



# Two Rivers

## Cooperative

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### MISSION STATEMENT

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

Two Rivers Cooperative

Pella, Iowa 50219

July, 2005



## Crop Talk

By  
Robby  
Wilson

There's about a week remaining before July arrives as I write my newsletter article this time, and the basic theme I want to stress to all of our customers is that right now we all need to be **Looking Down The Road & Planning Ahead!**

Based on current conditions and current information, it appears there is a very strong potential for us to be facing a problem with **Soybean Aphids** this season, one that could find us facing populations as bad or even worse than the one that did such damage to the bean crop 2 years ago.

Unlike the situation 2 years ago, however, when we had our first unexpected encounter with Soybean Aphids, we now know the enemy, we now know what it can do to our fields and yields, and we have some hard-earned lessons from our experiences to help us avoid being caught with our pants down.

Now we need to put those experiences and our knowledge to work in mapping out plans and strategies that will protect the crop from Soybean Aphids.

First of all, we know **TIMING IS EVERYTHING** when it comes to Soybean Aphids, and that means everyone needs to be scouting fields often and scouting them thoroughly to be alerted to a potential threat before it can get out of hand.

Secondly, we should also be aware



### Steady Progress Continues On The Bin Expansion Project

*The footing ring and the stem walls have been poured, and we anticipate the floor will be completed the week of July 4th. Steel should be arriving to raise the bin the week after that, thus keeping us on pace and on schedule for a pre-fall completion.*

that if there is a major outbreak of Soybean Aphids this season, and as I said earlier, all the signs at this time say the potential for one is increasing, the supply of insecticides to spray will be depleted very quickly.

Third, we need to be alert to harvest restrictions when spraying various products, especially if you have any early maturity beans out there in this relatively dry weather.

Some products have a 60 day harvest restriction, so you need to know what you can and can't spray to keep questions about harvest intervals out of the equation.

Fourth, depending on how the situation unfolds, you may want to be considering a tank mix strategy using a pyrethoid product and a organophosphate product.

The organophosphate category of insecticide materials will give you a fast knockdown of existing bug pressures,

while the pyrethoid category has systemic action and therefore gives you some longer-lasting residual control.

Fifth, with any insecticide, as with any fungicide products you may apply, the key to success is **COVERAGE!**

Your objective when spraying must always be to get the greatest amount of leaf surface covered with the greatest volume of material.

For this reason, you may want to consider having at least a portion of whatever fields you intend to have sprayed taken care of by aerial application services, since when you get right down to the basics, the cost for aerial application is not all that much different than ground-applied treatments.

If aerial applications look like they could be a fit, you obviously need to get the field maps into us just as soon

**CROP TALK**

*Continued On Page 2*



## Fuel Facts By Scott Bensink

The Two Rivers **LP Contracting** program for the fall/winter season of 2005/06 is underway, and I would encourage you to use this program now to lock in the supply and the price of the LP you'll be needing to dry grain and for farm/home energy needs.

As I have done in past years, I will again emphasize the **Deadline For Contracting Is August 31st!**

Letters have been mailed to our LP customers, this article and the separate notice elsewhere on this page, and a similar notification that I will include in next month's newsletter should eliminate any confusion that contracting ends that date.

I also recommend that **EVERYONE** give strong consideration to protecting themselves from the extreme volatility and uncertainty of the energy markets we are operating with these days by contracting their needs with Two Rivers as soon as possible.

As I said last year, our markets have become such unpredictable and uncertain places that no one wants to find themselves unprotected and their needs not covered in them.

And we don't need to have a long memory or look back very many weeks to see numerous examples of just how true those words are.

The **"Spot/Open Market"** is definitely not a friendly place to be in, and the costs for waiting and hoping to see prices retreat could prove to be a very costly one based on past experiences.

I don't think I can make it any plainer than that.

If you are looking for a way to manage your LP inventories and costs, we feel contracting is the safest and surest method for you to do both.

We'll also be continuing on with **LP Summer Fill** throughout the month of July, and if we haven't already stopped on our trip along your particular Keep Full Route, the LP Team should be getting to you shortly.

As always, those who are not on the Keep Full Route system need to call in to place their orders for Summer Fill individually, and the sooner the better, since it helps us if we can

deliver those orders while we're filling a Keep Full Route in the same area.

We've been having a very good response to the **Summer Diesel Fill & Contracting** programs I introduced in the June newsletter, and those who have participated in these have already seen the benefits of acting early.

Finally this month, I hope all of you will again take time to review the Safety Information that is being mailed to you by the Two Rivers Fuel/Energy Team, and that you set aside time to review it with all the members of your family as well.

The information in this mailing could prove to be your most valuable asset in the event of an emergency situation, so please read it.

## CROP TALK

*Continued From Page 1*

as possible so they can be turned over to the pilots and their planning crews.

One thing to keep in mind is the aerial services typically prioritize fields where they can spray with the maximum speed and efficiency, in other words the longer, flat, wide open and straight acres rather than ones with significant hills, angles or other obstacles to maneuver around.

Assigning them those fields where they can get in and out faster leaves you more time to focus your efforts on spraying the others.

Talk to your Two Rivers Agronomist now about all of these issues so we can both be **Looking Down The Road & Planning Ahead** to be more timely, effective and efficient at protecting this year's soybean crops.

Oh, and while you're at it, you might want to grab one of the Two Rivers Agronomists and have him show you around the Test Plots where we have side-by-side comparisons of beans with and without Cruiser Max treatment to see how this seed protection is doing against various insect and disease threats.

We feel once you see the clear-cut

evidence for yourself in these plots, treating seed with Cruiser Max next season will be a decision you won't ask twice about.

**RUST UPDATE:** We've put 30 more days behind us and Soybean Rust has remained fairly localized in the extreme southeastern portions of the U.S.

As a result, the potential for any severe outbreaks for our part of the Grain Belt continues to dwindle, and while we're not out of the woods yet, it's looking like this first year of having Soybean Rust in America will not be anywhere near as severe as many initially feared.

It will continue to be **Very Important** for everyone to monitor the latest developments on this issue throughout July and on into early August, which is when our bean crop would be most susceptible.

**LEAF HOPPERS:** Those of you with alfalfa stands need to be making some key decisions about spraying them to control Potato Leaf Hoppers, particularly in relationship to harvest restrictions.

Most of the treatments have 10 to 14 day harvest restrictions, so if you're planning and/or needing to cut hay in 7 to 9 days anyway, you might as well take whatever yield hit has occurred and cut it, rather than waiting additional days for the restriction to elapse and having that much more damage to the yield and quality.

On the other hand, if there's time and you're not planning and/or needing to cut hay for a couple of weeks yet, I'd say you're better off spraying and giving the crop that full 2 weeks of added growth.

Remember, once leaf hoppers get established in the field, every day means they and the damage they cause will only get worse unless you spray them.

As always, contact the Two Rivers Agronomists if you have any questions and/or need any assistance on any of the issues discussed in this article so we can provide additional details.

## ATTENTION ALL LP CUSTOMERS

The Deadline To Contract LP For  
Home Heating/Energy & Grain Drying Is

**AUGUST 31, 2005**

Do Not Let This Deadline Pass You By  
Without Locking In Your LP Price/Supply  
To Protect Yourself From Our Volatile Markets

**Seed  
&  
Stuff**  
By  
Jay  
Van Woerkom



I hope all of you will join with me in welcoming Kirk Smith to our Team this month, and in giving him the opportunity to be of service to you in the weeks ahead as Two Rivers continues to fine-tune our programs and services to remain **Your First Choice** for your seed and seed service needs.

Kirk is presently getting familiar with his various duties and responsibilities, the different seed products, programs and services we offer, the Two Rivers Trade area, customers and all the rest.

All of you can be a tremendous help in this process by sharing a few moments of your time with him when he stops by to introduce himself.

As Tracy mentions elsewhere, the addition of Kirk not only reaffirms Two Rivers commitment to earning your seed business through quality services, innovative programs and our long-standing commitment to quality, it strengthens our entire Team in bringing the very best and latest of today's seed genetics and technologies to your farms and fields.

The support and business provided by all of you, our seed customers who look to Two Rivers to supply your seed needs, to answer your questions and to assist you in making the best decisions for the seed you'll plant in each field, has allowed us to reach many goals

and objectives.

That same support and business has served as one of the main driving forces to expand our seed sales and service efforts by adding Kirk to our staff to help us keep pace with your needs, and the changes and developments that are taking place throughout the entire seed industry.

Again, please welcome Kirk to our co-op, our communities and to your farms when you have the opportunity to meet him.

Moving on now, I want to thank all of the customers who responded to our request to get seed returns back to us promptly. Your cooperation was appreciated!

Please take a few moments to make sure that all seed pallets have also been returned to us

If you find any that haven't been brought back, please get them back into us as soon as possible so we can avoid assessing a fee.

As summer arrives and things in the fields start maturing, we welcome you to stop by to check any of the Two Rivers Test Plots, and of course we invite you to feel free to contact any of the Agronomy Team if you want to have one of us provide additional information about what's in them.

In the coming weeks we will be contacting a number of our seed customers to make arrangements for seed signs so everyone can observe how the top quality seed products we handle are performing.

It was a great pleasure to see quite a large number of our area customers on hand for the recent informational meeting at the Cliff Mulder farm where the Soybean Association and Iowa State University people talked about the most recent developments with

Soybean Rust, Soybean Aphids and other issues.

The threat of rust in 2005 seems to have lessened considerably, although we're certainly not out of the woods just yet.

Regardless of what happens in the next several weeks, everything that has transpired in the past 7-9 months related to Soybean Rust is valuable information that we will have available to us so we can be better prepared and informed for the future.

Other threats are still lurking, however. The first generation of Bean Leaf Beetles should be showing up in mid-July, and if we continue to have hot, dry weather it's possible Spider Mites and Soybean Aphids may have population explosions.

Let's stay alert and aware so we can take decisive action fast if necessary!



**Feed  
For  
Thought**  
By  
Jason Smit

Our **Calf Creep Booking** program continues through July to enable you to lock in attractive pricing on your forthcoming needs, so be sure you don't let this opportunity slip past you as summer activities occupy your time.

Contact the Pella or Monroe locations for complete details on this Creep Feed Booking and to obtain a copy of the Feed Agreement you will need to sign.

If June 21st and 22nd are any indication of what kind of weather is in store for July, we're in for some **Hot Times Ahead**.

It is therefore important to include additional levels of fat in swine rations to compensate for the automatic decline in consumption that accompanies hotter weather.

Those of you on our Lean Gain program will already have this adjustment in your rations taken care of, but if you're still mixing on the farm you'll be well advised to visit with one of the Feed Team for sources to include, rates and balancing issues.

**Fair Time Is Here!** Be sure you take some time to attend your local County Fairs to show your support for the outstanding young men and women of our local 4-H and F.F.A.

**Please Welcome Kirk Smith  
To The Two Rivers Employee Team**

*We are pleased to welcome Kirk Smith to Two Rivers as he joins with our Team to handle on farm seed sales and seed service responsibilities to help our farmers keep pace with the ever-changing needs of today's seed industry, seed technologies and genetics.*

*Kirk is 22 years of age and was born and raised on a family farm near Bedford, Iowa, in the southwest corner of the state. The farm is a cattle enterprise and row crop production enterprise.*

*Kirk is a 2001 graduate of Bedford High School and is nearing completion of the requirements to receive his Bachelor of Sciences Degree in Ag Business from Northwest Missouri State University in Maryville, Missouri. He is single and enjoys hunting, fishing and most spectator sports, especially football.*





**As I See It**  
**By Tracy Gathman**  
General Manager

Elsewhere in this issue of the newsletter you will find an introduction to the newest member of the Two Rivers Employee Team, Kirk Smith.

Kirk will be working under the direct supervision of Jay Van Woerkom to provide additional focus on seed sales and the various seed services Two Rivers offers to our customers.

As I am sure everyone would agree, the segment of crop production which has undergone the most dramatic and significant amount of change in recent years is the seed industry.

The introduction of Roundup Ready Soybeans and the far reaching implications they have had on soybean production, soybean management and soybean markets, both here at home and on the international scene, has been nothing short of phenomenal.

This was just the first of the major seed genetic advancements to come into your fields in what now has become a steady stream of new technologies in seed genetics that are revolutionizing crop production at all levels around the globe.

The increasing yield power of today's seed, the added production efficiencies that enable farmers to raise larger crops on less acres, and the increased protection now contained in various seed products to allow the crop to withstand the challenges of disease, insects and weeds have intensified the importance of every seed decision you need to make.

To make the best decisions, one needs to know where different seed products are best matched to perform in soils with different characteristics, where they fit into various maturity ranges, how they can overcome the spectrum of weeds and/or grasses in each field, their disease and/or insect resistance and tolerance capabilities.

In today's world marketplace, it is also necessary to understand the different channeling requirements and specifications so that the seed the customer selects to plant produces a crop that

can be marketed to those domestic and/or overseas markets that will be the ultimate destination for the crop.

Clearly, the magnitude of the responsibilities and the increasing amount of time and attention to specific details required has made seed sales and service an area that demands a full-time focus and commitment, and we are therefore very pleased to have Kirk assume this role for our customers and for Two Rivers.

Two Rivers has a unique opportunity to remain in the forefront of today's seed sales and custom services arena, due in part to our representation of several of the seed industry's recognized leaders in genetic advancements with the lines of corn and soybean products we carry from Asgrow, Croplan Genetics, DeKalb and NK.

And we feel the addition of Kirk will now further strengthen the already solid commitment which Two Rivers has made to meeting the on-going and fast-paced changes which are taking place in seed genetics, seed technologies, seed management and the specific seed product positioning that all of you are dealing with in making your seed decisions.

Jay will continue to administer the various seed programs we offer, manage the company-wide selection and placement of seed inventories and the specific seed products we handle and, of course, continue with his numerous agronomy-related responsibilities, as Kirk assumes a greater share of seed sales and customer services related to on-farm consulting and selection of the best seed for each farm and field.

Kirk has started making his initial calls in the country to introduce himself, to become familiar with the seed

products and programs our customers are using, and to provide the foundation which will help him become an increasingly more valuable asset to you in addressing your future seed selections, positioning and management.

Please take a moment to welcome Kirk to your farm when he stops by, and welcome him also to our cooperative and communities.

**BUNKER PILE:** During the severe storm of June 7th, the tarp covering the corn in the bunker at the Otley location was damaged, thus allowing the corn in the pile to be exposed to the elements.

At that time we contacted our processor markets to initiate delivery, and they have been working with us on this process, which is continuing as we go to press at this time.

There have been some comments made about the corn in the bunker, and yes, some damage has been sustained, though we feel the damage issue and the discounts involved are a modest amount when viewed in the perspective of the 357,000 bushel total that went into this temporary storage facility.

Most importantly, as I discussed in my February newsletter article, when one remembers the reason for using this temporary storage facility in the first place was to keep harvest combines rolling, and to avoid a forced sale and/or shutting off deliveries of the huge crop that just kept coming long after all permanent storage had been filled, the nominal amount of damage sustained is made less burdensome by the continued service we were able to extend to our customers and the full marketing flexibility they were able to maintain for all those bushels.



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