



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

May, 2008



Crop Talk

By
Robby
Wilson

There is less than a week left in April as I am writing these words, and there's no doubt at all now, we're getting far deeper into spring with very little work able to be done in the fields than I, you or anyone else wants to be.

Whatever progress we have been able to make in the fields thus far this spring has been the odds and ends where exceptionally soggy fields haven't kept us out altogether.

Just as it seems as if we're going to start drying out, along comes a few more tenths of rain to put a stop to that sort of thinking, and we're all back in the holding pattern once again.

People are getting anxious, to say the least, and that goes for everyone at your Two Rivers Co-op as well.

That's to be expected when one considers all the work that's lined up before us to get done.

Nevertheless, as difficult as it is for me to say **“Be Patient”** and as difficult as it is for me to expect anyone to be able to do so, I still make that request of all of you because there is **Absolutely Too Much At Stake** for anyone to get over-anxious and rush into anything on the spring workload too quickly.

There are many consequences we would have to deal with down the road in the growing season if we rush work in the fields and tear up the soils, compact the ground, bust up equipment.

There are too many consequences



The Feed Team at Two Rivers has added a new feed delivery truck to our fleet to help us in serving the needs of our livestock producers. The 18-ton capacity truck features 6 separate 3-ton feed bays so we can have greater flexibility in bringing different rations out on each trip when necessary.

for a crop that will cost more later if we rush to mud corn in when fields are too wet and soils are too cold.

And there are too many consequences for you, your family and your farm if you over-extend yourself and wind up the victim of some accident or injury that was a direct result of working too long, too late and when you were so tired and fatigued that your judgement led to bad decisions.

The cost of all of the inputs these days are too high to make major mistakes, and re-planting all or any portion of a stand is fast becoming a non-option as the days continue to slip away from us.

So with those thoughts in mind, I feel we need to put even more emphasis on working together to control and manage everything we do have some say in, because it's certainly clear we can't do anything to change the weather, the field conditions, soil temperatures, wind speed or the date on the calendar.

For example, with corn apparently going in later than we'd prefer this spring, it's going to be even more susceptible to pests like cutworm.

Also, time for scouting cutworm

and the time to come back in to spray treatments will be even more limited.

So, the solution I'd suggest is to consider a **“Preventative Strike”** by adding some form of cutworm protection with the pre-plant and/or pre-emerge application that's being sprayed.

It's a similar story when we consider what we might be able to do with soybeans, since they too could be going in a bit later, and thus they will be even more susceptible to seed and seedling diseases, plus there will be added threats from the over-wintering population of **Bean Leaf Beetles**, which this year could devour beans as they emerge.

As I said, there will be less time to re-plant a partially damaged stand, less time to spray treatments, plus the costs for the inputs and the time just make re-planting a less viable option than it's been in other years.

The solution I feel you definitely ought to consider would be have your bean seed treated prior to putting it into the ground to protect your seed,

CROP TALK

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Fuel Facts

By
Scott
Bensink

As I am sure everyone is painfully aware, prices for fuel have been surging higher in recent weeks, and unfortunately there appears to be no end in sight to this wild ride.

While it's difficult to imagine a bright spot in this situation, there is indeed a positive note, since as we head into spring we can at least feel fortunate the major causes for these higher prices aren't supply related.

Instead, we are facing a situation in which the on-going weak dollar value is enticing speculators to get even more heavily involved in the fuel/energy markets, since these markets are not as heavily monitored or regulated as are other commodities or investment vehicles.

I understand there is currently some discussion about tightening this loophole to make our fuel/energy markets less of a speculators playground.

Unfortunately, implementing any new regulatory or restrictive measures takes time, and I certainly do not see anything happening in the near term that would bring relief to prices as we move through the planting season.

LP CONTRACTING: We will be coming out with our LP Contracting program for the 2008/09 season sometime towards the end of May, and information will be sent to all current customers outlining the details of this year's program.

I really don't think I need to make any sort of a sales pitch to encourage you to take advantage of this opportunity to lock in a price and a supply of your anticipated LP needs for the upcoming fall and winter seasons.

After all, everyone knows full well just how volatile our LP marketplace has become in recent years, and everyone who has contracted with us in the past knows just how many energy dollars they have saved by contracting.

Therefore, be watching for information to arrive in the mail towards the end of May, or in early June, get your contracts filled out, signed and returned early, and definitely don't hesitate calling if you have any questions.

BUDGET BILLING: One thing we are

definitely recommending to all our LP customers as they contract their home heating needs is to enroll in the **Two Rivers Budget Billing** program.

This allows you to spread your season-long heating costs out over the entire year, thus eliminating those shocking, budget-busting energy bills that arrive in the dead of winter when usage is highest.

We use a formula that incorporates your historic seasonal usage to arrive at the monthly budget billing cost for your farm and home, and you pay that same amount each and every month so you always know exactly what your energy bill will be, and can thus budget it into your monthly payments with greater ease and convenience.

There is also no down payment requirement to contract your seasonal price and supply when you sign up for **Budget Billing**, plus you're automatically enrolled on one of our **Keep Full Routes** for even greater convenience.

I very strongly recommend that everyone get on the **Budget Billing** program for the upcoming year, and I encourage you to contact Robin or me any time if you have questions about this program.

CROP TALK

Continued From Page 1

seedlings and stands from the many different diseases they can encounter when planted into cooler, wetter soil conditions, like those we'll likely be planting in this season.

Plus, why let the over-wintering **Bean Leaf Beetles** chew away merrily on your emerging stands, shrinking them and infecting them with **Pod Mottle Virus**, when a seed treatment

prior to planting would have protected them for a nominal investment?

With the season being condensed on us, another **Absolute Must** as we move forward into the season will be to **Scout Before You Spray**, since this lets you (and us) make the most timely and effective decisions on what products to include in the tank to get optimum control of the major threats you're facing in each particular field.

There are also things you can do at the start of the season that will buy extra time and make life easier on everyone later on in the season.

For example, do some pre-planning about what you plant and where so that when post spraying time arrives you (or we) will be able to move more smoothly and efficiently from field to field, saving time and trips in the process, rather than hop-scotching all over the countryside.

These are just some of the many things that you can be doing during these early stages of the season that will bring huge dividends to you and to your crop down the road, and in most cases the costs are nominal for taking these pro-active steps, and the returns can be exceptional.

Finally, and again, above all else I urge all of you to take your time to **Be Careful & Be Safe** in all of your work this spring.

There will be many temptations to take shortcuts in the attempt to save time, but as we all know from all the statistics and tragic consequences that have resulted over the years on far too many farms and to far too many farmers, the risks and consequences are much too severe and great if saving time means adding to risks.

Keep Good Records Of Where HTCs Are Planted

By Jay Van Woerkom

There will be a lot of corn planted in a short time this spring, and much of it will be one of the several Herbicide Tolerant Corn (HTC) hybrids that are herbicide specific, and thus vulnerable to loss if the wrong herbicide is sprayed on them.

*There is **Zero Tolerance** to Roundup if it's sprayed on a Liberty Link corn hybrid. There is a **Zero Tolerance** to Liberty if sprayed on Roundup Ready corn. And any conventional corn hybrids that are planted, say to refuge acres, would be at risk if anything but a conventional herbicide program was applied post.*

Our biggest concern is that in the rush to get the crop planted this spring, and the pressures of the clock, the calendar and working long hours with insufficient sleep, the risk of not keeping track of which HTC is planted where will be increased.

Therefore, we strongly urge all of our customers to be extremely alert and aware as they are loading their planters with seed to keep track of the hybrid genetics to prevent co-mingling different HTCs and/or with co-mingling HTCs with conventional corn.

Additionally, we strongly recommend that everyone consider field placement in planting these crops so there will be fewer risks of crop damage when the post treatments are sprayed. Avoid planting partial fields to different genetics, and plan genetic compatibility in adjacent fields whenever possible.

*Finally, Take Time To Record What You Plant And Where - **Write It Down** - so you do not have to rely on memory when post spraying time arrives.*

Seed & Stuff

By
Jay
Van Woerkom



Following a long lasting winter in which we had more than our fair share of snow, our above average rainfall amounts this season have created saturated, water-logged soils, along with ponding and spot flooding in many area fields.

These conditions can have a season-long impact on crop growth, performance and yields as variations develop from germination through the vegetative stages.

Later on in the season these variations in corn may delay tasseling and pollination, whereas in soybeans the vegetative process may be affected, however the plants will still initiate flowering and pod set at a given time based on variety, maturity and day length sensitivity.

Here are some of the key areas that I think we need to be aware of as the season unfolds.

Poor Soil Aeration occurs when oxygen in the pore spaces of the soil surrounding the seed and seedling is reduced by wet soils, and this will reduce and/or disrupt germination and seedling growth.

Oxygenation is essential for proper germination, root respiration and nutrient uptake by plants, and the loss or lack of oxygen can result in chlorotic (yellow) plants that may become stunted.

Additionally, nitrogen fixation by soybeans can be reduced or restricted, causing chlorosis and stunting.

Poor soil aeration can often explain some of the differences or variations that are seen in corn and soybean growth, and if the root's growth rate is reduced or restricted long enough, plant growth through the later stages can also be affected.

Flooding & Ponding caused by heavy and/or frequent rains has the biggest impact on corn in the early vegetative stages, prior to 5th or 6th leaf, although it can also have a negative impact much later.

Typically, corn and soybeans that are in the early vegetative stages can survive under water for 2 to 3 days.

The periodic flooding of fields or

FOR SALE - BY SEALED BID

Former Monroe Office/Warehouse Facility & Scale
To Be Removed By Purchaser By September 15, 2008
Sealed Bids Will Be Accepted Thru May 23, 2008
Contact Nick At Monroe To Inspect This Facility
The Board of Directors of Two Rivers Cooperative reserves the right to reject any/all bids deemed unacceptable.

portions of fields results in the loss of oxygen in the soil to support plant growth.

Though moderate water movement/flow can reduce flood damage effects by maintaining some level of oxygen to keep plants "breathing" and alive, more rapid water movement or standing water with mud and silt can cover plants and cause whorl damage in corn.

When water drains from fields that have been flooded or ponded within a day or two, the chances of crop survival are better.

If weather conditions are favorable and the damage to plants is not severe, you should be able to start seeing new leaf growth within 3 to 5 days after fields drain.

Soil Compaction is another signifi-

cant concern we face with wet soils, and this is responsible for significant variations in crop growth, performance and yields.

Working wet soils with today's heavy loads and larger equipment leads to soil compaction in the root zone that restricts both root growth and nutrient/moisture intake by plants.

Acidic Soil pH is another issue of concern, since in some situations soils tend to become more acidic when conditions are wet, and while it's often only a temporary situation, the lower pH in the root zone will impact nutrient availability in some soils.

Nitrogen Issues are obviously another major concern, and I have included some additional information on this subject elsewhere in this issue of the newsletter.



HOLIDAY CLOSING
*Two Rivers Cooperative
Locations Will Be Closed*
MONDAY, MAY 26th
MEMORIAL DAY
*Please Plan All
Supply-Service - Business Needs
In Advance Of The Holiday*

Key Nitrogen Issues To Consider This Spring

By Jay Van Woerkom

With a condensed spring season facing us, one of the big questions we need to address is: How soon after NH-3 applications can corn be planted in the field?

While there is no single all encompassing answer, a number of factors that may impact the potential for seed and/or seedling injury need to be evaluated before planting. These include soil texture and soil moisture, direction of nitrogen application compared to corn rows, nitrogen rate, distance between knives, and application depth.

It is generally recommended to wait a week after applying NH-3 to plant corn. However, if soil moisture is good, the application depth is between 7 and 9 inches, and the NH-3 is applied at an angle to corn rows, corn can be planted 3 to 5 days after NH-3 is applied with minimal potential for injury.

Another issue is N loss, since with a greater potential for nitrogen losses due to wet soils this season, there may be heavier demand (and need) for additional units of N to be applied. This would be especially true in fields that show signs of yellowing with some uneven growth, providing the crops also demonstrate they have a good chance to "make grain" and reach maturity.

N can be applied prior to lay-by to shortly after pollination, though the earlier the better to gain the greatest benefits.

Hybrid Vigor

By
Joe Toillion
Swine & Beef
Specialist



With the cold weather months finally behind us, we need to be focusing on the future for better weather and for better opportunities in livestock production.

Here are some of the things I think we can all be looking at for our two major types of operations:

SWINE: The swine industry is finally starting to see some light at the end of the tunnel, with 2008 and 2009 futures markets showing signs of life as prices climb into the upper \$70.00 range and even close to \$90.00 cwt.

I am encouraged to see this improvement, since our swine industry has posted even higher losses than those recorded in the late 1990s.

Meat prices may not have fallen as low as they did back then, but the cost to feed hogs has been far worse by comparison, with grain, protein, mineral and vitamin sources all having hit record high prices.

The Two Rivers Feed Team has been working aggressively to figure out ways to keep feed costs as low as possible, without compromising on gains, and the flexibility we have with ingredients has helped us greatly in this process.

For example, DDGS provide a good level of phosphorus in a ration, along with protein and energy, and by utilizing this ingredient we can lower the amount of Di-Cal in your ration.

As Jason has also mentioned in his article, Di-Cal today is costing 200% more than it did just 12 months ago, and prices are going even higher as I am writing these words.

By continuing to focus on ways to help our producers save, the Two Rivers Feed Team has been able to provide our producers with equal nutritional values at a lower cost.

We are also utilizing other protein products to lower the amount of soybean meal in feed, thus reducing costs while maintaining growth.

Plus, we've added some new options to our line of pig starters that also help to manage costs without compromising gains.

BEEF: The beef business is something we are now dedicating more

time and effort on as the Feed Team works hard to bring the best technologies, products and programs to our area's beef producers to help maximize profits.

On the front line for this spring are the **Creep & Mineral Booking** programs that we have put together for you, and once again your Two Rivers Team has developed a very competitive program centered around fiber-based calf creep feeds and a diversified mineral line of products.

This **booking period will run now through the 15th of May** on products that are to be picked up or delivered on or prior to September 30th.

With the on-going increases we have been seeing in costs, and more coming as we move on through the season, we believe this is going to be one of the most critical years to book your needs that we've ever seen.

The higher ingredient costs go, the bigger the bite taken out of your profits, plus we're also very concerned about some products being put on allocation, or running out altogether, due to the shortages of phosphorus supplies that are occurring industry wide.

Booking your needs now to lock in the price and your supply will be your assurance of having your mineral needs covered at a price you can handle later.

Please feel free to contact Jason or me if you have any questions and/or if you need assistance in figuring your booking orders so you can get in on this very special and very beneficial **Creep & Mineral Booking** before the May 15th deadline.

The same holds true any time you have a question or need any assistance with your livestock operation, so feel free to contact me any time.



Feed For Thought
By
Jason Smit

BOOKING: By now I am sure you have seen or heard about our **Calf Creep & Mineral Booking** program, since there are announcements posted in our office locations, Joe has discussed them in his article, and the entire Feed Team has been **Spreading The Word** about this special opportunity for you to lock in savings and supply on your upcoming needs.

As Joe notes in his comments this month, this may be the most important booking we've ever offered, since the savings you will be able to lock in by booking your needs with us could be **Absolutely Fantastic!**

At the heart of the issue is what has been happening with Di-Cal, which has increased in price by as much as \$200.00 per month this spring.

And I'm sorry to say, that seems to be just the start of things.

All of the information that I am getting tells me that similar price increases of \$200.00 per month are very likely to occur for the next several months.

And that brings me right back to just how important it will be for you not to miss the **May 15th Deadline for Booking Mineral**, since Di-Cal is one of the common ingredients we find used in many of the most frequently fed beef mineral products.

FEED

Continued On Page 5

Condo Storage Space For Sale

By Tracy Gathman

Since last month's announcement in the newsletter about condo storage space availability being once again offered by Two Rivers, I have had several calls to ask for additional information.

As I noted last month, owning space in condo storage is a solid investment that provides you space and flexibility in handling the larger volumes of grain now being produced on the farm, one which does so without requiring you to sacrifice additional ground on your farm to erect bins, and one which eliminates the time, labor and expense of loading, unloading, maintaining grain quality, running fans, bin upkeep and all the rest.

Space can be purchased in the condo storage in 5,000 bushel increments units at a cost of only \$1.75 per bushel, and this current offer of space will remain open from now until August 15, 2008. The space can be used for corn or soybeans, and bushels can be delivered to any Two Rivers location and designated towards the condo space owned by the individual at delivery.

Please contact me if you have any questions or if you want to know more about the benefits, details and advantages of owning space in condo storage.

FEED

Continued From Page 4

Di-Cal is also commonly used in many swine pre-mixes, and here we're working with our producers so we can stretch existing supplies as much as possible by substituting or modifying ingredient choices whenever and wherever we possibly can without sacrificing gains, performance and efficiency.

Worldwide phosphorous shortages are driving these price increases, therefore I anticipate these higher costs for products containing phosphorus, like Di-Cal, will not start to fade from the scene anytime in the foreseeable future, and I feel you need to be aware of this so you're better prepared to deal with them.

Helping you to manage your costs

by locking in supply and price for an extended period is the goal of the booking program we have put together for our **Calf Creep & Mineral Booking** this month, so be sure you take advantage of this opportunity.

NEW TRUCK: I hope everyone took notice of the new 18-ton Feed Delivery Truck that is featured on the front page of this month's newsletter.

With the addition of the new truck, your Feed Team now has two 18-ton delivery trucks and one 15-ton truck we can utilize to maintain timely, efficient service to our customers.

Obviously, it is the support and business we receive from you, our area's livestock producers and livestock operations, that created the demand and the need for feed delivery that was necessary for the Board of Directors to

authorize committing resources to acquire this new truck, and we look forward to it being a fine asset to help us serve your needs and to earn your continued support for the future.

PLANNING ORDERS: It's going to be another busy season, so as always, a **24 Hours Advance Notice** of when you need to have the feed delivery arrive on the farm is greatly appreciated, since this allows us additional time to schedule and coordinate all the logistics of feed manufacturing, loading truck compartments and routing delivery to maximize timeliness and to minimize extra travel and trips.

So please help us out and, in the process, you'll be helping yourself and everyone else to make the most of our manpower and services throughout a busy, hectic spring.

Can You Help Us Locate These People?

Listed below are names of cooperative customers who we have lost contact with. All have conducted business with the co-op in the past and have earned equities that remain outstanding, and we therefore need to be able to make contact with them in reference to the status of these equities.

Please review this list of names and contact Linda, Deb or Tracy at Two Rivers Cooperative if you know current address information for any of these people, or know of anyone who could assist us in obtaining current address information for them.

Wayne L Bagnell

Paul Baker

Rickey Beyer

Ilene Brandon

John Breed

Orville Brown

Robert A Chrisman

Gilbert Christensen

Marvin D De Haai

John De Haan

Dennis De Nooy

Art De Vries

Vernon De Vries

Leonard Duinink

Dan Dullard

Fred Dykens

Flattery & James

Nick Geurts

John Heslinga Jr.

Kenneth Hielskov

John Horman

Franklin R Iddings

Richard W Iddings

Walter Kamerick

Andrew Kuiper

Ralph G Kuiper

Roy Landers

Mrs. Earl Le Grand

James G Leahy

Gary E Lisk

Everett Meinders

Gilbert Meinders

Elmer Newendorp

Larry Olivier

Lester Pothoven

Wesley A Reckler

Laverne Rector

Glen A Renaud

Edward C Roorda

Gerrit J Roose

Wilbur Roose

Roth & Assoc.

Kenneth Rouw

Joe Schinkel

Francis Schippers

Bryan & Lori Scott

Elmer Slykhuis

Herman Slykhuis

Herman Sneller

Charles Springer

Harvey Steenhoek

Hubert J Steenhoek

Paul R Steenhoek

Richard Tabor

C Wayne Tool

Larry Toom

Vivian Trunnel

Arthur & Lucille Tysseling

Everett Van Engelenhoven

Albert Van Engelhoven

Clarence Van Gorp

Peter Van Ham

Henry A Van Roekel

Rich Van Roekel

Dennis Van Wyk

Louis D Van Wyk

Marvin Van Wyk

Marvin E Van Wyk

Wallace Van Wyk

Wayne Van Wyk

Delos Van Zante

Helen J Van Zante

John R Van Zee

Avis Van Zomeren

John A Vande Kraats

Marvin Vande Voort

Roy Vander Beek

Henry W Vander Horst

Delwin Vander Linden

Ralph Vander Linden

Raymond Vander Linden

Harry Vander Wal

Wildo Vander Wilt

John Van't Sant

John W Veenstra

Alonzo Ver Ploeg

Telida Ver Ploeg

Ruth Ver Woert

Kenneth D Vos

Ken or Helen Whitis

Wilro Const. Co.



As I See It
By Tracy Gathman
General Manager

FINDING PEOPLE: Elsewhere in the newsletter, on page 5 to be precise, is a listing of individuals who have done business at your cooperative, who have earned equities here, and for whom we have no current address to contact them about those equities or other business items of interest.

Some of them may have moved away. Some of the addresses we have may be incomplete or incorrect, and unfortunately there may be some of these individuals who've passed away.

If your name is on this list, if you know someone whose name is on this list, or if you can put us in contact with someone who you think would know one or more of these people and how they can be contacted, I ask that you please contact Linda, Deb or me as soon as possible so we can obtain current contact information for them.

NEW SERVICE: Within the next 30 days you will see something new on the Two Rivers web site as we introduce a new customer service feature we feel will be a very popular and widely used item.

By linking our web site with our DTN grain services, we've created a "**Grain Portal**" that will now allow customers to establish and manage their own **Grain Offer Account** from the convenience of their home.

You can access your offers on the **Grain Portal** any time of the night or day, enter sell offers on corn and/or soybeans at your pricing targets and the bushel volumes you choose, change or modify them at any time as market conditions dictate, receive notification of when an offer is filled.

This provides added customer convenience and flexibility, and we feel the new **Grain Portal** on the Two Rivers web site is the perfect match for today's busy farmers who have such busy schedules by providing an ideal way to manage and track grain sales in our fast-moving markets.

There is a very simple-to-use process that you will need to use to set

up your own link to the **Grain Portal** through the Two Rivers web site, so be watching for additional information about when the new **Grain Portal** will be activated so you can start using it.

A BUSY SEASON AHEAD: It seems my comments from the April newsletter about "**Patience**" may be turning out to be somewhat prophetic, since during the weeks that have elapsed between the time those words were written and now there has been very little progress made on the field preparations and planting season of 2008.

Perhaps we might have anticipated that after enduring one of the most severe and challenging winter seasons in a long time, the spring that would follow would present us with some challenges as well, but not this many challenges, and not for this long.

But these are the conditions Mother Nature has presented to us, so now in addition to my appeal for everyone to **Be Patient** as we move forward, I will add a request for all of you to also **Be Understanding** that each and every one of the Two Rivers employees will be doing everything in their power to provide you with the most timely, efficient and effective service in meeting your crop needs in the weeks ahead.

And to that request I will also add a request for you to **Be Realistic** in your expectations and demands of those people, since their days will be equally long or longer, the work equally demanding, and the goal of providing you, your friends, your neighbors and all customers who they will be serving will be equally important and crucial.

I know I speak for all of the employees, and for their families, when I say that your cooperation and consideration will be greatly appreciated, and I

can assure you that both will mean a great deal and will be a huge help to us and to all of you in accomplishing the demanding task of getting this crop in.

Among my greatest concerns as we face the added challenges and pressures of a shortened season are that these are the kinds of situations that tend to make people rush to get work done, and that leads to making mistakes in the processes and procedures, promotes errors in judgement, and creates added risks and dangers for all.

Therefore I will conclude this article with a **Very Special Appeal** to all of you to **Take Your Time ...**

... To be absolutely sure of every decision you make.

... To keep complete, detailed records of what you plant and where.

... To check and then double check that you are working safely and doing everything possible to prevent accidents or injuries as you work with machinery and equipment, chemicals and fertilizers, handle heavy loads and a heavy workload.

The planting season is always a dangerous time of the year on the farm, and having a season condensed into a shorter time frame only adds to the amount of dangers and risks.

Too many farmers never finish the season because they are injured in an accident.

Too many farm families spend too much time in hospital rooms visiting loved ones, or attending funerals for those who took one risk too many and suffered the tragic consequences of trying once too often to save time.

Be careful, be cautious and be safe in all you do so at season's end you and your family can enjoy all that your efforts have accomplished.



P.O. Box 47
Pella, Iowa 50219

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