



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

April, 2005



Crop Talk

By
Robby
Wilson

If anyone wants to look back in the archives at my newsletter article for the April 2004 newsletter, they will see the messages I am about to offer in this month's article are strikingly similar.

But then I have always been told an important message is well worth being repeated.

And, in this case, the things I am going to discuss this time are so very, very important to all of our customers, and to the ability of Two Rivers to serve their needs, I'm just not going worry about repetition.

We're heading into what promises to be a very busy spring season, as all spring seasons are, and what it all boils down to once again, as it always does, is that **We Need Your Cooperation To Help Our Team Serve Your Needs.**

Cooperation in terms of communicating your needs with us in advance.

Cooperation in terms of planning and scheduling products and services.

Cooperation in terms of everyone having realistic expectations for what can be done each day.

Cooperation in providing us with added flexibility to maneuver schedules whenever possible.

And, most of all, **Cooperation** in terms of **“Working Together”** so we're all on the same page to get the most done for everyone each day, rather than pulling in different directions and making each day an even

Special Program Enables Two Rivers Cooperative And Land O' Lakes To Support Projects In Our Communities

Manager Tracy Gathman is shown presenting checks \$1,000.00 to Chief Tom Daniels of the Monroe Police Department for use in their K-9 Unit, which helps in drug control/enforcement operations.

Two Rivers Cooperative received matching funds from Land O' Lakes for this very worthwhile community project.



greater struggle against Mother Nature and the calendar.

Working Together is a key part of this too, because the bottom line is that every customer is important to us, every service we are providing is important to us, and every thing we do and every one we serve will receive the best we are able to offer.

Elsewhere there's a note outlining our policy on chemical shuttles, one that specifies we “ask” for **24 Hours Advance Notice** so these shuttles can be prepared and ready for you to pick up when you arrive.

There is also our policy which specifies we “ask” for **3 Days Advance Notice** to schedule custom application services for your fields.

We “ask” for this notification from you to enable us to be more efficient in planning our manpower and equipment assignments each day, the mixing and loading of different products, and planning the trips into the country for the tenders and their operators if the job requires more product than the custom machine's tank capacity.

There is also the coordination for the next job to be done, where the custom machine is to go when the

field he is spraying is done, where the tenders need to be next, whether we need to return to the plant for wash-out and re-filling with different materials, planning those materials and the manpower to get the machine back out there again.

Returning Shuttles is another area where receiving cooperation from you is a must.

Obviously, we do everything we can to make sure the shuttles are in peak shape and ready to work properly when they go out the door so the customer using them can take care of his work promptly and efficiently.

But we also need our customers to do their part by returning shuttles to us that are clean and in good shape.

If not, we have to pull manpower that should be handling other critical customer services so they can clean up chemicals spilled on the shuttles, replace wires, pumps, meters or other parts - or going to get parts - which creates delays and adds to costs.

Dry Cart/NH-3 Tank uses are yet another area where cooperation plays

CROP TALK
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Fuel Facts

By
Scott
Bensink

Change At The Pumps: The first item of business this month is to announce that we are in the process of phasing out the no-lead gasoline pump at the Pella Card-Trol.

The increasing price gap between ethanol fuels and this no-lead fuel, the higher costs for fuel these days which have made the consumer even more cost-conscious when selecting fuel, and the subsequent steady drop in demand for this product are the primary reasons this decision has been made.

As soon as the tank has been emptied of this product it will be conditioned for use as additional ethanol fuel storage, and thus both the gasoline pumps at this facility will be dispensing ethanol fuels.

Fuel Market News: Fuel prices continue to climb higher at an alarming rate, and where once it was rare to have prices move much more than a penny to a penny and a half in a day, we're now seeing prices bounce up six, eight and at times even a dime higher in less than 24 hours.

Crude oil is now selling for \$55.00 per barrel, and there is so much speculation going on in our fuels and energy markets these days that the fundamentals of supply and demand have lost most of the logical influences they normally command in setting prices.

With the weakened U.S. dollar, a lot of the fund speculators have been turning to investments in fuels and energy as a way to make a fast profit, and the consumer is the one providing those profits.

The dollar has gained a little strength lately, but it will need to con-

**YOU Can Help Us Serve Your Spring Needs
More Efficiently - More Smoothly - More Timely Too
When You Contact Two Rivers To Give Us
24 HOURS ADVANCE NOTICE
To Prepare All Chemical Shuttles For Pick Up
3 DAYS ADVANCE NOTICE
To Plan-Prepare-Schedule Custom Spraying Orders
With YOUR COOPERATION Everything Works Better**

tinue to strengthen so the speculators will turn their attention elsewhere to bring much-needed relief.

It will probably take crude oil prices dropping into the mid-40's again to give gasoline and diesel prices reason to ease off, and even then I believe we may have to wait a long time to see prices much below the \$1.80 to \$1.90 range.

CROP TALK

Continued From Page 1

an important role in maximizing efficiency, manpower and equipment, and, perhaps most important of all, in helping to assure the accuracy of the application.

The carts and NH-3 tanks need to be set for the rates which we have discussed with you when making recommendations, and ***It Is The Customer's Responsibility*** to verify those settings for the different products they are applying.

Any of the Agronomy Team will be more than happy to demonstrate how to change rates for different field-by-field recommendations, and all you need to do is to ask them for this assistance if you are not familiar with the

procedures yourself.

I think it also bears repeating that these fertilizer carts and the NH-3 tanks and tool bars get bounced and banged around quite a bit on their way to and during their work in the fields, so everyone needs to periodically check the settings just to make sure the rates they desire are being applied.

Again, this is something that is ***The Customer's Responsibility*** to do so the rates are right and the application is performed correctly to provide the desired crop benefits and yield results.

These are just some of the things you can do to help us serve you more efficiently, more effectively and in the most timely manner possible all spring long.

And in the process you will also be helping us to provide the same sort of timely, efficient and effective services to all customers.

If you want to know the one person who can make this a safer, smoother, more timely, more efficient, more enjoyable and more successful spring season on your farm and in your fields, just look in the mirror, because you and only you can provide the kind of cooperation I've been talking about that will make it happen.

FEED DELIVERY SURCHARGES - PER TON

The dramatic increase in fuel prices has had a significant impact on the cost of farm deliveries, leaving your cooperative no alternative but to implement a surcharge to help cover this added expense.

The price used to determine the weekly surcharge is based on the Department of Energy's weekly On-Highway Diesel Price for the Midwest Region, which can be found on the internet at www.eia.doe.gov for reference. We will check this price each Monday to determine the weekly surcharge on delivery. Please contact us if you have any questions on this issue.

Miles One Way	\$1.70 To \$1.89	\$1.90 To \$2.09	\$2.10 To \$2.29	\$2.30 To \$2.49	\$2.50 To \$2.69
< 10	\$0.01	\$0.04	\$0.07	\$0.09	\$0.12
11 To 20	\$0.03	\$0.08	\$0.13	\$0.19	\$0.24
21 To 30	\$0.04	\$0.12	\$0.20	\$0.28	\$0.36
31 To 40	\$0.05	\$0.16	\$0.27	\$0.37	\$0.48
41 To 50	\$0.07	\$0.20	\$0.33	\$0.47	\$0.60
> 50	\$0.09	\$0.28	\$0.47	\$0.65	\$0.84

SPECIAL
For April Only
NEO-TERRA
We Can Add It
To Your Feed
Or You Can Add
It At Home
EITHER WAY
YOU SAVE \$\$\$\$\$

Seed & Stuff

By
Jay
Van Woerkom



We're winding down on seed corn delivery as I put my article together this final week of March, and that means we're now ready to start delivery of soybean seed to the farms in the weeks ahead.

As in the past there is a \$25.00 per trip charge for delivery of the bulk bags, and since we can get up to 4 bags on per trip, it will be to your advantage to plan ahead so you can economize.

Any advance notice you're able to give us on delivery of seed is also greatly appreciated, since at this time of the year not only are we stretching manpower and equipment out in preparing things for spring services and work, but weather is always a factor that enters the planning picture on these heavy loads.

Once again this year there seems to be a considerable amount of interest in our seed treating services, and with things at present indicating there could be a cool, damp and early start to this spring season, seed treatment definitely deserves some added consideration as you make your plans.

The protection you provide for your seed and seedlings when they are at their most vulnerable stages in the early spring can translate into healthier, hardier stands from emergence on, and that means a stronger crop able to withstand more stress later on when it counts the most.

The bottom line in this business is yields, and year-after-year seed treatment is paying off in increased yields that will easily cover the cost of treatments and leave plenty extra for you.

Treating bulk seed with Warden will be \$2.25 per 50 pound bag for seed that has been purchased at Two Rivers, and \$3.00 per 50 pound bag for seed purchased elsewhere.

RANGELAND MINERAL SPECIAL

BUY 10 & GET 1 FREE
Or
10% OFF
Your First Purchase

As we look farther down the road, I want all of our customers to know that Two Rivers will once again have a good supply of **In-Season Seed** to serve whatever needs you may have.

If you discover you've run a few bags short and need to fill in with additional seed as you're planting, if weather changes your plans and causes you to switch maturity dates, or if there are any other of the many reasons that can arise to put you **In The Need For More Seed**, then we want you to rely on Two Rivers to be your **In-Season Seed Supplier**.

Speaking of "gaps" one of the easiest things to overlook these days when planning seed orders is to cover your non-Bt Refuge acres.

So as you review your seed inventories be sure that you have an ample supply of these conventional, non-Bt numbers so we can maintain the effectiveness of this technology.

And speaking of "technology" reminds me to remind you to be sure you take a few minutes to review all the different "Technical Requirements" for any of the different genetic seed products you'll be planting.

By the way, if anyone still has some small seeding chores to do around the farm such as waterways, set aside acres or whatever, and of course if there are any seed products you'll be needing for the lawn, keep us in mind for these small seed and lawn seed needs as well, since we have an outstanding selection of some of the best products in the business.

Finally, while it's a bit early today to talk about returns, I still want to mention that when/if you do have any seed to be returned that we'd sure appreciate you getting it back to us as early as possible.

Feed For Thought

By
Jason Smit



I am pleased to announce we have added the **Weather Resistant** line of minerals which we feel is a great addition to our mineral lineup.

If you haven't already visited with one of the Feed Team about these products, don't hesitate doing so.

Our typical Iowa spring weather is where the durability of this Weather Resistant lineup definitely shines.

While on the subject of minerals, **NOW IS THE TIME** to get your high magnesium minerals and any of the by-pass fly control minerals in front of your cattle to get the best results and to provide the best protection.

With warmer weather soon to arrive I'm getting an increasing number of inquiries from sources interested in securing both indoor and outdoor spaces for finishing hogs.

If any of you have spaces that would work out, and if you have a youngster in High School or one coming home from college, they could earn a good nest egg of cash over the summer, this would be a great opportunity to get them active and involved with your supervision.

Even if they have another part-time summer job, this would be something that wouldn't demand too much time or strenuous work, so give me a call if you'd like to find out a bit more.



Good Safety Information At Our Display Booth

Our thanks to all of the customers who stopped by our display booth at the March Farm & Home Safety Show held at the VerMeer Pavilion in Pella. Jerry reports many customers stopped in for a visit and to pick up additional safety information on LP and other products.



As I See It
By Tracy Gathman
General Manager

Storage Project: At the end of my March newsletter article I announced that your Board of Directors had authorized a storage expansion project that would bring approximately 500,000 bushels of additional storage capacity to the Pella location.

In the weeks that have followed we have continued to take bids on the site excavation, bin construction and other construction phases of this project, while at the same time continuing to work with the city of Pella on the permit processes to allow work to begin.

We hope to be able to receive the necessary permits, let the bids to the various contractors and have work underway by mid-April, since we are obviously getting rather deep into the time frame that will enable this substantial construction project to be completed in time for the fall harvest.

At this point, all of the contractors I have spoken with have assured me there is still sufficient time to get the project completed prior to fall, barring any major weather or other setbacks, of course.

While it's comforting to receive those assurances, we still do not want to allow too much time to elapse before getting started, since every day the window of opportunity to have everything completed closes a little more to tighten the schedule.

I will keep you posted on how things are progressing in future articles, and hopefully you'll be seeing some activity out on the site before the next newsletter is in your hands.

Employee News: It is with a mixture of emotions that we announce the retirement of Ken Wielard from the Two Rivers Cooperative.

Ken has had a long and outstanding career that has spanned 26 years of quality and exceptional service to this company and to the many customers he delivered LP to as he traveled the country on his rounds from the Pella location.

Obviously, of course, we are all very

happy for Ken and his family to be able to now have the time and opportunity to enjoy the fruits of all the hard work and long hours he has put in, often in some very nasty weather.

Ken has been a dedicated, hard working and totally reliable employee throughout those 26 years, and he has been a good friend, neighbor and co-worker to all of the people he has called on and worked with, so we naturally also feel some sadness and loss at his departure.

I understand Ken intends to sharpen his golf game now that there will be more time available, so I am sure his fellow golfers will be watching for the additional practice to pay off and the scores to start coming down as the new golf season progresses.

Please join with me in expressing thanks and appreciation to Ken for the tremendous job he has done serving this company and all of the customers along his routes, past and present, throughout his distinguished 26 years of service, and of course in wishing him and his family all of the very best for an enjoyable retirement.

With an opening in one of its key customer service areas created by Ken's retirement, Two Rivers has been fortunate indeed to have an individual already on our Employee Team eager to step forward to assume new and greater responsibilities.

It gives me great pleasure to announce that Le Rogers, who has been with Two Rivers since April of 2002 handling a variety of warehouse duties, will be assuming Ken's duties.

Le has already been riding the routes with Ken to familiarize himself with the customers, tank locations and other nuances of the services he will be

providing in the future.

Le is anxious, eager and enthusiastic about maintaining the same high level of quality in customer service that Ken brought with him to your farms and homes each day, and I encourage all of you to welcome Le as he stops by to serve your needs.

Rising Costs: Elsewhere in this issue we have included a chart that outlines the Fuel Surcharge we have reluctantly been forced to implement to help offset the major increase in delivery costs as fuel prices soar.

We hope all of our customers can understand the difficulty of this decision and, at the same time, understand and appreciate the necessity of implementing it as well.

Consideration: My closing comments will deal with something I would like to have all of our customers give some thought to as the spring planting season gets underway, and as this always busy/hectic season progresses.

In the weeks ahead all of the employees of Two Rivers will be doing their absolute best to provide you, your neighbor and each and every customer who we serve and supply with the most timely, effective and efficient service possible.

They will put in long hours, work hard and make numerous sacrifices in their family and personal lives in the process, because at Two Rivers "**Customer Service**" is and always has been the top priority and the driving force behind all that we do.

There are limits, however, both in terms of physical time and endurance, and it is my sincere hope as this season unfolds that everyone will keep those in mind so that service expectations remain realistic.



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