



# 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

August, 2008



## Crop Talk

By  
Robby  
Wilson

As August arrives, we again enter a transitional period between crops.

We've done pretty much all we can do for and with the crop that we planted this year, so its fate from here on out is mostly in the hands of Mother Nature.

And yet there are still a number of weeks before we can do anything with the next crop, at least in the physical sense.

But just because we have to get this year's crop harvested before we can begin work on next year's crop, that doesn't mean we can't be looking ahead, planning and preparing in advance for what lies ahead in 2009.

In fact, with the huge changes we've seen taking place in the crop input markets these days, it's become increasingly common for the Two Rivers Agronomy Team and our customers to start looking down the road into the future much earlier than ever before, and for us to start making many crucial decisions and commitments on the next year's crop much sooner too.

As a matter of fact, that process is well underway, since many of our customers have already been addressing the nutrient needs of their 2009 crop with us so they could lock in pricing and supply for the upcoming fall.

Making fertilizer plans, decisions, commitments and purchases this far in advance is something totally new and

*Make Plans To Join The Two Rivers Cooperative Family At*  
**CUSTOMER APPRECIATION DAY**  
**FAMILY BARBECUE & PICNIC**  
**Wednesday, September 10th At The Pella Location**  
**Serving A Great Meal From 4:00 To 7:00 p.m.**  
**Ribeye Steak & Pork Loin Sandwiches**  
**Chips \* Snacks \* Ice Cream \* Refreshments**  
*Bring Your Family To Join In The Friendship-Fellowship-Fun*  
*With All Of The Members Of The Two Rivers Cooperative Family*

different for all of us, and yet that's just one of the many things that have changed significantly in today's vastly re-shaped world of crop production.

Some of these changes have been more difficult and demanding on us than others, and yet it's pretty clear we will need to address them, adapt to them, and become accustomed to working through and with them, since like the \$1.50 per gallon gasoline, \$2.00 corn and \$4.00 beans of the past, the days of waiting until in-season to make input plans or decisions appear to be gone for good.

With higher costs, limited sources of supply and heavier demand from expanding economies around the world for the same products we have, up to now, been the major market for, but are no longer, there is increasingly greater value, importance and potentially greater savings that are gained when you are able to plan in advance to manage and minimize your risks.

As a result, this late summer transitional period, the down-time, gap or whatever else you choose to call it that falls between when the majority of the work ends on one crop and before it starts on the next takes on greater importance, greater significance and potentially much greater value to you, your crop and your farming operation

when it is used effectively.

For example, high crop nutrient costs are bound to be with us for the foreseeable future, and since cutting rates and thus risking all-important yield potential is clearly not a viable or economically sound alternative, the key is to manage your nutrient expenses to maximize the return on every fertilizer dollar invested.

That means putting today's grid sampling and variable rate technologies to work for you to put crop nutrients in the right place at the right rate to get the maximum crop performance and yield benefits you apply those nutrients for in the first place.

It means reviewing your records and evaluating all that you have done this year to see what worked well, what was marginally effective, and where changes need to be made to improve your crop's performance and yield potential next year.

And it means taking some time to sit down with your Two Rivers Agronomists to take a good, long look at all that has happened with the products, programs and management that went into this year's corn and soybean crops so you can make the best plans, decisions, changes and choices as work gets underway on next year's crops this fall.



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

**DIESEL:** It's been nice to at long last see crude oil prices easing off rather than continue the steady upward spiral they have been in, and it would appear to me there are various forces at work causing this.

Make no mistake about it, having consumers use less fuel has been a key contributing factor, plus we have also started to see the struggling U.S. dollar finally gaining a little strength around the world.

I also believe all the attention being focused on speculators and the various fund investor groups for their role in the fuel/energy markets have them easing back on their level of activity.

Obviously, we don't know how long this will last, and since we're into the heart of hurricane season now we could be in for a change anytime if Mother Nature threatens the Gulf.

And with that in mind, I feel it would be a solid strategy to use these dips in the market as opportunities to start layering in your fall diesel needs, not only by contracting gallons, but also by getting started on filling your on-farm storage with deliveries right off the truck when the price slips.

**LP:** With LP prices as high as they are, we want everyone to be aware that **We Will Not be filling dryer tanks with propane unless a customer Specifically Requests us to do so.**

Also, with all of the weather and other challenges we've all been through this summer, we've been doing our best to get around to all of the customers on Keep Full to Summer Fill their tanks.

As an added precaution to help us be sure we haven't missed anyone, however, if you're on a Keep Full Route and we haven't been there to fill your LP tank this summer, please give us a call.

Also keep in mind that **the final day to get in on LP Contracting is August 31st.**

If you don't have your needs locked in yet, please do so by that date so you're not at the mercy of the volatile in-season market.

**Seed & Stuff**

By  
**Jay Van Woerkom**



**PLOT TOUR:** We haven't been able to nail down all the final arrangements as yet, but as we go to press with this month's newsletter with just a few days remaining in July, it appears as though **Tuesday August 26th** will be the date for this year's **Two Rivers Plot Tours.**

As in the past, we'll have both a morning and an evening tour, and this year we'll again rotate sites so the Morning Tour will begin with an 8:30 breakfast at the Glenn Van Wyk farm east of Pella just off 163, and that evening we'll be at the Paul Hjortshoj farm west of Monroe off 163 for a meal served between 5:00 and 7:00 with on-going tours.

These tours give you an outstanding opportunity to evaluate the performance and ask questions about many of the seed industry's best genetics and technologies.

You will also be able to get an up close look at some of the newer seed products that will become available for next year, and to see some plot-by-plot comparisons and trials on different crop protection and crop health traits and programs we're handling.

Again let me remind you that all of the above is **Subject To Change**, so please watch for firm and final details to be announced, and of course keep in close contact with your Two Rivers Staff as we get deeper into August so you can be sure to plan accordingly to join us and your friends and neighbors for these tours.

**SOYBEAN APHIDS:** Late July and early August are the time for Soybean Aphids to start showing up in larger numbers, but at this time the weather isn't all that favorable to reproduction.

However, as we know from past bitter experiences with aphids, their numbers can explode very quickly if and when conditions do improve, and since aphids are being detected in some areas of central Iowa, the situation bears watching - and scouting.

Cool to mild conditions favor aphid population increases, while hot, humid weather causes them to die-off.

Studies show that aphid populations can double in as little as a day and a half when conditions for reproduction are favorable (mid-70 degree temperatures), so it's possible to go from a minor infestation to a definite threat in a very short time.

Using today's soybean prices, the economic threshold is now around 250 aphids per plant to justify application of an insecticide, so scout your fields at least once per week, and preferably twice weekly, now through August.

**FROGEYE LEAF SPOT:** For the first time I can recall, we're seeing wide spread symptoms of Frogeye Leaf Spot in soybeans.

Early symptoms are small, yellow spots on leaves that can appear any time, but most often after flowering. The centers of these spots eventually enlarge to be about a quarter inch in diameter.

These lesions can also develop on the stems and pods of soybeans. If pods are infected it can cause damage to the soybeans inside. While some may not have any visible symptoms, others may be dark, shriveled or have a cracked seed coat.

Fungicides sprayed at the R1 to R3 stages are most effective in reducing the severity of this disease.

**Notice Of Holiday Closing**  
**MONDAY SEPTEMBER 1**  
**LABOR DAY**  
*Please Plan All*  
*Supply-Service-Business Needs*  
*In Advance Of This*  
*3-Day Holiday Weekend*

*We Invite You & Your Family To Join Us For*  
**AG IN THE CITY OF PELLA FARM FEST**  
**Thursday, August 21st From 5:00 To 9:00**  
*See Local Dealership Farm Machinery Displays*  
*Plus Antique Tractor Displays*  
**LOADS OF FUN-SURPRISES-PRIZES FOR THE KIDS**  
*Watch Local Media For Additional Details To Be Announced*  
**REGISTER TO WIN VALUABLE DOOR PRIZES**



**Hybrid  
Vigor**  
By  
**Joe Toillion**  
Swine & Beef  
Specialist

**SWINE:** We're entering the hottest part of the summer season, and this is clearly a time when the role of management can and will make a big difference in helping you manage costs.

Adjusting the level of lysine you're feeding one level higher will help to offset lower feed intake that comes with hot weather, and everything you can do to provide pigs with relief from the heat needs to be done.

Drip coolers, misters and fans need to be used effectively, water needs to be kept as fresh as possible and readily available at all times, and pigs should be given additional pen space and/or you need to put fewer pigs per pen.

Hook lighting up to timers so the lights come on late, perhaps even at midnight, to stimulate the pigs to eat when temperatures are cooler.

This will also provide greater access to the feeders for little pigs.

We're starting to see some signs of improvement shaping up for our pork market now that grain prices have eased back some, especially as we look into the 2009 futures.

Many producers are taking advantage of the opportunities that are developing farther out, however it's still the on-going challenges we've been facing, along with heat and humidity, that we need to keep focusing on.

Selling pigs at lighter weights would be another way to reduce the expense of feeding extra days to higher market weights, and the pencil needs to be pushed to see how this impacts the bottom line, a task we'll be glad to assist with.

**BEEF:** There seems to be as many mood swings in feeding cattle as there are in one of the daytime soap operas, and it often appears as though prices can't make up their mind which way to turn.

Feed costs are on a wild roller coaster ride, and while there is strong demand for beef and the overall size of the herd is keeping pace with this demand, there are some localized challenges that are making things rougher for a large number of producers.

For example, the impact of flooding in Cedar Rapids has made it impossi-

ble to get gluten for 2 to 3 months unless we pay the added freight to bring it in from other sources of supply, and that clouds the economics of feeding it.

DDGS seems to be coming back into vogue as corn prices have dipped, and feeding this product will provide more energy and protein.

The periodic showers have supported pastures very well locally, and in many other parts of the Midwest, so the pasture situation may be better than the one we normally experience as August arrives.

The corn crop also seems to have a lot brighter prospects than it did during the early stages of the season, and not only has this pressured corn to lower values, it also should give us more silage and a better picture for cows foraging on stalks later on.

While grain prices are easing some, the worldwide demand for urea to use as a crop nutrient has pushed its price higher than I can ever recall it.

Urea is a very common beef supplement ingredient and, when balanced properly, it supports rumen health in beef cattle.

Although it's currently still the most economical source of protein to use, prices are continuing to march steadily higher.

As always, the ingredient alternatives to include in your rations are constantly changing as prices and availability fluctuate.

Therefore, I once again encourage you to have the Two Rivers Feed Team assist you with ration formulations to help you manage costs.



**Feed  
For  
Thought**  
By  
**Jason Smit**

**SPECIAL NOTICE**  
**Two Rivers Feed Mill (Pella)**  
**CLOSED**

**Friday Thru Monday**  
**August 22-23-24-25**

I encourage all of our feed customers to mark these dates on their calendars and to please plan accordingly so we can work together through this period during which the feed mill will be shut down so we can replace/upgrade the distributor.

Virtually all the feed ingredients we use in rations manufactured at the mill pass through the distributor, and the one we are replacing is currently 30 years old.

We will be able to handle a limited volume of feed manufacturing through the mill at Monroe, but with your cooperation, advance planning and assistance we are hoping to minimize the additional expense and logistic challenges doing so would require.

Please work with us as we near the shut down period and hopefully we can have all customer needs well served, feeders stocked up for the duration and be back in business at the mill with minimal inconvenience to anyone.

**Can You Help Us Located These People**

*Thanks to the response and assistance of Two Rivers customers, we have been able to locate and contact a significant number of the individuals who were listed in the May issue of the newsletter. However, we are still seeking current address and/or contact information for the following. Please contact Linda, Deb or Tracy at the Pella office if you have any information that would help us in contacting anyone listed below.*

**Wayne L Bagnell**

**Paul Baker**

**Glenn D Borchert**

**Ilene Brandon**

**Orville Brown**

**Gilbert Christensen**

**M A De Zwarte**

**Dan Dullard**

**Flattery & James**

**Katie Heemstra**

**John Heslinga Jr.**

**Mrs. Jennie (Arthur) Hoekman**

**Franklin R Iddings**

**Walter Kamerick**

**Helen (Wyma) Keithley**

**Gerrit Klyn**

**Roy Landers**

**James G Leahy**

**Gary E Lisk**

**Pella Floorcrafters**

**Wesley A Reckler**

**Laverne Rector**

**Gerrit J Roose**

**Roth & Assoc.**

**Prentice Russell**

**Francis Schippers**

**Elmer Slyhuis**

**Ernest Smith**

**Charles Springer**

**Jerry Steddom**

**Harvey Steenhoek**

**Hubert J Steenhoek**

**Gerrit Terpstra**

**Everett Van Engelenhoven**

**Clarence Van Gorp**

**Van Vark & Randol**

**Marvin E Van Wyk**

**Helen J Van Zante**

**John W Van Zee**

**Avis Van Zomeren**

**Ralph Vander Linden**

**Vernon Vander Weerd**

**Ken or Helen Whitis**

**Wilro Const. Co.**

**Woensdregt Const.**

**Norman Zickel**



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

I am sure there may be some of you who are familiar with the history of the cooperative form of business who know that the initial successful model used in establishing a cooperative originated with the Rochdale Society of Equity Pioneers back in England in 1844.

The fundamental objective of that first cooperative, and certainly one of the basic principles and goals of cooperatives that have been established ever since then right up through the 20th century, was to create a means through which purchases of specific needs common to a specific group of individuals could be pooled together in order to create buying advantages for all of the members as a group that would not be possible for them to obtain as individuals.

Over the centuries, of course, the cooperative model of business has evolved, been modified and changed in many ways to reflect our changing times, changing markets and marketplaces, changing needs and the changing ways in which goods and services are procured, purchased and sold by the cooperative, and the changes in how they are ordered, billed and paid for by the customer/members of that cooperative.

If you know your cooperative history, you also know the beginning of the cooperative form of business in the United States can be traced back to Benjamin Franklin over 200 years ago, and that the cooperative movement really mushroomed in the early days of the 20th century in response to the excesses and greed of monopolies and corporate giants who controlled supply and price by limiting and even eliminating freedom of choice.

Recent developments in our markets and marketplaces seem to indicate that the old forces of business we once struggled against have returned, with our choices and alternatives becoming increasingly limited, our sources of supply for goods and services more

*Mark Your Calendar & Plan Accordingly*  
**TWO RIVERS COOPERATIVE  
FISCAL YEAR ENDS AUGUST 31, 2008**

*The end of another fiscal year of operations is rapidly approaching and we take this opportunity to extend our thanks and appreciation to all of our members for their continued support and business over what has been a very eventful and exciting year of business for your cooperative.*

*With August 31st falling on a Sunday this year, we will need to have all business transactions completed and account payments made prior to the close of the business day on Friday, August 29th so they can be included on the books for the 2007/08 fiscal year.*

*As with all fiscal year ends, a complete inventory of all of the cooperative's grain, feed, agronomy, petroleum and other merchandise will need to be conducted by members of the Board, Staff and representatives from our auditors, and since this requires the full and undivided attention of all individuals who are taking the inventory, it will be necessary to close for the period of time during which inventory is being conducted at each location.*

*These times will be posted location-by-location as the time for inventory to be conducted is established.*

restricted, our prices and the availability of the basic needs we must have in the hands of a select few.

Your grandfathers and great grandfathers turned to the cooperative model of business to release them from those limitations and restrictions, to expand their freedom of choice, to assure them of a reliable supply at a fair and competitive price, and to have an alternative to turn.

In 1920 they made a commitment to establish a cooperative in their local communities.

They made a commitment to support their co-op and to do their business with it.

And they made a commitment to work together to strengthen it so they could always have a choice and a voice in determining their fate and the fate of their farming operation and their family, not only for that particular time, but for all time.

Has history come full circle?

Is now the time for you to make commitments similar to those made by previous generations that farmed the fields you are farming today?

Is maintaining your choice and voice in what happens tomorrow valuable enough to make a solid commitment today?

I certainly hope that as you ponder these questions you will come to the same conclusions regarding the importance and value of your local cooperative as your forefathers did when founding this cooperative in 1920.

It is my belief as we move forward in this new and dramatically different marketplace which we are experiencing that the commitment between you, your cooperative and your farming operation will need to become stronger and more clearly defined for the mutual benefit of your farm and the cooperative you own.



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