



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

December, 2004



**Crop
Talk**
By
**Robby
Wilson**

Elsewhere in this edition of the newsletter is an announcement for the upcoming Pre-Payment Days at Two Rivers, an annual event that has helped our customers save many thousands of dollars on crop inputs over the years.

Once again this year at Pre-Payment Days we will be introducing our pricing and programs for next season's crop production supplies, and we will be offering some very attractive savings and discounts for both pre-paid orders and booking orders.

These prices will be in effect until January 15th to give everyone ample opportunity to stop in to visit with one of the Two Rivers Agronomists about their 2005 plans and programs.

Obviously, between Pre-Payment Days and January 15th when the pricing changes, we can also make arrangements for one of the Agronomy Team to meet with you at your place to review soil test and grid sample data, to look at different seed genetics and technologies and how to best manage your crop to protect it from weeds, insects and diseases.

As I've been saying in the past several newsletter articles, the entire industry has undergone a number of crucial changes that have affected many levels of the crop input supply and demand chain.

Soaring costs for energy and transportation, plus increased demand

worldwide, have brought higher costs to our doors, and to me that is making it more important than ever before for you to take advantage of every opportunity to lock in savings and supply to protect yourself from the risks of our increasingly volatile, unpredictable marketplace.

I think you'll be well paid with the amount of money you are able to save and the peace of mind you can bring to your decisions by taking time to stop by during Pre-Payment Days.

We look forward to having all of you join us for a bite to eat, some good conversation and camaraderie with friends and neighbors and the opportunity this event gives us to reflect on what a great crop season we've just completed, and what we can do that will get the ball rolling right

on the next crop.

Soybean Rust: Jay and I have both been closely following details since the USDA announced on November 10th that the arrival of Asian Soybean Rust into the United States has been confirmed on leaf samples taken from plots associated with Louisiana State University research.

The fungal disease spreads primarily by wind-borne spores, which can travel great distances.

Government officials feel this year's very active hurricane season may have been a factor in bringing Asian Soybean Rust up from South America, where in some areas it has been a devastating problem for bean growers.

CROP TALK
Continued On Page 2

We Invite & Encourage All Members To Attend

TWO RIVERS COOPERATIVE ANNUAL MEETING

Thursday, December 16th

At The PCM High School Commons - Monroe

Member/Spouse Meal Served At 6:00 p.m.

Business Meeting To Follow The Meal

We look forward to an evening together with the members of the Two Rivers Cooperative Family as we share a nice meal and discuss how the support and business each of you have provided have contributed to making this a positive year for your cooperative.

In addition to the presentation of the financial reports detailing your cooperative's performance for the fiscal year ending August 31, 2004, we will also be reporting the results of this year's Board of Director election, discussing the tax implications of the write off of equities in Farmland Industries, and looking ahead briefly to some of our goals for the future. And you won't want to miss our very special after-dinner entertainment.

Don't Miss Out On This Year's

OPEN HOUSE & PRE-PAYMENT DAYS

December 14th
Pella

December 15th
Monroe & Tracy

December 16th
Otley

See Page 2 For Additional Details



**Fuel
Facts**
By
**Scott
Bensink**

It's time for us to start winter blending diesel fuel, since it is very important to get the winter blend in the tank and in your equipment BEFORE that first big cold snap arrives, and that could happen any time.

Once wax crystals form in the fuel supply, they can clog filters and inhibit the flow significantly.

However, with a lot of you still having chores at different stages of progress around your farms and in your fields, we're asking customers to be sure to **Let Us Know** the next time they place an order for diesel if they need to have us hold off on blending.

In other words, unless you specify otherwise when you order diesel fuel, we will be delivering the blended product to your farm.

I also want to again remind all customers about our **Minimum Order & Same Day Delivery Policies, Both Of Which Have Been On The Books Since September, 2001.**

During that time, all costs associated with delivery - fuel and labor, insurance costs, truck maintenance and service - have been skyrocketing.

Therefore I am sure everyone can fully understand why we are no longer able to be lax or lenient about enforcing these policies and rates, which are as follows:

Same Day Delivery of any fuel/energy products will be assessed an additional **\$25.00 Surcharge.**

Delivery Of Less Than 200 Gallons of any fuel/energy products will be assessed an additional **\$25.00 Surcharge.**

For anyone who is still not on a Keep Full Route for LP delivery as the heating season arrives, it should be emphasized that you need to be doubly diligent about checking your inventories on a regular basis so you can plan and call in your orders to avoid these added costs.

With November coming to a close it appeared gasoline prices were starting to find more stable ground, at least for the present.

Diesel fuel prices have remained high, and perhaps some of the reason

for that can be traced to tight supplies and therefore higher prices for home heating fuels.

LP prices have already moved up significantly from the level at which LP was contracted prior to fall, and with such a big crop and much more grain having to be dried down this fall, we could see additional pressure on LP supplies and prices starting to build.

We really haven't had any sustained cold snap yet, though we're into that stage of the season when one could arrive to send the thermometers down sharply any time.

With that in mind, it's always a good idea to check your home heating and LP inventories periodically as the peak demand season gets underway, and that goes for Keep Full Route customers as well.

Between now and the end of the year we'll be putting together some contracting and pre-pay programs to enable our fuel/energy customers to put expenses on the books in 2004, so keep in touch on those opportunities as well.

CROP TALK
Continued From Page 1

Jay has some additional information on this disease in his article as well, and we want all of our growers to know that the entire Agronomy Team will be following any breaking developments on this issue and gathering all pertinent data about this potential threat so we can keep you up to date, informed about what is happening.

A Word From You: Throughout this very busy fall season all of the employees of Two Rivers Cooperative have been called upon to put in longer hours, to exert greater effort and to make additional sacrifices in their personal and family lives so that we would be able to meet the tremendous demands that have come with han-

dling a record crop.

Individually and as a group, I believe they have responded to the occasion and have met these challenges with a tremendous degree of dedication and commitment to making sure each customer's needs were well served day in and day out all season long.

Employees have worked very hard to take care of their normal responsibilities, duties and customer service obligations, and they have pitched in elsewhere whenever and wherever possible to keep things flowing as smoothly and efficiently as possible.

Many times throughout this season your employees have been working throughout the night drying grain, mixing fertilizer for the next day's applications, filling nurse tanks, spotting equipment at different farms or collecting it so the next customer would have it, moving grain to the outside piles, performing repairs, service and maintenance, and a host of other things in serving you and your cooperative.

Your cooperative's employees are not only a tremendous and valuable asset to this cooperative, the company you own, they are also a tremendous and valuable asset to your farming operation and to you.

I hope you agree with that assessment, and a word or two of appreciation from you to let these people know all they have done to serve your needs during an exceptional fall season would mean a great deal to them.

ATTENTION
If Not Attending The
Annual Meeting To Vote
Please Be Sure Your
ABSENTEE BALLOT
Is Received At Any Location
By The End Of The Business Day
Tuesday, December 14th

**Lock In Supply & Savings On 2005 Inputs
With Our Pre-Pay & Booking Specials At**
OPEN HOUSE & PRE-PAYMENT DAYS
Tuesday, December 14th At Pella
Wednesday, December 15th At Monroe & Tracy
Thursday, December 16th At Otley
SERVING SOUP & SANDWICHES 10:00 - 2:00
AND 2005 PRODUCTION INPUT SAVINGS ALL DAY
Stop By To Join Us For A Bite To Eat
A Visit With Your Friends & Neighbors
And Help Us Get The Best Start On 2005
With **BIG SAVINGS On All Your Needs**

Board Of Director Candidate Profiles

The following individuals have had their names placed into nomination to be included on the ballot for consideration by the membership for the position of Director.

All Class A members of Two Rivers Cooperative are eligible to vote for their choice of one candidate from each of the three Director District Areas in which a seat on the Board is to be filled, with the candidate in each District receiving the highest vote total for that District elected to a 3-year term on the Two Rivers Board.

* Signifies Incumbent

OTLEY AREA



Steve Seekamp

Steve has been farming for 15 years. The Seekamp farm is located 1 miles south and 1 mile west of Otley and includes corn and soybean crop production.

Steve and his wife Gail, who is a Receptionist for Urgent Care at the Pella Hospital have three children. Daughter Amber is 19, and sons Troy 21, and Jeff, 17.

Steve enjoys antique tractors and woodworking as favorite hobbies in his free time.

A cooperative member for 15 years, Steve is also a member of the Third Reformed Church in Pella and serves as an Advisor for the Technology Student Association at the Pella High School.



Clarence Wichhart *

Clarence is 68 years of age and has been farming for 48 years. The Wichhart farm is located 1 mile north of Otley and includes corn, soybeans and alfalfa crop production plus a cow/calf beef livestock operation.

Clarence and his wife Marlena, a homemaker, have three adult children; daughters Brenda and Diane, and son Danny.

Going hunting and attending auctions are the things Clarence says he most enjoys as favorite past-time hobbies.

A cooperative member for 46 years, Clarence is also a member of the Otley Reformed Church. He is completing his first term on the Two Rivers Board and is currently President of the Board.

TRACY AREA



Larry Ancell

Larry is 61 years of age and has been farming for the past 42 years. The Ancell farm is located 3 miles east and 1 mile south of Tracy and includes corn, soybeans and alfalfa crop production plus a cow/calf beef livestock operation from which the calves are fed out.

Larry and his wife Patricia, who is a Dietician at V.A. Hospital, have three adult children; daughter Jennifer, and sons John and Tom.

Traveling and hunting are the favorite hobbies Larry says he enjoys most in his free time.

A cooperative member for 30 years, Larry is also a member and serves on the Board of Marion County Mutual Insurance.



Greg Van Maanen *

Greg is 44 years of age and has been farming for 26 years. The Van Maanen farm is located 4 miles south and 3 miles east of Tracy and includes corn and soybean crop production.

Greg and his wife Kristy, who is a CPA, have two children; daughters Morgan, 5 and Jordan, 4.

Bike riding and camping are the favorite past-times Greg enjoys when he has free time.

A cooperative member for 10 years, Greg is also a member of the Tracy Christian Reformed Church. He is completing his first term on the Two Rivers Board of Directors and is currently Treasurer of the Board.

OTLEY AREA



Brad Rietveld *

Brad is 40 years of age and has been farming for 15 years. The Rietveld farm is located 2 miles east of Otley and includes corn, soybeans and alfalfa crop production plus a feeder cattle and cow/calf beef operation, and a feeder pig pork livestock operation.

Brad and his wife Holly, who is employed at 3M, have one child, son Caleb who is 6 years of age.

Spending time with son Caleb, fishing and taking his classic 1957 Chevrolet for drives are Brad's favorite past-times.

A cooperative member for 15 years, Brad is also a member of the Third Reformed Church in Pella. He is completing his first term on the Two Rivers Board and is currently Secretary.



Curt Van Wyk

Curt is 38 years of age and has been farming for 18 years. The Van Wyk farm is located 2 miles east and 2 miles north of Otley and includes corn and soybean crop production plus a custom feeding hog livestock operation.

Curt and his wife Wendy, a homemaker, have six children. Daughters Calla, 12; Erika, 10; Hannek, 10; Isabel, 5; and sons Nial, 4; and Theo 1.

Spending time with the family and enjoying family activities together are what Curt enjoys the most in his free time.

A cooperative member for 18 years, Curt is also a member of the Federated Fellowship Church in Pella.



**Feed
For
Thought
By
Jason Smit**

Special Notice: Effective immediately we will be pulling feed out of the Monroe location feed mill on Tuesdays and Thursdays only, and we ask for the full cooperation of our feed customers in planning their order and delivery schedules accordingly.

This decision has been reached to enable your Two Rivers Feed Team to maximize efficiencies for all phases of feed manufacturing and delivery.

Even more importantly, this will help us better control all of our feed manufacturing and delivery costs and expenses so we can, in turn, be more effective in helping to reduce your cost/ton for feed, therefore enabling you be more efficient and profitable in your livestock operations as well.

Please feel free to contact Nick at the Monroe location or get in touch with me here at the Pella office if there are any questions on this issue.

Attention Cattlemen: If it has been a while since you have taken the time to talk to one of the Feed Team so we could discuss and show you all the benefits, advantages and savings we are able to bring directly into your beef operation, I would like to ask you to take time to do so soon.

Perhaps you have forgotten, or maybe you were unaware, that your Two Rivers Cooperative has the equipment capabilities that enable us to pelletize beef rations locally, right here at the Pella location mill.

Not only does that give us the ability to manage and control the quality and consistency of the pelleted rations we manufacture, it also creates a tremendous savings in the manufacturing process because we do not need to rely on an additional outside source to pelletize the rations.

By eliminating a separate step in the total process and realizing the savings that doing so brings with it, we firmly believe we are in the best position to provide our beef producers with the highest quality nutrition in the pelleted rations we manufacture for the most competitive cost.

Talk to us about these products, the service, the competitive prices and the savings soon, and I feel you'll quickly

discover you have been missing out on the best package if you haven't been doing your beef feed business at Two Rivers Cooperative.

Notice Pork Producers: I am very excited to report we have recently been in contact with several sources who are anxious to locate new barns for pigs to be finished.

I believe these would offer some very positive and attractive opportunities for anyone interested in being a part of this package, and we have a full range of information available we can discuss with you if you have been considering putting up a new building to diversify and expand farm income.

Attention 4-H & F.F.A. Parents: Be sure you get in touch with us here at Two Rivers for complete details on the new programs we have initiated to better serve and assist our area's young men and women with their state and county fair livestock projects.

We are very anxious to support these outstanding young people and have taken the initiative to put together some unique programs suited especially to their needs, and Now Is The Time to make these work!

Winter Planning: As winter arrives the number of daylight hours decreases and the potential for nasty weather and hazardous driving conditions increases.

This is a serious and sometimes dangerous combination for our delivery people, and I'm asking for the cooperation and consideration of all feed customers in helping us through the challenges of the winter season.

Safety is the greatest concern, and during the winter when daylight hours are reduced, people are bundled up against the elements, equipment becomes stubborn and environmental conditions can turn risky and dangerous, things simply must move at a slower pace.

That means planning, ordering and scheduling feed delivery to the farms in advance becomes even more valuable, more important and, I promise all of you, much more appreciated by all of the Feed Team.

Help us out, won't you? Check your

NOTICE
All Locations Will Close
At 3:30 In The Afternoon
THURSDAY
DECEMBER 16th
To Enable Employees
To Set Up For Annual Meeting

inventories and call in advance so we can do the best job for you, and keep our people safe in the process as they serve you.



**The
Pork
Report
By
Joe Toillion**

Ever since it was first introduced as a part of the new UltraCare line of starters, UltraCare Gel has been breaking new ground in many new and innovative pork feeding situations.

I am sure that helps explain why it has been so quickly accepted and widely used throughout the industry.

UltraCare Gel has become the solution for re-hydrating those younger, smaller and/or weaker pigs at weaning time as they go into the nursery.

It gets them eating feed faster and responding better to any medications they receive so there are fewer culled pigs and reduced deaths too.

In a sick pen we recommend feeding it to all the pigs.

If you're sorting pigs according to size, then the 20% of the pigs that are the smallest (or most "troubled") would be the targets for UltraCare Gel.

We've also seen UltraCare Gel benefit sick pigs in the grow/finish buildings, work wonders on sows that have gone off feed.

And there has been some amazing results when it has been fed to show pigs, making it a product well worth looking into for those County Fair Show Pig Projects.

Any pig that needs to be re-hydrated, needs to have gut health improved and/or needs a natural solution to overcoming many of the dietary disorders swine are susceptible to would be a candidate for UltraCare Gel.

If you haven't investigated it yet, give me a call or talk to Jason so we can tell you all about UltraCare Gel.

FOR SALE
BY SEALED BIDS
1990 Merritt Grain Hopper
See At The Otley Location
Bids Must Be Received
By 12-20-04
The Board reserves the right to reject any/all bids.

**Seed
&
Stuff**
By
Jay
Van Woerkom



Asian Soybean Rust has arrived in the U.S. and, as Robby notes elsewhere in his article, this first-ever appearance in Louisiana will be something the entire industry will be paying very close attention to.

Hopefully this has been an isolated incident, and both Robby and I will monitor developments as they become known so we can keep all of our customers informed.

Awareness will be a key, as will solid information, and since this year's crop had already been harvested by the time this first incident was detected, time should be on our side for now.

Please contact Robby or me if you have any questions on this issue.

Moving on to other timely issues, fall is the time of the year when you need to have fields tested to determine the level of Soybean Cyst Nematode (SCN) infestation that may be present.

It's estimated nearly 70% of all Iowa fields have some level of SCN infestation in them.

And while it may take years after SCN is introduced into a field before any above ground symptoms become obvious, by the time they are readily apparent the population has had time to develop into massive densities.

One main problem with detecting SCN from what you see happening in a field is that most of the effects these tiny pests have on the plant match various other disease, nutrient deficiency or other plant stress symptoms.

With early detection a primary key to effective management of SCN, fields should be sampled any time in the fall before a significant snowfall or hard freeze hits.

Any soybean field where you have seen unusual plant growth or where yields have consistently come up short

ORDER EARLY & SAVE
Don't Miss Our
6% DISCOUNT
On Seed Orders
Paid By 12-15-04
(5% Discount Paid By 1-15-05)

Mark Your Calendars & Plan Accordingly
HOLIDAY CLOSINGS AT TWO RIVERS CO-OP
Christmas Holiday **New Year's Holiday**
Closed All Day **Closed At Noon**
Friday December 24th **Friday, December 31st**
Re-Opening For Business **Re-Opening For Business**
Monday, December 27th **Monday, January 3rd**

of expectations and/or previous levels of performance would be a logical candidate for SCN testing, including fields where beans were raised this season.

Obviously, this year's corn fields that will be planted to beans in 2005 would be other logical choices, especially if there have been unexplained yields and/or performance problems in years beans were planted in them.

SCN samples can be collected at the same time samples are taken for fertility analysis.

However, you need to specifically request separate SCN analysis be conducted on samples so the bags containing the soil can be properly labeled to alert the lab they need to perform separate testing, since the fertility tests conducted would destroy SCN.

We have a number of very good SCN resistant soybean varieties available in the seed lineup handled by Two Rivers, and if SCN is a threat to yields, we can recommend the seed and other management practices to better protect your crop investments.

There may also be time to take steps to better manage the residues left over in your fields after harvest, especially in this year's corn ground.

Reducing and/or removing residues in corn needs to be evaluated on the basis of the impact your actions will have on the potential for soil erosion to increase, and of course as it relates to your current conservation plans.

It is also important to evaluate the economic returns of removing and/or reducing residues.

For example, when baling corn

residues there are clearly fuel, labor and equipment costs, supplies, maintenance, weather risks and storage costs to consider.

If letting animals graze in stalk ground is the choice to reduce residues, it is important to remember the soil compaction caused by livestock, especially in no-till systems.

Also consider how your choice of residue management impacts soil and water quality.

How you manage the residues that remain after you've harvested a crop should be both a short and a longer term management decision, and we will be more than happy to assist you if we can be of service.

Finally this month, I encourage you to review some of the additional Test Plot Result highlights I've included elsewhere on this page.

The seed selling season is now in full swing and supplies are going fast on many of the top numbers, technologies, and genetics.

This has been especially true since the late October announcement that Roundup Ready Corn (with the latest Roundup Ready II genetic package) has just been approved for export to the European Union countries.

This could be the door-opening development that paves the way for these technologies to accomplish many of the same goals for corn growers that Roundup Ready soybeans have been accomplishing since they were initially introduced.

I'll have more information to share with you on this next time!

Two Rivers Cooperative Test Plot Results			
Danny Wichhart Corn Plot			
Hybrid	Yield	Hybrid	Yield
Croplan 401111	244.5	Croplan 691BT/LL	234.8
Croplan 402108	226.5	Croplan 699CL/BT/LL	228.9
Croplan 705	225.5	Croplan 705	230.5
Glen Van Wyk Corn Plot			
Hybrid	Yield	Hybrid	Yield
Croplan 675RR2	237.4	NK N70-T9	226.9
Croplan 691BT/LL	232.9	Croplan 643BT	227.7
DeKalb DKC61-43	234.5	Croplan 699CL/BT/LL	224.6
DeKalb DKC63-79	238.9	Croplan 693CL/Bt	227.8
Asgrow RX715	242.7	NK N76-H2	238.2



As I See It
By Tracy Gathman
General Manager

A couple of months ago in my newsletter article I discussed some changes we have made for this year's Annual Meeting of your Two Rivers Cooperative.

Among the most notable of these was shifting the date back several weeks and holding the meeting in December, rather than in November, to allow additional time for our busy customers to complete harvest and perform various fall field chores.

The announcement on the front page has all the pertinent information so you can plan your schedule to attend, and members will also be sent an Official Notice of the Annual Meeting along with information related to this year's Director election.

This year, for the first time, the Board has also made a change in the election process that will now enable members to cast their vote for the candidate or candidates of their choice using an Absentee Ballot.

One of the reasons an Absentee Ballot has been adopted is to make it much more convenient for all eligible voting members to participate in electing their representatives to the Board.

Up until this change was made it has been necessary to attend the Annual Meeting to cast your vote, and if some conflict in your plans or schedule prevented you from attending, you were unable to vote.

Now you will be able to vote by mail, using the ballot sent to you with the Official Notice, place it in the specially marked envelope that is to be signed, and return it to the office so it is received a minimum of 2 days prior to the date the Annual Meeting is held.

If you know in advance you will be unable to attend and you choose to cast your vote by mail, be sure to allow for ample time for it to be processed and make its way to our office by the deadline, which this year means ballots are to be received by the close of the business day December 14th.

You can also mark your ballot, seal

it in the envelope, sign the envelope and return it in person to any Two Rivers office location, again making sure that you do so by the close of the business day December 14th.

And of course you are always welcome to bring your ballot with you to the Annual Meeting and cast your vote in the election in person.

Please Note: The envelope containing your ballot **Must Be Signed** by the member to be considered as a valid vote. The sealed envelopes will be checked for a proper signature against the membership roster to assure authenticity, and any envelope that is not signed will be destroyed.

Ballots received at our offices will remain sealed, brought to the Annual Meeting, and will be available upon request at the registration desk if any voter wishes to have their ballot returned so they can vote in person at the Annual Meeting.

Once the election is concluded during the Annual Meeting, the tellers will count all of the ballots that have been cast in person and the Absentee Ballots that have been mailed or brought in by voting members.

As I said earlier, the Board believes, as do I, this change will make it more convenient for all of the eligible voting members at Two Rivers Co-op to have the best opportunity to participate in the important business of casting their vote for the candidates of their choice.

Please do not hesitate to contact me if you have questions on this.

Of course we hope you will all want to attend this year's Annual Meeting to see and hear how your support and business have made this a good year of operations for your Two Rivers Cooperative, a year of growth,

progress and a positive bottom line.

Additionally, I will have some comments to make during my presentation that relate to the tax implications that have resulted from the write off of equities in Farmland Industries, and how they relate to your cooperative.

I am sure there will also be a lot of conversation about this year's amazing crop, one that is clearly the largest crop by far this area has ever seen, and the likes of which we may not see again for some time.

We have sincerely appreciated the cooperation, patience and understanding so many of you have shown as we've been challenged in so many ways by the sheer magnitude of this year's crop.

I also want to thank and recognize all of the Two Rivers employees for the tremendous efforts, long hours and hard work each of them has been called upon to commit in handling this crop and serving the customer's need.

While there may have been a few times that we had to suspend receiving for a portion of a day, we never shut down receiving altogether for an extended period.

Right at the tail end of the soybean harvest as all bean space was completely filled, it became necessary to require beans being brought in to be sold, since we are prohibited from shipping out any beans we do not have ownership of.

Other than that, however, we were able to handle everyone's needs in what has been a very challenging fall, and as a farmer-owned cooperative and public grain warehouse, we are totally dedicated to serving all customers equitably and to the very best of our ability.



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Pella, Iowa 50219

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