

DECEMBER 2008
ILLINOIS VALLEY SUPPLY, LLC



GREETINGS FROM THE VALLEY!

All of us here at the “Valley” want to take this opportunity to say “**Thank You**” for the opportunity you have given us to work with each of you this past year. We do appreciate your business and we will be trying hard to continue to earn it in the future. We also want to wish you a **Merry Christmas** and hope you have a great 2009!

To date it has been a very good fall for getting field work done. Hopefully, there will be the opportunity to put on more NH₃ in December. Thanks to you, our customer for all of your cooperation in getting yields checked, NH₃ put on, and dry fertilizer spread. Also, I want to thank our employees for a lot of effort over some long hours and thankfully a lot was done safely.

There certainly have been some wild rides in commodity and energy prices, and there is every indication that it will continue. We have been very pleased with yield results from our DeKalb and Asgrow corn and beans. I am sure Tyler and the other salesmen have been talking to you about the importance of matching corn and beans to your fields. Hopefully those plans can be finalized so you are able to take advantage of some many attractive early pay discounts.

The use of our **new Terragator with multi-ingredient variable-rate application** has gotten off to a good start. We believe that will

continue to grow. It certainly remains key in these times to be as **efficient** as possible **with our plant nutrient use**. Kevin of Alvey is here on Tuesdays and Fridays, weather permitting, to do grid mapping and sampling for our customers. Please call ahead and let us know if you want to have some done. Kevin and the folks from Alvey are very conscientious and take their work of sampling and testing very serious.



The **private pesticide application training/testing for Greene County** is on **January 8** at 1:00 pm at the Extension office. Call 942-6996 for advance registration (required). The registration fee is \$30. A **private pesticide license is required to buy restricted use pesticides**. Make sure yours is up to date.

Other neighboring counties and dates are:

- Jan. 21-1:00 pm-Macoupin-Carlinville
217-854-9604
- Jan. 22-1:00 pm-Morgan-Jacksonville
217-243-7424
- Feb.18-1:00 pm-Montgomery-
Hillsboro
217-532-3941
- Feb. 26-1:00 pm-Scott-Winchester
217-742-9572

We will be **closed** on **December 25** and **December 26** so that our employees can enjoy the Christmas Holidays. We

will also be **closed** on **January 1** for New Years' Day, but will be **open** regular hours on Friday, **January 2nd**.

John



Winter Prepay for spring 2009

As we continue to prepare for the 2009 season, the prepay programs and pricing will be out very soon. IVS will have them together by mid December and the first period will end in mid January. There are **several opportunities for attractive financing** for crop protection and seed bundles to help you, if needed. **Monsanto** has a prime minus 2% for their products. **Dupont** still has their TruChoice financing program for their products and IVS still offers our **CFA** financing program to our customers.

We have been asked many times this fall if fertilizer prices are getting cheaper. That is a complicated question. First of all, yes, for the most part they have come down. What one has to realize is that 99% of product that went in the ground this fall was booked very early in 2008 and prices continued to rise until about Sept. 1. Prices peaked and then began a decline with the economy. As the decline started and to this day most prices have not gotten below where the 99% of product I mentioned earlier was booked at. Some are fairly close but still a bit higher. What will the prices be for spring 2009? As of today my opinion is this: (1) Potash is not going to change much at all (2) Phosphates will be cheaper for spring '09 than fall '08 (3) Nitrogen will be cheaper, but when I say this I mean priced in the area of where the pricing was in spring '08 for the fall '08 applications.

A lot of factors will play into final pricing scenarios. Grain commodities will affect how many acres of corn and soybeans are planted in '09. From what I gather we were very fortunate to have a good fall NH₃ season as much of the cornbelt had little to none go in the ground. Logistically there are thousands of tons of NH₃ to be moved through the country and into the ground. If a wet spring happens in '09 there will be growers wanting 28% instead which will put pressure on that product. Locally I have not heard much talk of growers planting less corn than they originally intended, although a higher commodity price for corn would make most feel better about their plans. Non-GMO premiums being offered locally have caused a lot of discussion with both corn and soybeans as seed prices have skyrocketed. That is a totally different subject which I will leave alone at this time.

In summary 2008 has been a long and challenging year for all of us. The comments I wrote here are as of today and things literally have changed daily all through 2008. I look forward to 2009 and IVS is committed to bringing the best products and services to you at the most competitive price we can. Please call or stop by and let your salesman keep you tuned in during this winter season as we continue to prepare for 2009.

One last note for those of you who worked with Steve Albrecht over the years. Steve decided to take a different direction on September 1 and he is very much missed by all. I have been working to find a replacement and I will, but the right individual has not come along yet. As soon as I have that

person you folks will be the first to know. We appreciate your patience and until I replace Steve there are people here who can take care of your needs so please call with questions and we will work together until I find the best person for you folks and IVS.

Todd



IVS is thankful for your propane business and appreciates those that have kept their propane accounts current. Don Ross has been very busy with dryer gas this fall and we appreciate those that have allowed us the opportunity to serve those needs. Don has already begun the winter delivery routes and will be monitoring the tanks of those that are on our keep full service. This is a very valuable service as it allows you to focus on other things and prevents unexpected outages. **It is less expensive for everyone involved to keep your tank full than to let it run down and forget to call-in.** If you would like to sign up on the keep full program or have questions about any of our services please give us a call. Below you will find our service policy on propane regulators. Regulators are very important in maintaining the pressure and flow of propane from the tank to your home and appliances. As they age vents can become clogged and corrosion can occur that may warrant replacement. Insurance companies may differ from company to company or brand to brand but as a whole the propane industry and the Illinois Propane Gas Association recommend a **propane regulator service life of 15yrs.** If you have any questions regarding your propane equipment and/or regulators please give us a call.

- Regulators should be 18-inches above grade with the vent directed downward

- Regulator relief vents must be located at least 3-feet horizontally away from any building opening below the level of discharge, and not enclosed for more than 50% of its perimeter. Nor can it be located within 5 feet in any direction from any source of ignition, openings into direct vent (sealed combustion system) appliances, or mechanical ventilation intakes.

JOE

Merry
Christmas

What a year we have just been through. I don't think anyone will soon forget the 2008 growing season, myself included. We have all endured many struggles throughout the year but as harvest is completed I think we can all be very thankful for another successful year. Yields were up and down for many but most producers can honestly say "yields turned out better than I expected".



Asgrow and Dekalb products had another banner year in 2008. Our hybrid/variety lineup withstood all of the weather extremes and kicked out superior yields throughout the IVS trade territory and beyond. We have piles upon piles of yield data from our own territory so please feel free to contact us to go over this valuable information. I would also like to thank everyone who cooperated with us with side-by-sides and plots. I know they take time to put in and take out (especially this year!) but the information we gain is valuable.



We will be able to offer a few new exciting hybrids for 2009 but the core of our lineup will continue to revolve around DKC 61-69, DKC 63-42, DKC 64-24, and DKC 65-44. DKC 63-42 proved yet again that it is the industry leader in performance with DKC 61-69 not far behind. Over 15,000 trials throughout the US show Dekalb has a 9.6 bu./A yield advantage over competitive products. AG 3705, 3803, and 4404 will continue to be our strongest options on many of the soybean acres. We feel that **field-by-field recommendations are the best management practice** when making production decisions. Please contact your salesman as soon as possible to get started on 2009 plans. IVS is able to offer several options when it comes to financing your 2009 seed along with increased cash discounts that are now available.

Lastly, with the rising costs of all inputs, including seed, I can't think of any other time that **seed placement** has been more **important**. If you are going to make the investment to plant corn in 2009, having your planter units in top shape is a must. **Precision meters and E-sets are excellent products to ensure that you are planting Every Seed Every Time**. At the very least, set up a time to come in and get your meters run on the test stand. Kyle Lake does an excellent job in the meter room and we look forward to improving your plant spacing and your bottom line.

Have a Merry Christmas as you spend time with family and friends and we look forward to working with you towards a successful 2009.

TYLER

