

Board of Directors

Rick Matt / Pres	Clermont
Ron Balek / VP	Manly
Jim Jorgensen / Sec	Rudd
Brad Brownell	Westgate
Steve Fullerton	Rockford
Jerry Jellings	Oelwein
Dennis Meyer	Northwood
Karl Benjegerdes	Manly
Rodney Shaffer	Arlington
Mike Staudt	Floyd
Jim Trainer	Northwood
Rick Willert	Rockford

Contacts

Kent Appler CEO	563-423-5293 kappler@viafield.com
Brad Foster Grain	641-420-5685 bfoster@viafield.com
Mike Harden Agronomy	641-315-2515 mharden@viafield.com
Bill Hayes Feed	563-426-5566 bhayes@viafield.com
Mike Kuboushek Energy	563-380-6156 mkuboushek@viafield.com

October is Pork Month

Help us in Supporting our Pork Producers in Iowa and Minnesota

Viafield thanks the 8,000 family farms that produce safe, nutritious pork and make Iowa the number one pork producing state in the nation. The pork industry generates \$5 billion annually to Iowa's economy, and Viafield is proud to supply feed to Iowa's hogs.

- Hogs are the single largest consumers of Iowa's corn and soybeans, eating almost one-third of Iowa's grain production.

- Hogs and pigs provide us with a wide range of products we use in our daily lives, including nearly 40 different drugs and medical products.

- Producers have made improvements and changes in genetics, feeding and management practices, resulting in pork that is 31% lower in fat than 20 years ago. The leanest cuts of pork have the word loin in the name, such as pork tenderloin or loin chop. Fresh or cured ham also can be a lean choice.

- By housing their pigs in environmentally controlled barns, pork producers are able to keep their pigs warmed with heating systems during Iowa's frigid winters and cooled with fans and misters in hot, humid summers.

- From improved manure storage designs, pit additives and changing swine diets to planting trees to serve as buffers, producers are doing their part to be good friends, good neighbors and good stewards of the land.

Sources: Pork Facts, published by Pork Checkoff; www.iowapork.org

*Need some ideas for dinner?
Visit the new RECIPE page in the FEED section at www.viafield.com, for delicious pork dishes — and more.*

Monoslope Barn Tour

Thinking about expanding your feedlot operation? Call Mike Kirby, 563.419.9522, for an opportunity to tour a recently completed monoslope confinement barn, a design that keeps cattle out of the elements in the winter and in the shade in the summer and is proven to provide exceptional cattle performance year round.

Pasture Walk



On September 14, nearly 70 cattlemen from 42 farms joined Viafield's beef specialist, Mike Kirby and Matt Pearson, for an educational Pasture Walk at Kim and Meri Ann Klocke's L&R Gamm Farms. In this picture above, Mike Kirby (far left) listens to Kim Klocke (center). Thank you to the cattlemen, speakers and cooks who made this event a success. The Pasture Walk was held in Arlington, Iowa and included the following topics: pasture management, supplementing pasture grass with minerals, and water systems



Viafield and Area Farmers Happy to Help Neighbors in Need

Area farmers help out after long-time producer passes away

Near the end of his life, Myron Wulff had two wishes: to see his grandson play varsity football, and to ride in his new combine. Unfortunately, Wulff left the world a month too soon. The 75-year-old from rural Charles City died this August 20 after a year long battle with colon cancer.

Thankfully, Wulff has a loyal family to carry on his traditions. Not to mention loyal neighbors to harvest his soybeans. You tend to get those after farming in the same spot for more than 50 years.



Viafield semis pick up the Wulff family's grain during soybean harvest

On October 3, several of Wulff's friends, relatives and neighbors gathered to uphold another tradition: taking care of a fellow farmer when he's down. In that area, if something happens to you — an illness, even death — your neighbors step up to help, no questions asked. Well, maybe one: "Oh, I hadn't heard Myron passed away, when should we get his beans?" Myron would have done the same had the roles been reversed. In fact, he has.

"The thing of it is, Dad and I have done this in the past when (neighbors) had some health issues," said Wulff's 48-year old son, Tod. "It's just kind of a community thing out there. When one person has trouble, everybody jumps in and helps." It's tradition. That's how it's long been in this neighborhood, and how it'll continue to be. "Myron" — a John Deere man — "wouldn't have liked that red equipment," Tod's wife, Tammy, said Monday as she served lunch, a way to thank the roughly two dozen guys who helped out. "Grab a pop and sandwich. There's chips and pumpkins bars and brownies ..."

The weather was darn-near perfect for a day of harvesting. It was like Myron was smiling down on his relatives and neighbors from above. "Everything couldn't have worked out better," Tod said, as he took a break from combining.

It wasn't just neighbors who chipped in. Your cooperative, Viafield, provided semis and fuel. Wulff's grandson, Dylan, also helped Monday. The high-school junior wants to be a farmer when he grows up, largely — or wholly — because of his grandfather's influence. When he was little, Dylan would go for rides in his grandpa's combine.

Dylan looked the part of a farmer Monday: He was dressed in a plaid shirt with the sleeves cut off, and ripped jeans. The 16-year-old had to get out of school to assist with the harvest. He asked his mom if he should say he's sick since he didn't think he had a good enough excuse for being absent. He did, his mom told him. "Dylan is a farm boy," Tammy said. "I think it's just in him." Wulff also influenced his own sons — Tod and Toby — to farm. Tod had been doing it part time, but now plans to take over the 800 acres of corn and soybeans; Toby is going to live in the farm house. Wulff passed along his love for athletics, as well.

"He slept and drank farming and sports," Tod said. Someone once asked Wulff how he wanted to die. How else? "I wanna fall right off the tractor and fall on the dirt, that's how I wanna go," he said, according to Tod. For most of his life, Wulff consumed football, basketball and baseball, the last of which his daughter, Teri, was a star player at. She died in 1996. Afterward, he gave away an annual sports scholarship to Charles City students in her honor. Wulff went to games in Charles City, Rockford and Greene. He didn't care who was playing so much that someone was playing. He loved supporting the students. So when Dylan, his only grandson, made the varsity football team this year, Wulff was thrilled. He couldn't wait to see his grandchild, a tight end and linebacker for the Charles City team, perform.

But in early August, Wulff started having intense pain. He was examined by doctors, who found that the cancer had spread to his bones. "Within about a week and a half he was gone," Tod said. Wulff not being in the stands for his games was hard on Dylan as well. "Grandpa was a big part of his life," Tod said. "They were very close." Wulff helped Dylan with another sport of sorts (at least for farm boys): the county fair. Wulff gave his grandson advice on pigs. "Those two would go (to the fair) all the time," Tod said. "(Dylan) would listen to Grandpa, but he wouldn't listen to us." Wulff was an easygoing, laid back kind of guy. The type to finish what he started. The type who didn't make excuses, or show pain.

He was also a proud man. While he might not have wanted any help with his beans, he would have appreciated it all the same, Tod said. And he was a simple man. He wasn't into having fancy equipment or the latest in technology. After years of prodding, his family finally talked him into getting a new combine recently. It was the one he wanted to ride so badly before he died. Wulff was also a generous sort. He often donated to the schools and athletics. He helped others "at the drop of the hat," Tod said. In that sense, Monday's gathering was "kind of a neat tribute." It was just karma returning the favor.



From L to R: Tod Wulff, Myron Wulff and Dylan Wulff

Article by the Charles City Press

Home Heating - Policies and Procedures

An update from the Viafield Propane Team

As we enter another home heating season, we would like to remind you of our policies and procedures for propane customers. For your convenience, the policies and contact information are listed below.

Additional safety requirements and changes in our LP policies are as follows:

- If you run out of LP and are not on our Scheduled Delivery Program, you will be charged \$100.00 to have us leak test your system prior to refilling. This service can only be performed while the customer is home. If you are on our Scheduled Delivery Program, there will be no cost for this service.
- Minimum delivery of LP (Liquid Propane) will be 250 gallons for all customers not on the Scheduled Delivery Program.
- With the rising fuel prices, all Non Scheduled Delivery Program customers must give 72 hour notice to receive fuel. If there is an emergency, we will deliver same day, but Non Scheduled Delivery Program customers will be assessed a \$50.00 trip fee.
- All regulators on your tanks and house cannot be over 15 years old. According to the manufacturer, regulators that are over 15 years old are very dangerous. To make sure we keep our customers safe, we will not fill LP tanks with regulators that are out dated. If you have an outdated regulator, we will give you a price on installing a new one to help make your home safe again.
- The last update is for After Hours Delivery Calls. Again, this only

affects those people that are not on the Scheduled Delivery Program. If you call in for LP after our normal working hours you will be charged a \$50.00 trip fee.

The best option is to be on our Scheduled Delivery Program and put the responsibility on us to keep your LP tank full, so you can enjoy the comfort of your home. If you want to be on our Scheduled Delivery Program or you have other home heating questions, please call your local Propane Sales Specialists and we will be more than happy to help you. Thanks again for your continued support.

Propane Sales Specialist

Mike Kelsey - 888-870-8950 - Rudd
Cory Butikofer - 563-419-9529 - Arlington
Clete Christianson - 563-419-9651 - Clermont
Gus Engels - 641-330-0936 - Rudd
Craig Holtz - 641-330-7246 - Rudd
Matt Katcher - 641-330-0492 - Marble Rock
Roger Loftsgard - 563-419-9656 - Clermont
Gary O'Dell - 563-419-9525 - Arlington

Unification Benefits Highlighted During Viafield Soybean Harvest

A Viafield harvest story - Sumner Location

As we finish our first year as Viafield, we would like to thank all of our customers for their continued support. A primary focus of our unification one year ago was to improve our customer service to you our producers. During the past year we have made some tough decisions, always keeping customer service as a top priority. This first week of October we were faced with another tough challenge. With the soybean harvest progressing at an unbelievable rate, many Viafield facilities were filling up. This was most apparent at our Sumner facility, as they were on pace for another record year in soybean intake during harvest.

As a grain team, our options were to either hold our soybeans in storage (holding out for higher profit) or make a sale at a lower price, but accommodate our producers and leave available grain space for our customers to haul in. Our decision was to make the immediate sale and sell 200,000 bushels to Cargill in Cedar Rapids, Iowa.

However the following day Cargill announced they would not be taking soybeans from elevators for four working days. Not wanting to sell any additional beans, our team needed to find a strategic way to serve our customers, but keep company profitability in mind. After careful consideration our

team decided to load rail cars in Manly and Rockford to fulfill Cargill contracts that would be unloaded at Cargill's convenience once delivered. On the other end, Viafield semis hauled beans from Sumner to AGP in Mason City, Iowa, to fill contracts from our western trade territory. Although AGP was closed on the following Sunday, our semis continued to haul soybeans — this time from Sumner to our Marble Rock location.

The result of this grain arbitrage freed up space at all our locations and allowed our customers to continue to dump beans. By utilizing our entire cooperative's resources we have accomplished something not previously possible with your predecessor cooperatives. We hope that our customers will see this strategic move as an example of our dedication to customer service and the benefits of Viafield's combined resources.

Interested in Another Update from our UAN Facility in Marble Rock?

Go to the Viafield News Section under the ABOUT US tab at viafield.com or go to the Viafield facebook page.

facebook



PO Box 38
Marble Rock, Ia 50653



Feed Your Calves Today For a Difference Tomorrow

Viafield has joined Land O'Lakes Purina Feed to help fight breast cancer with the Pink 50 program. Through last year's program, Land O'Lakes Purina Feed raised awareness and contributed \$50,000 to the Breast Cancer Research Foundation. This year they hope to do the same.

During October, your purchases of calf milk replacer and calf starter will enable Land O'Lakes Purina Feed to continue to donate to this worthy cause. We thank you on behalf of all the special women in our lives who are breast cancer survivors. Thousands of lives will be positively affected by this contribution to the Breast Cancer Research Foundation, whose mission is to achieve prevention and a cure for breast cancer in our lifetime.



www.viafield.com