



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

December, 2007



Crop Talk

By
Robby
Wilson

It's the day after Thanksgiving as I am putting my thoughts together for this month's newsletter article, and I hope all of you were able to have an enjoyable time with your family as you gathered for the *Thanksgiving Feast*.

It is indeed remarkable to reflect on all that we have been blessed with over the course of this past season, like the bounty of a good crop from the fields, the support of our families and friends, the good year for our entire cooperative you'll soon be hearing about at the Annual Meeting, and so much more.

Putting things into the perspective of agronomy related issues, as I reflect back on the past several weeks I think we can all be very thankful and appreciative of just how much work we have been able to get done in the fields after the crops were out.

I know I was not the only one who felt a lot of concern and foreboding right around the middle of October at the almost total lack of progress everyone was making on crop harvest, and on the subsequent long list of fall field chores that were on the agenda.

Soggy, saturated fields kept equipment idle for long stretches of time, in fact there was one week that barely a wheel turned, and I am sure a lot of us were wondering if we'd even have the crop harvested by Thanksgiving, much less any significant start on fall fertilizer, lime, nitrogen and tillage.

But along about October 20th or so

the weather turned favorable, and that signaled a virtual non-stop run of work which has carried us all the way through about a four week stretch of tremendous progress all across Two Rivers Country.

The only thing that slowed the pace was the season's first measurable snowfall the day before Thanksgiving, which was indeed a fitting time pause so the day's activities, festivities and mountains of food could be even more thoroughly savored.

I haven't as yet totaled the number of acres of lime and dry fertilizer that has been spread, but I know it has been a substantial number, one that sets the stage well for a lot less pressure on everyone when next spring arrives.

Likewise, I haven't yet tallied up the acres of NH-3 that have been applied thus far, but here again it has been a very good run on NH-3 applications, and nurse tanks were still rolling across the scales and into the country in preparation for more to be done this weekend and on into next week, weather permitting.

So while I don't have final totals for any of this fall's work as yet, the pace at which products and equipment have

been moving assures me, and you, that we've come a long way over the past several weeks.

And as thankful as I am and we all are today for the progress that has been made by Thanksgiving, there's no doubt in my mind we will all be even more thankful for this volume of work to be done - and hopefully even more - as the new spring season arrives.

Make no mistake about it, this much work doesn't get done, this many tons of NH-3, lime and P & K don't get applied just because the weather is good and fields are fit.

A huge amount of planning and preparation needs to be done, specific orders need to be firmed up and placed in a timely manner, good communications, teamwork and cooperation between us are an absolute must.

The customers of Two Rivers came through to provide all of these essential ingredients that have made so much of this possible, and speaking for the entire Agronomy Team I want each of you to know that we appreciate all you have done, we are grateful for the

CROP TALK

Continued On Page 2



Fuel Facts

By
Scott
Bensink

The harvest season may have had somewhat of a staggering start as October showers slowed progress, but we certainly have to give Mother Nature credit for the absolutely great weather that was provided over a 3 to 4 week period to move things along very quickly after fields dried.

The delays we encountered also had a secondary benefit in that they seemed to spread out the pressure on the fuel pipelines and terminals so that few, if indeed any, supply issues materialized as the crop came in.

I wish they would have had a similar calming effect on prices, however all of the on-going speculation and added investment coming into fuel/energy markets, and others, as a result of the weakening value of the dollar have kept prices volatile and uncertain.

Now that cold weather is starting to move in, we're blending fuel as usual, though this year, as a result of the tremendously short supply of # 1 grade fuel, the challenges have increased.

Some terminals haven't had # 1 Grade for many weeks, and it appears this is going to be an on-going problem throughout the winter, so please bear with us as we strive to make the most of this very difficult situation.

Naturally, the furnaces going on all across Two Rivers Country means our Energy Team is once again running the routes to keep our customers well supplied with their home heating and energy needs.

By now most everyone has added their name to the *Keep Full Route* list, which is a tremendous help to us and an added convenience for all of you.

However, and I make this request at the start of each and every new heating season, please keep in mind that it's always best to *Check Your Gauge Periodically*, even if you are on a *Keep Full Route*, just as an added precaution against running too low on your supply at some point.

This is especially true if we have one of those prolonged cold snaps that causes usage to soar dramatically, or

Holiday Hours At Two Rivers Cooperative

CHRISTMAS HOLIDAY

Closing At 12:00 Noon Monday, December 24th

Closed All Day Tuesday, December 25th

NEW YEAR'S HOLIDAY

Closed All Day Tuesday, December 31st

Please Plan All Supply-Service-Business Needs In Advance Of These Closing Dates To Help Us Serve All Customer Needs In A Timely Manner

for anyone who for one reason or another might be using more energy than they have normally used in the past.

For example, if you have added a new LP fireplace or are using the one you've had more often than you've used it in the past, if you have added any new appliances that would increase usage.

Likewise, if you have remodeled or added new living space to your home and/or are heating additional rooms or buildings, all are situations which would increase usage beyond what we have historical usage references for.

And of course if there is a major storm headed our way and there is a possibility service might be delayed due to weather, knowing your inventory ahead of time and being able to place an order if you feel you may be running low can provide peace of mind for all.

CROP TALK

Continued From Page 1

opportunities you have given to us to be of service, and we *Thank You* for your support.

Of course the finishing touches need to be supplied to turn all of the plans and decisions you have made

into action.

That means a lot of hard work, long hours and a determined, dedicated commitment to serving the needs of the customers and handling their orders for products and services are necessary, and once again I want to both thank and recognize all of the employees for everything they have done this fall to make this a good fall season for all.

Obviously, we will continue to do everything we can to attend to any additional fall applications that you're planning, since every acre we do before winter shuts the gates to the fields buys more time and flexibility for all next spring.

Speaking of which, once again this year we'll be holding our *Annual Pre-Pay Days* that offer maximum savings on all spring crop inputs and services right after the start of the new year, and this year you definitely won't want to miss an opportunity to lock in supply and price before the in-season rates become effective.

So in addition to working together in the weeks ahead on any remaining field applications and services, let's also try to spend some time visiting about your plans, programs and needs for next spring.

Board Of Director Election Voting Procedures

MAIL IN BALLOTS MUST BE RECEIVED BY 5:00 p.m. DECEMBER 11th

If you are mailing in your ballot, please allow sufficient time for it to be processed and delivered by the postal system so that it will be Received At The Co-op 2 Days Prior To The Date Of The Annual Meeting.

Ballots can also be properly filled out, the return envelope signed and brought to any Two Rivers Office location by the close of the business day Tuesday, December 11th.

Members who will be attending the Annual Meeting can bring their ballot and voting envelopes with them to the December 13th Annual Meeting, where they can be turned in at the Registration Desk as you enter.

PLEASE NOTE - THE ENVELOPE CONTAINING BALLOTS MUST BE SIGNED TO BE VALID

The signed/sealed envelope assures that your votes remain confidential while providing for accuracy in checking the membership roster to match eligible voting member's name with that on the sealed envelope.

All sealed ballots submitted, whether by mail or in person, will remain sealed until they are opened by the tellers, who will remove the confidential ballot and discard the envelopes prior to counting the ballots.

Board Of Director Candidate Profiles

The following individuals have had their names submitted by the nominating committee to be included on the ballot for the position of Director. Class A members can vote for their choice of 1 candidate from each of the 3 Director Area Districts in which a candidate is to be elected, with the individual receiving the highest vote total in each District elected to the Board.

Once again this year, members who will not be able to attend the Annual Meeting in person will be able to cast their vote by mail, using the mail in ballot and envelopes to cast mail in votes that will be sent to all Class A members with their Official Notice of the Annual Meeting.

OTLEY AREA

Edgar Gritters

Edgar has been farming for 48 years. The Gritters farm, which Edgar farms with his youngest son Joel, is located east of Otley and includes corn and soybeans crop production.



Edgar and his wife Regina, who works at the Pella Nursery, have four adult sons; Rick, 49, Mark, 48, Scott, 43 and Joel, 33. For hobbies, Edgar enjoys singing in the church choir, attending local sporting events, reading and fishing.

A cooperative member for 48 years, Edgar is also a member of the Calvary Christian Reformed Church in Pella; a member of the Farm Bureau, Corn and Soybean Growers Associations; and is a "Back To God Hour" representative for the Calvary Church.

Brad Rietveld *

Brad has been farming for 18 years. The Rietveld farm is located east of Otley and includes corn, soybeans and alfalfa crop production, plus a cow/calf feedlot livestock operation.



Brad and his wife Holly, who works in the lab at 3M, have one child, son Caleb, who is 9 years old. Brad and the family enjoy numerous outdoor activities as hobbies.

A cooperative member for 18 years, Brad is also a member of the 3rd Reformed Church in Pella; a member of the Marion County Cattleman's and Marion County Corn Growers Associations; and serves as a Trustee for Lake Prairie Township. He is completing his second term on the Board. He has held the office of Board Secretary during his tenure and is currently Board President.

OTLEY AREA

Joe Rempe

Joe has been farming for 13 years. The Rempe farm, which he farms with his father Stan, is located north of Leighton, is known as S & K Farm Company and includes corn and soybeans crop production plus a cow/calf livestock operation.



Joe's wife Carrie assists him with running the cow/calf operation, and the couple enjoys attending cattle shows. Joe also enjoys hunting and fishing in his spare time.

Joe has been a cooperative member for 13 years and has served a term on the Two Rivers Associate Board.

Arvin Vos *

Arvin has been farming for 37 years. The Vos farm is a family farm corporation located east of Otley and includes corn and soybeans crop production.



Arvin and his wife Laura, who is a Sales Associate at Pella Hometown Variety and who does the bookkeeping for the farming operation, have three adult children; daughters Jana, 31, and Brenda, 25, and son Dale, 34.

For hobbies, Arvin enjoys spending time with the grandchildren, tinkering in the shop, and buying and selling small farm equipment.

A cooperative member for 37 years, Arvin is also a member of Covenant Reformed Church in Pella; a member of the Farm Bureau and the Corn Growers and Soybean Growers Associations; a member of the Marion County Pork Producers; and serves as Chairman of the Board at Garden Chapel Funeral Home in Pella. He is completing his first term as a Director on the Two Rivers Board.

TRACY AREA

Jerry Parker

Jerry has been farming for 26 years. The Parker farm, which he farms in partnership with his brother Steve, is located east of Bussey and includes corn, soybeans, oats and hay crop production, plus a farrow-to-finish swine and a cow/calf cattle livestock operations.



Jerry and his wife Diane, who is an Administrative Assistant for Pella Corp., have three children: Daughter

Bailey is 16; son Jared is 17; and son Brent is 11. Jerry enjoys attending sprint car races.

A cooperative member for 16 years, Jerry is also a referee for high school basketball and football.

Greg Van Maanen *

Greg has been farming for 29 years. The Van Maanen farm, which is known as GVM Farms is located southeast Tracy and includes corn and soybeans crop production.



Greg and his wife Kristy, who is a Certified Public Accountant, have two children; daughters Morgan, who is 8 and Jordan, who is 7. Spending time attending and supporting the sporting activities the girls are participating in and riding motorcycles

are the hobbies Greg most enjoys.

A cooperative member for 20 years, Greg is also a member of the Tracy Christian Reformed Church; a member of the Farm Bureau; and a member of the Tracy General Store Board. He is completing his second term on the Two Rivers Board. He has held the office of Treasurer during his tenure and is currently Secretary of the Board.

* Signifies Incumbent Director

**Seed
&
Stuff**
By
Jay
Van Woerkom



We can't control the weather, of course, and Mother Nature will always play a decisive role in crop production.

But there are many facets of crop production which we can control, such as reducing soil compaction, applying and maintaining the necessary rates of crop nutrients, preparation of a favorable seedbed and proper tillage.

Plus, with the recent advances that have been made in seed genetics, and which are continuing to be made, we now have the greatest measure of control over crop performance and yield limiting factors that we have ever had.

Such things as using seed treatments and applying fungicides to our crops, along with selecting specific genetic traits in seed alone and/or in combination, give us a tremendous measure of protection and control in dealing with disease, weeds, insects and other crop performance and yield limiting factors.

There is a lot of information out there in the marketplace, and more is becoming available all the time.

Helping our customers select and implement the best choice of inputs and management to capitalize on the maximum benefits of the controls they are able to exercise over virtually every other factor but weather is the goal which the Two Rivers Agronomists have established to drive our services.

As the process of planning and purchasing inputs begins in the weeks ahead, please contact us to assist you.

SOYBEAN RUST: Perhaps you heard Soybean Rust was identified on September 25th in Dallas County?

The significance of this news is that it shows the spores do have the capability of moving great distances given favorable wind and climate conditions.

SEED ORDERS: Please keep track of the latest savings and discounts available for placing seed orders with us prior to the middle of December.

Also be aware that issues like smaller seed sizes and corn availability, especially in the most highly sought after traits, will only get more serious with the passage of time. Order early to secure your preferences.

**Feed
For
Thought**
By
Jason Smit



Now that the hectic pace of harvest is coming to an end, we need to have our feed customers get back to planning and placing orders in advance and throughout the week so we can ease some of the heavy pressure on the Friday schedule.

Daylight hours are shorter, road and weather conditions are often more challenging, the next major storm can be on the horizon at any time, and those are just some of the reasons we need to maximize efficiencies and effectiveness by spreading the workload out rather than stacking up feed delivery orders for the end of the week.

Another reason is to help out that man delivering feed in all sorts of weather so he doesn't have to be out there dodging deer, trying to maneuver into tight spaces, battling the elements and limited visibility long past dark late on a Friday afternoon.

Spreading the orders throughout the week lets us plan the entire feed manufacturing, loading and delivery process to be more efficient and effective, more timely and more economical too, and that just benefits everyone.

CSP IN STOCK: We still have a supply of CSP available for those of you who have preferred using it in nursery situations, and we will continue to offer this product until supplies are exhausted if you've had good success with it in the past.

**Beef
Producer
News**
By
Ashley Paddock



With your crop harvest and fall field work winding down to a close, we can once again give some attention to issues of beef production and nutrition.

Increased demand has kept feeder cattle prices steady to stronger, and while grain prices remain at elevated levels compared to most post-harvest periods, we are seeing some movement in the markets, as the price of corn was off by 3 cents last week.

It's always important to check break-evens on any livestock project before you buy, and with the volatility and higher costs we have in the marketplace these days, you need to be even more focused on the figures.

This will help you do a better job of *Planning For Profits* and, at the same time, give you more flexibility to control and adjust the cost of gain to be the best possible match to your particular situation/project.

I am always more than happy to assist any of our beef producers in running the break-even projections on any project to help with their decisions, so please feel free to stop in or call me.

And speaking of managing costs, our *Mineral Booking Program* will be coming out very soon so you will have the opportunity to book and/or pre-pay mineral prior to the end of the year, thus locking in a firm price, a supply and potential tax advantages too.

Two Rivers Co-op 2007 Test Plot Results

Glen Van Wyk Soybean Plot - Pella Area

Variety	Yield	Variety	Yield
Croplan RT2678 CZ	72.4	Asgrow AG2802	68.8
NK S28-B4 CZ	73.3	Croplan RT3253 CZ	72.1
NK S27-L4 CZ	74.1	Asgrow AG3101	68.9

Paul Hjortshoj Corn Plot - Monroe Area

Hybrid	Yield	Hybrid	Yield
Croplan 5891 CR	230.48	Dekalb 63-43VT3	237.29
Croplan 6025TS	242.87	Dekalb 61-69VT3	238.05
Croplan 6998XX	263.19	Dekalb 58-16VT3	229.36
Croplan 663VT3	230.05		

Vistive Soybean Plot - North Of Pella

Croplan 2756	70.1	Croplan 3126	65.7
--------------	------	--------------	------



As I See It
By Tracy Gathman
General Manager

ANNUAL MEETING: On behalf of the Board of Directors and all Two Rivers Employees, I want to extend a personal invitation to all of our members to join us for this year's Annual Meeting, details of which are included on the front page of this month's newsletter.

Members will also be receiving an Official Notice of the Annual Meeting in the mail, plus a ballot to cast their vote for the candidates of their choice in the Board of Director election.

A profile of these candidates appears as a separate insert to this month's newsletter to introduce these gentlemen to you.

Also included elsewhere is an explanation of the voting procedures and the deadline by which mail-in ballots need to be received, so please refer to this information and, if there are any questions, do not hesitate calling me.

As we announced last month, this year's Annual Meeting will be held at a new venue as a result of scheduling conflicts that prevented us from using the PCM High School as a site.

Though the location has changed for this year, we are once again pleased to have the fine folks of the Monroe Legion preparing and serving the outstanding meal that is so thoroughly enjoyed by all attending.

As I have mentioned on other occasions, the Annual Meeting is always a very special time for all of the members of the Two Rivers Cooperative Family, and it has always been an evening I have looked forward to.

That's because the Annual Meeting gives all of us a chance to come together, share a fine meal along with the friendship and fellowship that have made our cooperative a unique and special family driven business.

This year's Annual Meeting is also special for a number of other reasons, so by attending you will be able to see and hear how your support of Two Rivers and the business which you have transacted here over this past fiscal year have made it an historic year

of record-setting performance.

Just to give you a brief glimpse into some of the highlights of the year that will be reported to you at this year's Annual Meeting, among the things we will be reporting to you are a ...

... *Nearly \$10 million increase in total sales.*

... *Over \$162,000 increase in local savings.*

... *New record of total savings in excess of \$1 million.*

... *A total patronage allocation to members of over \$650,000.*

... *Distribution of nearly \$320,000 in patronage and equity payments.*

Obviously, we are hoping to see a large turnout of the membership to share the evening with us and to hear more about these and many other exciting developments that have made this past fiscal year one of solid achievement for Two Rivers Co-op.

REWARDS & RISKS: Over the course of this past year and a half or so, we've witnessed some remarkable things happening in our corn and soybean markets, which have in many ways been greatly re-shaped by both the historic as well as some new and emerging forces that have driven prices to significantly higher levels.

In addition to the traditional marketing strategies that have been widely used over the years, there are also a lot of hybrid marketing choices and strategies available these days which can offer added flexibility, as well as additional opportunities for both near and longer term sales.

While these are indeed exciting and emotional times in the markets, I believe we always need to keep in mind that as the rewards for marketing

become greater, so too are the risks involved in the decisions we make.

I therefore encourage you to be absolutely sure you're fully aware of and understand any and all potential risks that may be associated with any of the marketing strategies you use, or which you are contemplating using, before you make a commitment.

Every contract spells out specific requirements that each party (buyer and seller) must satisfy.

As the seller, you need to know what you must do to comply with your part of the contract, and what penalties you might be faced with if you're unable to satisfy any of the terms of the contract you have committed to.

Therefore, always fully investigate all of the specifications, requirements and limitations of any marketing contract which you will use to make grain sale commitments.

If you are not sure, if there is anything you don't fully understand or which isn't completely clear, ask questions and demand a full explanation about how the potential rewards can be realized, and how the risks associated with them can impact you and your farming operation.

Please feel free to contact me at your convenience if I can be of any service and/or assistance to you with these issues.

SPECIAL NOTICE
TO ALL INTERESTED PARTIES
There Will Be A Public Meeting
On The New Pella Airport
MONDAY, DECEMBER 10
Held At 7:00 p.m. In The
Pella Community Center



P.O. Box 47
Pella, Iowa 50219

Presorted Standard
U.S. POSTAGE
PAID
Des Moines, Iowa
Permit No. 2929