

JULY 2007 NEWSLETTER



Welcome to the Valley!

Clayton's Farewell

As I begin writing this newsletter, the reality of this being my last one is finally setting in. Most of you know or have heard that June 15th will be my last day at Illinois Valley Supply. As I think back over the last three years, I feel very blessed to have had the opportunity to get to know many of you and to work with you on many aspects of your farming operation. Sometimes opportunity comes when you least expect it and that is the case in my situation. I have taken a position with Monsanto as the local field advisor for NE Kansas where I will be providing agronomy support for producers and local retailers like IVS. This will be a great opportunity for me and also allow us to be back closer to our families. As I said, I want to say "Thank You" once again for the opportunity to work with you and Illinois Valley Supply, LLC and wish you all the best in your future endeavors. One last challenge I leave with you all is to continue to examine all aspects of your operations and to continue to think outside the box to really maximize your profit and reach your personal goals.

Clayton Mai.



Tyler Reichmann

Tyler's Comments

Clayton has done a great job with the Asgrow/Dekalb lineup here at IVS and I look forward to continuing the great service and support he has provided to many of you over the last couple of years.

I would like to start off by introducing myself. My name is Tyler Reichmann. I have been able to meet many of you but there are still some I have not seen yet. I grew up on the old dairy farm a mile west of Carlinville on 108. My folks still live there and we continue to farm in that area. I attended the University of Illinois at Urbana-Champaign and graduated with a degree in Crop Sciences in 2004. I have worked in the ag retail sector for over three years now and have dealt with the Asgrow/Dekalb hybrids and varieties for all three of those years.

As I'm writing this, we have just come through a weekend with some rain (June 23/24). Although amounts were spotty, it sounds like most everyone at least got some much needed rain. As we enter this critical time the rain was welcome. I am starting to see many fields beginning to tassel and even a few starting to silk. Pollination on most fields will be occurring in the next two weeks which means we must keep a very close eye on the corn crop.

Japanese Beetles and Western Corn Rootworm Beetles (WCR) are starting to infest many of the fields in our area. I've also been in several fields where there has been a significant presence of European Corn Borer in non-Bt hybrids. While there aren't a whole lot of treatment options on the corn borer, we can make rescue treatments on the Japanese and Rootworm Beetles. The main point to consider when deciding on treatment is if the silks are being clipped to less than a half-inch and pollination isn't over 50% complete a treatment is appropriate. If you think you have a problem in your fields, please call me or your salesman so we can get the situation under control.

I'm also starting to do some root digs and finding a little bit of feeding from the WCR larvae. That feeding could lead to lodging later in the summer. I will be more than happy to come to your farm and evaluate your corn roots. I will also be setting out WCR traps here in a few weeks in several soybean fields throughout the area.

One last issue to discuss is the Precision Planting Meters and E-Sets. As many of you know, we are a dealer for Precision Planting. I have been walking many fields over the last month and the consistency of the Precision Meters and E-Sets is very impressive. The uniformity of the stand in these fields should provide a significant yield boost this fall. Several of the fields that have been planted with the Precision equipment have been signed on the major highways in the area. Stop and take a look at the plant spacing and compare to your own farm. If you have any questions, please feel free to call me.

I look forward to working with everyone here at IVS. I've met a lot of customers this last month and look forward to meeting the ones I haven't. We need any pallets and mini-bulk bags back here as soon as possible. If you have any questions, please feel free to contact me. I will have the same cell phone number as Clayton had (217) 248-6681.

Joe's Corner



Todd, Donnie & Joe

IVS appreciates your propane business and would like to say "Thank You" to those customers that have worked hard to keep your account balances up to date.

Summer is here and with the warm temperatures we have seen it is hard to think about keeping warm. IVS will begin our propane summer fill in July. Everyone will be receiving a letter to notify you on the details. **If for any reason you do not want your tank filled please contact us as Donny will only be filling all keep full customers that have current accounts during July.** If your account is not current please contact us to make arrangements so that you can clear up any past due balances and receive a summer fill. **If you have any questions, or if you are on a call-in basis, please contact us.**

Steve's Notes

Crop Insurance Update

Now that we are finishing the planting, it is time to report your planted acres to the Farm Service Agency and then keep a copy of the 578 form so you can report the same acres to the crop insurance company. We have had some replants this year and it seems that our adjusters have been good to work with and have been timely as well. As of now everything looks good as far as the crop goes, therefore if you do not have hail insurance you may consider using it to protect your investment. Our hail insurance for the corn also has a greensnap/extra harvest allowance endorsement if one feels the need to use it. That endorsement may be something to consider with growers having 10-20% more corn this year. If you have any questions on your current crop insurance or need some questions answered about hail insurance call me at 217-248-1269.

Precision Farming

Yield monitors and light bars have been around for some time now and each year there is some new feature added that brings more value to the producer. In the mid 90's we were dealing with mainly grain monitoring in the combine and variable rate application in the fertilizer trucks. Now we are using a yield monitor console to plan, spray, fertilize, as well as record harvest information. The same goes for the light bar guiding systems. We used to watch the lights on the display and steer accordingly and now we watch the same lights and let the machine steer itself. IVS along with Shipman Elevator have been an Ag Leader dealer for several years and will continue providing that

line of products, and now we are able to provide the full line of Trimble guidance systems as well. Shipman Elevator has put up two towers to provide RTK access to growers with a yearly subscription fee, and the same opportunity exists with IVS, if there is enough interest. Therefore we encourage you to contact us with your feedback relating to this technology. Now is the time to start planning for next year's crop and if Precision farming is in your plans, your 08 planting season starts this fall.

John's News

Most of the area has gotten some rain this past week and that was most welcome.

We want to take this opportunity to thank Clayton Mai for his contributions to Illinois Valley Supply over the past years. Also, thanks to him for his professional agronomy insights and knowledge he brought to you people, our customers and potential customers. We here at the "Valley" wish Clayton the best in his new position. It is with pleasure that we introduce the man who will be filling Clayton's big shoes, Tyler Reichmann. Tyler has met a lot of you already and will be trying to see all of you soon. We are excited to have Tyler on board striving to be a professional seed consultant in Clayton's mold. This is a critical time in your corn and bean fields, and time to be in them scouting. All of our staff welcomes the opportunity to help you analyze these observations and take actions that are warranted.