



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

May, 2005



Crop Talk

By
Robby
Wilson

During these early stages of the season the success of your crop often comes down to three basic ingredients that you and only you can supply:

1.) Having the “**Desire**” to scout your fields.

2.) Taking “**Care**” of your crops and their future (and yours) by scouting your fields to monitor what’s happening in them and to them.

3.) Investing the “**Time**” to scout each field at least weekly during these all-important early stages of spring.

Or, if you want something even easier to remember, it’s all a matter of “**Scouting-Scouting-Scouting!**”

There is just so much that is happening, and so much that can happen, and all of it at a very accelerated pace.

The only way you can know what is happening out there, how the crop is doing, what threats may be developing, what insects are arriving, which weeds are presenting problems, and where, is to have the **Desire** to **Care** about the crop enough so that you take the **Time** to **Scout**.

It is very, very important that you **Scout Before You Spray** so you can determine weed and/or grass height, crop height and stage of development, weed and/or grass species to be targeted for control, and of course the condition of the crop, since you do not want to spray a crop under stress and risk damage.

You also need to **Check The Label**



WHATEVER YOU’RE DOING AND TAKE TIME TO THINK ABOUT SAFETY

Be Extra Careful * Be Extra Cautious
In All The Spring Work You’re Doing
On The Farm * In The Fields * On The Roads
So You Can Help Prevent Accidents & Injuries

of the products you’re spraying to make absolutely sure you use the right surfactant and/or adjuvant in the tank, since this plays a key role in the treatment’s effectiveness.

If you don’t have the right surfactant and/or adjuvant, herbicide performance will be reduced and weed/grass control will be less than desired.

Speaking of performance, most of the corn and soybean pre-emerge products that are being applied have a **30 Day Notification Period** after the product has been applied in which any claims or complaints about performance must be submitted so there can be a follow up investigation by the chemical company’s representative.

Two Rivers Co-op serves solely as the liaison between the customer and the chemical company in handling any of these performance issues, and we once again remind everyone that **Only The Chemical Company** makes adjustments and handles product performance claims, **Not Two Rivers**.

Obviously, we fully stand behind all of the custom application services we provide and, when notified of any issues related to problems with the application of any products in a timely manner, we will do everything possible

to correct any problem that has resulted from services we’ve performed in the field.

As I have stated in the past, Two Rivers also has a very good working relationship with the representatives of all of the chemical companies whose products we handle.

And once again, when the customer has notified us of any problems or questions about product performance in a timely manner, we have had very, very few instances over the years in which these situations were not resolved to everyone’s satisfaction.

But it all comes back to notification being given in a timely manner.

The sooner we know there is a problem/question, the better, since this gives additional time, flexibility and alternatives for us to turn to in resolving things and to minimize any negative effects to the crop.

With corn being planted as early as it has this spring, everyone needs to be alert to the increased potential for insects to cause problems with the seed, seedlings and emerging plants.

Scouting needs to be underway from the time the crop goes into the

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

CALL IN EARLY: With spring field work in full swing I want to remind all of our fuel customers that we continue to need the cooperation of everyone in planning and ordering their fuel deliveries in advance.

This helps us plan and route our manpower and equipment for the next day to reduce extra trips and miles, thus making us more economical and efficient by minimizing windshield time and eliminating back-tracking the same roads several times each trip out.

Your advance orders are a tremendous help, and are greatly appreciated, so please do your part by planning and ordering in advance.

LP LETTER: As we entered the final week in April, letters were being mailed to **All LP Customers** to explain **Two Very Important Programs** offered by **Two Rivers Cooperative**.

The first of these programs is our **Budget Payment Plan Program**, which has numerous benefits and advantages, added convenience and savings for customers using it, all of which are listed in the letter.

The second program is **LP Contracting**, which also brings added flexibility, advantages, convenience and savings to the customers using it.

Today's LP market is, like all fuel and energy markets these days, more volatile, more unpredictable and uncertain, and more apt to be driven by speculators and speculation rather than by the traditional influences of supply and demand.

These programs enable you, the LP customer, as well as Two Rivers Co-op as your supplier, to exercise greater control over managing product inventories, pricing and supply.

In the process, they can not only help reduce your costs and ours, they will also open the door to greater opportunities to lock in savings on the LP that will be used to heat your homes, dry your crops and power various appliances.

We firmly believe that it will be **In Your Best Interests** to take the time to review the details of these two **Very**

Special Programs and to give **Strong Consideration** to using them so they **Can & Will Benefit You!**

If you are an LP customer of Two Rivers Cooperative and have not received one of these letters, or if you have misplaced the one sent to you, please contact Nick at Monroe, Robin at Pella or me at Otley so we can be sure you can have all the details and facts about what these programs can do for you.

SAFETY INFORMATION: During the month of May your Two Rivers Fuel & Energy Team will also be mailing out our **Annual Safety Facts Update** to all of our customers, and I also want to urge you to take time to review this information, and to share it with the members of your family as well.

There are **Two Fundamental Objectives** we have in sending you this information each year.

The first objective is obviously to try to **Inform You** about various steps and procedures you and the members of your family need to be aware of to **Prevent Accidents** and/or injuries, since preventing them in the first place is naturally the goal we all have.

The second objective is to **Inform You** about **What To Do** if, for some reason, any of the preventative measures are not followed and **An Accident Happens**.

Certainly every member of your family needs to be brought up to date and made aware of these proper safety practices and procedures so that everyone at your home can help to prevent accidents and injuries from occurring.

But even more importantly, every family member needs to be informed and aware of what needs to be done in the event of an emergency to minimize damage, to provide proper first aid and treatment, and to prevent what may start out as a minor accident from turning into a potential disaster.

Safety Is Everybody's Business, and Everyone's Responsibility.

So please, I encourage everyone to review this information with your family so we do not need to a tragedy remind us of the consequences.

SOY BIO DIESEL: Thanks to the pas-

sage of legislation to provide tax credits for Soy BioDiesel, the cost of it and conventional diesel fuel are at this time virtually the same.

And this year, as the sulfur content of diesel fuel is drastically reduced, not only will costs of conventional diesel fuel be increasing, first for highway diesel and later on as lower ag diesel sulfur requirements are phased in, but we'll also be having a dramatic reduction in the lubricity properties of conventional diesel products.

These changes will bring even greater benefits, advantages and savings to the use of Soy BioDiesel as we look to the future, and we hope you are supporting this product with your purchases.

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ground to watch for white grubs, seed corn maggots, flea beetles, wireworms, cutworms and, as the young plants emerge, cutworms arriving.

The rains we've been getting also mean you need to be checking the fields for crusting that would hinder plant emergence and development.

Scouting as the crop emerges also allows you to identify if there have been any planter skips, and/or spray skips or areas it's possible were simply missed when the field was sprayed, since mistakes can happen and scouting early allows us to correct them.

Finally, as you get ready to shift over to planting your soybean crop in the weeks ahead, please give added consideration to having your beans treated with Warden RTA to provide protection for the seed and seedlings.

If we plant this bean crop as early as it looks like we will, the seed will be put into cooler and, based on current conditions, moister soils. Those are prime conditions for attacks from diseases, so a nominal investment in seed treatments could save you big time!

After all, with seed costs being what they are, plus fuel costs and the amount of time re-planting a stand or partial stand takes away from doing other work with your crops, seed treatment is an even more solid investment.

ATTENTION LP CUSTOMERS

The Deadline To Sign Up For Our

BUDGET BILLING PROGRAM IS

MAY 15, 2005

**Do Not Miss This Opportunity To Simplify
Your Energy Costs And Save On Your Needs Too**

**Seed
&
Stuff
By
Jay
Van Woerkom**



As Robby has noted in his article, taking the time to scout your fields during these early stages of the season can and will pay off in many ways, since the biggest key to correcting any problems and to preventing losses to weeds, diseases and insects is and always has been **Early Detection** followed by **Timely Action**.

The crop is at its most vulnerable during these early stages of development and growth, and any setbacks it suffers early can extend all the way through the year.

Much of the information I have been receiving seems to indicate we could be in for some severe challenges from weeds and insects this year as a result of the relatively mild winter and the earlier than normal arrival of warm weather.

Many fields had weeds greening up much earlier this spring than we've normally been accustomed to seeing, no doubt benefiting from the combination of warm soils, warm temperatures and recent showers to provide a growing spurt.

As always, the larger these annual weeds get, the tougher they are to control, so we need to be monitoring things very closely in the fields by **Scouting Before We Spray** to help us fine-tune product choices, rates and other potential adjustments to our control strategies.

The mild winter may have also contributed to a larger survival rate for over-wintering insects, plus the early arrival of warmer spring temperatures may also be responsible for an earlier than normal surge in bug populations.

Alfalfa weevils, bean leaf beetles, aphids, black cutworms, flea beetles and a host of other pests that can cause major problems for our corn and soybean crops all have the potential to be increased threats this spring.

That being the case, you probably need to be extra alert and watching for signs and symptoms of bugs, diseases and weeds as you scout your fields, and make time to scout early and often right out of the starting gate just as soon as the crop goes in.

Please do not hesitate contacting one of the Two Rivers Agronomists if you see any problems in the making as you're scouting your fields, and of course if there are any questions you have if you encounter anything that doesn't look right.

At the time of this writing heading into the last week of April, things were on hold for a bit as a result of several light showers.

But as the sun returns and work picks up again, I expect we'll see a lot of corn being planted all across the area, so I'll remind everyone now that if they find they've run short of seed corn, we have some very good numbers available to fill in with, so don't hesitate contacting us for your in-season needs.

The same can be said for seed beans, especially this year when we have larger seed sizes than we've had in the past, meaning a bag of beans just won't go as far in the field.

Again, we've got some outstanding soybean numbers on hand for your in-season needs, and we'd appreciate the opportunity to be your supplier.

On the other side of the coin, if you find you've run long on any of your seed, we ask you to please return bags to us as soon as possible so they can be returned to our suppliers and credit issued to your account.



**Feed
For
Thought
By
Jason Smit**

As things get busier for all of us this spring, I want to ask for the cooperation of our livestock producers to help us be more timely and efficient in serving your operation's feed supply needs.

We all know what is happening with fuel costs these days, and therefore it's also clear your cooperation is essential to help us control delivery costs as well.

What I am asking all of you to do is to call in orders for next day deliv-

ery by no later than 3:00 in the afternoon the day prior to delivery.

Obviously, any additional time you can provide will be even more helpful, and more appreciated!

This lead time enables us to coordinate the feed manufacturing, loading and delivery schedule for the following day so we can get the earliest head start on determining the route the delivery equipment will travel to start the day.

It also typically means we can begin delivery earlier each morning, be more efficient, effective and economical on every trip out into the country, and save time, manpower and money in the process.

With everyone's cooperation, this could work very well, so give it a try.

PHASE OUT: I want to inform our producers that we'll be in the process of phasing out our animal health line of products (water medications, injectable products and so forth).

Most producers either purchase the supplies direct from the supplier and/or obtain them from their vet, thus the negligible demand we have makes the cost of carrying an inventory of these items prohibitive.

To help in this process we will be offering some very good savings on the remaining in-stock supplies we have, so please feel free to check with us if you have an interest.

OPPORTUNITIES: Once again I urge anyone with an interest to contact us about opportunities we have available as people contact us looking for finishing spaces for pigs, indoors and/or outdoors.

It costs you nothing to ask questions and to investigate the wide range of opportunities that are out there, so contact us at Two Rivers so we can visit with you about your specific interests.

LATE NEWS: We have just been contacted by individuals who are looking for hoop buildings or other outdoor facilities in which their pigs can be finished.

We feel these are some outstanding opportunities for local producers, and I encourage anyone with an interest to please contact the Two Rivers Feed Team ASAP for details.

MAY IS BEEF MONTH

Please Join Us As We Salute Our Local Beef Producer Families/Operations To Express Appreciation For Their Hard Work & Dedication To Quality

IOWA BEEF - IT'S THE BEST



As I See It
By Tracy Gathman
General Manager

In last month's newsletter article I updated everyone about a storage expansion project which had been approved by your Board of Directors.

At that time we were in the preliminary stages, taking bids, obtaining permits and the various other procedures that need to be completed before the first spade of earth can ever be moved.

As we got deeper into the process, it was discovered that the soil structure at the intended site for this bin was not sufficient to sustain the 500,000 bushel bin that we intended to build.

The first alternative we looked into was to investigate bringing in sufficient fill to strengthen the soil structure, a process which we quickly discovered would be cost-prohibitive.

We then looked at another alternative, that of pouring a concrete pad of sufficient additional size on the proposed site that would serve as a foundation ring so as to "float" the weight of the bin over a larger surface area.

Unfortunately, the additional size of the pad we would need to pour could not be accommodated into the space, thus this was not an option either.

With the most logical of options therefore eliminated, we re-grouped to re-assess our immediate objectives, since time is obviously a critical issue in all of this if we are to begin construction to have things completed ahead of the fall harvest.

It should be noted here that one of the primary objectives identified by your Board and Management at our most recent Strategic Planning Session was to undertake the upgrade and expansion of our grain receiving, handling and storage capabilities and capacities.

It has been over ten years since any major changes, upgrades or additions have been made to the grain capabilities and capacities at any of our locations, and just look at how much has changed in that time.

For one thing, the size of the equipment being used to harvest and deliver

corn and soybeans has been growing increasingly larger and more efficient, enabling our customers to combine and deliver more bushels in less time than ever before.

Additionally, we have seen a fairly steady increase in crop yields as a result of numerous improvements that have occurred in management, genetics and technologies.

Also, we have had steady growth in the number of bushels handled by our locations, both at harvest time and over the course of the year in terms of annual volumes.

The bottom line, therefore, is that as change and growth have continued to take place on your farms and in your fields with ever-increasing speed, bringing about increases in productivity, increases in efficiency to harvest more bushels in less time, and increases in the size of the equipment many farmers are using to deliver their crops to town, change and growth needs to be addressed at Two Rivers to better enable us to keep pace with your needs.

And while last year's exceptionally large crop may have more fully illuminated a number of the inadequacies in receiving, handling and storage that existed, it should be noted these shortcomings have been steadily increasing year to year, thus our decision to address them beginning this year is not based solely on the experiences of a single crop or harvest.

In any event, with our original storage expansion plans and intentions sidelined due to the lack of proper soil structure on the proposed site, it became necessary to shift gears on-the-go, and at a special meeting of the Board in early April your Directors

approved construction of a 390,000 bushel steel bin that is to be located to the southeast of the office in what is now the grassy area.

At this time bids have been received, the various contractors selected and, by the time you're reading these words, we will have completed holding a public hearing to discuss a height variance request to install a new grain leg and tower that will be needed to fill the bin.

This new storage bin will be dedicated to handling soybeans, thus enabling us to increase efficiency and enhance the speed of receiving by being able to receive corn and soybeans at the same time at separate dump sites.

I want to take this opportunity to recognize and thank all of your Directors for the extra time they have been asked to spend on this project during what is, as all of you know, a very busy time for all farmers.

Hopefully things can proceed and progress much more smoothly on this first of what I am sure will be various other key grain storage, handling and receiving projects that Two Rivers will be undertaking in the years ahead so our locations can provide you with the very best in service.

CLOSING COMMENTS: We're off to a very good and early start on spring planting, and while there have been a few delays caused by Mother Nature, let's keep things in proper perspective and remember it is still very early and we still have plenty of time.

Be extra careful and cautious in all of your work, take your time and use sound logic in making your decisions so we can all do our part to have this be a safe season for everyone on the farm and at Two Rivers Co-op.



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