



# 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

April, 2006



### Crop Talk

By Robby Wilson

This month's newsletter contains photos of the most recent investments that Two Rivers has made in assets to expand and enhance our line of customer services, and we hope that all of our customers will have the opportunity to utilize them so they can provide the best returns for you.

**Seed Treating** is, as we have talked about in various articles over the past couple of years, something that has become so much more important for all of our customers to use to protect their seed investments.

With the cost of each bushel of soybean seed you plant being what it is these days, and with all of the genetic protection, crop and yield performance that is contained in every seed that goes in the ground, it is just a simple matter of making good economic sense to protect the seed from insects and diseases.

Seed is too valuable to waste, and your time is too valuable in the spring, so re-planting a stand weakened by diseases and/or bugs is no longer the quick solution and/or alternative it once was.

And this year, since we've had such a mild winter, there are bug threats from pests like the over-wintering generation of Bean Leaf Beetles which are an even bigger concern heading into spring.

**Cruiser Max** would be the logical treatment choice for protection against

disease and bug threats, and it's a **Guaranteed Product** too!

That's right, if you treat your seed with Cruiser Max and the stand needs to be re-planted, they will either re-pay you for what the initial seed treatment cost you, or pay to have the re-plant beans treated.

Be sure you've visited with the Two Rivers Agronomists about your seed treating needs by the time you're reading these words, and if you haven't done that, set aside time to do so as soon as possible so we can get all your seed treating programs and services lined up.

**CSP ISSUES:** One of the most significant issues to present itself to farmers all across the Two Rivers trade area in recent years is the Conservation Security Program (CSP), and there is a lot of interest being expressed in it as we are visiting with our customers



### Liquid Nitrogen Side-Dressing Equipment Added

*This is one of the two new DMI liquid side-dressing applicators that have been added to the Two Rivers equipment fleet this year to help us serve the nitrogen needs of our customers in the most timely and efficient manner.*

*Both of these liquid systems feature an 850 gallon tank, and they are set up for application in 30-inch rows using an 12-row/11-knife application process.*

about their future plans.

Of course there are also a lot of questions being asked, and some things included in the CSP that people need additional information on.

Your Two Rivers Agronomy Team is most anxious and eager to be of service to you in explaining how to fit the provisions and requirements of the CSP into your own individual farming operation for the future.

If there is **One Key Item** that I could point to as being the **Top Priority** on which you need to concentrate, it would be to urge all of you who are participating in CSP to **Keep Complete & Detailed Records.**

Make no mistake about it, having full documentation of what you do and when you do it as regards the CSP will

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

**FUEL NOTES:** While I don't particularly like using the worn and over-used cliché "**Spring Is Just Around The Corner**", the fact of the matter is those few words pretty much sum up the situation as completely and correctly as any other words out there.

We are indeed very rapidly approaching the start of another spring planting season, and as soon as the fields dry out a bit from the recent showers, and get some sun on them to warm the soils a bit more, there is going to be a lot of field work underway all across Two Rivers Country.

I would therefore encourage anyone and everyone who has not already had their on-farm fuel storage filled to the brim to get that task taken care of very, very soon.

Prices have been bouncing around in a fairly narrow band these past few weeks, and it appears there's not much chance of them changing a great deal as we look down the road.

If prices do anything, in fact, there's a much greater potential for them to move higher than there is a chance they'll ease off by any significant amount, since once the spring planting season starts to shift into high gear, demand for fuel increases and we all know how prices react when demand gets heavy.

There are also a lot of political fires burning to put pressure on fuel prices, and make the always nervous supply situation even more sensitive. Among the most critical issues around the world are:

- \* **The continuing standoff** and saber rattling with Iran over their nuclear programs.

- \* **Nigerian rebels** causing disruptions and shutdowns of crude oil production.

- \* **The President of Venezuela** threatening to suspend shipments of oil to the United States.

Those are only the major worldwide issues which are keeping the petroleum industry on the edge of its seat, and in the process driving prices to these higher levels and, I fear, keeping them there until we have some sort of

resolution to these problems.

Perhaps my biggest concern is that one or more of these problems will boil over in the midst of the planting season, giving us the kind of emotion-driven price escalation we had during the 2005 harvest season.

With all these things in mind, I think you will agree that it will be best to start the season with your farm storage filled to the brim.

This will give Two Rivers the opportunity to re-fill our bulk storage again before we get too deep into the season and the lines start forming at the pipelines and terminals, and before steadily increasing demand for fuel pushes prices up.

**LP NOTES:** We will be wrapping up delivery of LP contracted for the winter season in the weeks ahead.

Therefore, if you are one of the customers who calls in for delivery (Will Call) rather than being on a Keep Full Route, please contact us as soon as possible to make arrangements to finish off your contract.

**NEW SYSTEM:** Within the next few months we will be replacing the Key-Trol Fuel System at the pumps in Otley with a Card Reader System.

Letters will be sent to all customers who currently have keys to inform them of the change-over, and to alert them about the amount of down-time we'll experience at the pumps while the systems are being switched.

This same letter will also outline the procedures we'll be using so you can

pick up your card to use in the new system.

Plus we'll have additional information available for customers who are not currently using the pumps at Otley informing them how they can go about getting their own card for use in our new Card Reader System.

Be watching the mail for this information to arrive, and/or contact us if you have any questions about the new fuel system at the Otley location.

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be the single most important part of making this program work for you and your farming operation.

Here again, your Two Rivers Agronomy Team can be a valuable partner for you to rely on when it comes to the vast majority of this record keeping requirement.

When you have enrolled in the **Two Rivers Crop Scouting Services** program, we will either have and/or can assist you in maintaining detailed soil maps, application maps and records for fertilizers and pesticides, rates and products applied, when applied, stand consistency counts, performance ratings, detailed weed, insect and/or disease scouting information.

Additionally, our record keeping will have geo-referenced information from grid sampling, we can supply you with proper nitrogen testing and nitrate testing services, conduct stalk tests and all the rest.



**New Seed Treating System Ready To Serve Your Needs To Provide Your 2006 Crop With The Ultimate In Protection**

**Seed  
&  
Stuff**  
By  
Jay  
Van Woerkom



At this time we're in the process of **Delivering Corn** orders to customers who have made arrangements for us to bring their seed out, and if you have not received your seed, we will contact you as soon as it comes in.

We'll be using our tender truck to handle **Soybean Delivery** in the weeks ahead, at a cost of \$25.00 per trip.

Therefore, to save yourself money on delivery, call to make arrangements so we can consolidate your orders and save our truck and people extra trips, and save you extra trip charges.

Oh, one quick reminder, as in past years there is **No Return On Treated Soybean Seed!**

This has been our established policy for a number of years, but it never hurts to remind folks from year to year just to be sure the policy is clear.

Getting back to seed, those of you who need alfalfa or any of the other "small seeds" can rely on Two Rivers for an outstanding selection of top quality products to fit your particular needs.

Just give us a call to let us know what small seed programs/products you're interested in and we'll be happy to match your needs with a seed or seeds that will fit like a glove.

With inventory space at a premium, we may not have each of these small seed choices right on the spot, but we can get them here in a matter of hours, so a quick call should be all it takes to get your needs handled.

We will have a very good selection of in-season soybeans to take care of anyone's needs, so please keep Two Rivers in mind for your in-season seed supplies if you run short, have gaps to fill, and of course if you need to make any changes.

Robby has mentioned seed treatment, and this year we have some very attractive prices for this valuable protection.

Call or stop in and ask your Two Rivers Team about our services and see just how inexpensive, simple and easy it is to protect your crop from serious threats.

**Feed  
For  
Thought**  
By  
Jason Smit



As we are getting ready to start another spring season, I want to once again remind all of our producers that now is the time to stock up on your fly control and magnesium fortified minerals so you will be ready to put them to work in your operation right out of the spring starting gate.

This not only gives your livestock the maximum benefits and maximum protection, in the long run you'll also be saving money because being more effective translates into being more efficient and more economical too.

This is especially true for fly control, since every fly you are able to stop during the early stages of the season means hundreds and even thousands of flies you won't have to battle later on.

A good sanitation program coupled with a dedicated effort to control flies and the problems they cause costs very little, and the returns are enormous!

Horn flies, for example, can cause 15 to 50 pounds of weight loss per head during the summer season.

**OPPORTUNITIES:** As warmer weather arrives so too do some very good opportunities to finish pigs in outdoor facilities, and we have a number of sources who are extremely interested in finding sites for pigs, and offering various options in terms

of labor as well.

Like the other on-going opportunities in pork production we have been talking about, these are all positive situations with a full spectrum of participation options, and all offer solid ways to increase farm income, enhance farm equity and put dollars into your own pocket in the process.

It costs you absolutely nothing but a small amount of your time to investigate these different programs with us, to ask questions and to find out if there is something out there just right for you.

So get in touch and let us know what you're looking for, and we can more than likely match you to a sound business opportunity that's just right for you.

**SPRING CLEANING:** As we are bringing in spring inventories of products, we've come across a number of items that we would like to move out of inventory to make more space available.

There are medication products, feed ingredients, some pet food items and a whole lot more that we have on hand, and to help move these products out, we'll be **Offering Big-Big Savings and Special Low Prices!**

Call me directly for additional information and I can fill you in on the merchandise items we have and the **Outstanding Savings** you'll be able to capture!

**PLANNING AHEAD:** Things will get very busy on all of our customer's farms in the weeks ahead as the work intensifies to get the crops planted on time.

With all of our employees also pitching in to provide service and to lend a hand in agronomy, we'll really appreciate early orders to help us plan and route feed delivery.

**Now Is The Time To Line Up  
Pre-Plant & Pre-Emerge Spraying**

*With field and weather conditions improving each day, it will soon be Prime Time for getting those "PRE" products and programs on in front of the Roundup Ready beans.*

*This would include the new Canopy, Valor, the Prowls and/or Pursuit Plus strategies, all of which can be tank mixed with 2,4-D for a good kill on those winter annuals.*

*Having these programs down as soon as it's fit will do the best job keeping all weeds and grasses in check while you're getting the corn planted, and you'll then be all set to make a smooth and easy switch to start planting your beans.*

*All customers who are having Two Rivers custom apply any of these pre-plant and/or pre-merge chemistries need to be sure to verify we have up to date FSA Aerial Field Maps for those fields, with the complete and correct information needed to take care of the application smoothly, accurately and in the most timely manner.*



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

**SCALE DAMAGE:** The newsletter has been delayed a bit as we've been working to address issues related to the destruction of the Pella location scale on the morning of March 30th.

After the crane removed the truck and scale deck, an inspection revealed only two of the scale's metal pieces were not completely broken.

By the time you read this, the portable scale we'll be using over the next two months as the new scale is being installed will be operational.

**PROJECT UPDATE:** Last month we went to press with the newsletter just before the March 1st deadline for members to respond to a letter that was mailed out seeking their input and asking them to share their interest in investing in a condominium-type storage project.

As I mentioned in my March newsletter article, the Board would be taking the input and information received from those responding to this letter, evaluate the level of member support and interest in this project, along with an evaluation of the costs of construction and the accompanying grain receiving and handling equipment that would be included, and make their decision on whether or not to proceed any further.

Based on their deliberations and the evaluation of the costs associated with a project of this magnitude, the Board has determined that it is in the best interests of Two Rivers and the membership to postpone any additional storage expansion projects for the time being.

The Board and Management will continue to monitor all grain operations at all locations for their efficiencies and effectiveness in providing service to the membership.

And the Board and Management will continue to reassess this and other grain storage and handling alternatives in an on-going basis so the best interests of Two Rivers and its members can be served, both for the immediate



as well as the long term.

**PREPARING FOR SPRING:** As you can see from the photos in this issue of the newsletter, your Two Rivers Cooperative has added some equipment to help us serve your nitrogen needs for the upcoming season, along with a state-of-the-art seed treating system to provide the ultimate in protection for your soybean crops.

The 32% liquid nitrogen applicator pictured elsewhere is 1 of 2 liquid N applicators that have been added to our equipment fleet as we continue to address equipment upgrades and replacement of some of the older items that have seen more than their share of tough service in the fields.

As always, it will be very helpful for those of you wanting to use this equip-

ment to work closely with the Two Rivers Agronomists so we can plan and schedule each of these applicators with maximum efficiency.

Two Rivers introduced seed treating services to our area in 2004, and with more farmers planting their soybeans earlier these days, into what are often cooler and sometimes damper soils than they would plant into later in the season, treating seed has continued to become so much more important.

Additionally, with the cost of seed and other inputs these days, plus the fact few farmers have time to go back in to re-plant a stand weakened and/or thinned by diseases, insects or a combination of both, seed treating is simply the best, most logical and most economical alternative to re-planting.



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