one of four US dairy farmers who traveled to Dubai this past November on behalf of the United State Dairy Export Council. Please read the story about Larry's trip on pages 8 and 9 of this issue of River Valley Cooperative Solutions.

When Larry's not traveling to promote dairy, you can find him at Shodel Dairy Farm, nestled in the gentle rolling hills of rural Delhi. Since 1970, he and his wife, Nancy, have carried on a family farming operation which began many years ago with Larry's father. Their registered Holstein herd of about 100 cows produces approximately two and a half million pounds of milk each year. Larry said his operation is relatively small in today's dairy world. As if milking 100 cows twice a day wasn't enough hard work, the Shovers also run a 120 sow farrow to finish swine operation and farm about 300 acres of corn and 300 acres of beans each year.

The life of a dairy



CHEERS! Nancy and Larry Shover enjoy a cold glass of milk with Laura Lewin, RVC Grain Originator - Ryan location. Laura's dad, Jim, is the milk hauler at Shodel Dairy Farm. The milk they're enjoying is a new product offered by Dairy Farmers of America. It's a high heat packaged milk which allows it to be stored at room temperature for a year (before opening). Its packaging makes it a highly shippable product and is already being shipped as far away as China.

To stay in this business you have to love it, like the cows, and believe in what you're doing.
Larry Shover



Proper nutrition is key to good milk production.

farmer is not an easy one. Larry said to stay in this business you have to love it, like the cows, and believe in what you're doing. He also added that it wouldn't be possible to run the operation without great help. They currently have three full-time employees and some part-time employees who help make it all happen day in and day out, 365 days a year.

Larry and Nancy's son, Todd Shover, started out at Iowa State majoring in Dairy Science, but during his senior year chose a different career path and is now an emergency room doctor at Waverly Health Center in Waverly, Iowa. Working long, hard hours comes naturally in the Shover family. Todd and his wife, Nickole, have three children, Jack, Sam, and Luke.



Larry and Nancy Shover provide a tour of their dairy barn to Laura Lewin of RVC.

Larry is currently the president of the Iowa State Dairy Association and serves on the National Dairy Board and the Dairy Export Committee of Dairy Management. He is a council member and board member of their dairy cooperative - Dairy Farmers of America, and serves on the Iowa division board and corporate board of the Midwest Dairy Association.

\$2,500 Donation (continued from page 10)

community during their careers. The donation will also help purchase garden tools, umbrellas and stands. Thanks to the support of farmers across the country, more than \$3.2 million is being directed to nonprofits in 1,289 counties in 39 states.

"I just like taking care of the people who took care of me all these years," said Diericks. "I like helping the elderly."

America's Farmers Grow Communities works directly with farmers like Rick to support nonprofit organizations like the Hammond-Henry Hospital Foundation, who are doing important work in their communities. The program offers farmers the chance to win \$2,500, which is then donated to the farmer's local nonprofit of choice. The search for funding to sustain and enhance programs is a year-round job for nonprofit organizations across the

country. Through America's Farmers Grow Communities, farmers have been able to support a variety of groups, such as schools, fire departments, community centers and youth organizations like 4-H and FFA.

America's Farmers Grow Communities launched in 2010, and has since donated over \$16 million to more than 6,000 nonprofit organizations across the country. America's Farmers Grow Communities is part of the America's Farmers initiative, which highlights and celebrates the important contributions of farmers like Rick Diericks.

For a complete list of Grow Communities winners and more program information, please visit growcommunities.com.

Creep Feeding for Profitability

Shawna Spain • Livestock Production Specialist • (563) 320-7276 • sspain@rivervalleycoop.com

With summer in full swing and pastures becoming occupied with cow-calf pairs, it is time to start thinking about the value of using calf creep. With cattle prices setting record highs, it is important to maximize that value of the calf at weaning time. Calf creep can provide appropriate levels of vitamins and minerals for growth and maintenance to support the calf's immune response. By having support for the immune system, creep feeding gives the calf an advantage in stressful situations such as weaning and starting in the feedlot.

There are many benefits when deciding to use calf creep. Creep feeding has displayed higher weaning weights for calves. With the value of calves being high right now it will also give you an advantage when selling or retaining calves for feedlot. There are many feed additives that can be used in calf creep to help with feed efficiency and disease control. We offer a few different creep options to meet your operation's goals. Another advantage of creep feeding is that it assists in stretching and saving the pasture. It will also support the cow by helping improve the body condition quicker and helping her recover for next spring. Calf creep will also help calves become accustomed to eating dry feed for a better transition to the bunk in the feedlot. If you are interested in adding value to your weaned calves, contact me to learn what River Valley Cooperative has to offer for calf creep programs.

Creep Feeder Management

1. Creep feeders should only be placed in pasture when filled, do not put empty feeders in pastures.
2. Place feeders near water sources, shade areas, and mineral feeders.
3. Check feeders often and make sure they are filled at all times.
4. After a rain shower, clean wet feed out of the feeder.

5. To control consumption in late summer, move creep feeders away from loafing areas.
6. Optimal intake for calf is 1% or less of body weight (5lbs/day for a 500 lb calf).

Times When Creep Feed Has Greater Economic Advantages

- Calf prices are high relative to feed prices
- Pastures begin to decline in quality or quantity
- During periods of drought
- The cow's milk production is lowered
- Calves come from a fall herd
- For preconditioned programs, creep feeding two to three weeks before weaning will help calves become accustomed to dry feed
- Late calves are being pushed for a set market date
- Dams are first or second calf heifers
- Growth potential of calves are not met with milk and pasture

Mineral Reminder!

My article in the February issue of *River Valley Cooperative Solutions* discussed the importance of minerals for your cow herd. Minerals need to be available to them all year round. Our most popular mineral this summer contains alstosid, an insect growth regulator that assists in preventing horn flies from taking over your cow herd in the pasture. We also have complete minerals and minerals with CTC. We offer a breeding mineral that consists of Avail-4 from Zinpro, which contains the organic trace minerals of zinc, copper, manganese, and cobalt. This is a great mineral to use with artificial insemination or embryo transfer programs. With breeding season in full swing, it is important to have mineral available to your herd to see optimal results next spring.

