

**MARCH 2009**  
**ILLINOIS VALLEY SUPPLY, LLC**



**“Greetings from the Valley!”**

Spring is now officially here and some of the pre-plant field work has gotten started, with NH<sub>3</sub> application and also phosphate and potash spreading. There seems to still be questions as to what acres will be in corn and what acres will be in beans. As this is written there has been a short but fast run on NH<sub>3</sub>. With the rain, we have a little time now for our NH<sub>3</sub> supply to be replenished. Hopefully, the weather will allow for continued field work to be done in March.



With this newsletter we welcome **David Ackerman** to our Valley team. David is a December graduate of Michigan State University where he **majored in Crop Science**. We are pleased that David has joined our team as a **sales consultant**. He is excited to begin getting his feet wet in the agronomy business and to meet the

people of our area. David grew up on a dairy farm in the thumb area of Michigan. His folks are still on that farm, now working with beef cattle instead of dairy. David will be getting out to meet you on your farm soon. He will be concentrating on Steve Albrecht’s customers. Steve will continue to work with David and you to transition to David taking care of your needs.



Also, **Bryan McMurtrie** has taken on the additional **responsibility of precision sales and service**. Bryan is excited about working with you to bring whatever precision products you might want to add to your equipment. We are able to **offer** a wide range of **products from AgLeader and Trimble**. These products range from GPS guidance systems, autopilot, field mapping, seed command, to direct command, and yield monitoring. These products can be used to reduce operator stress and fatigue. The seed command can eliminate almost all seed overlap saving up to 10% on your seed cost. Also autopilot has shown significant reduction of fuel usage due to less overlap of tillage equipment. Bryan will be working with Kyle Lake and Brian Albrecht on

bringing steering assist and automatic boom section control to the application machines they operate. Making them, along with the machines they operate, more efficient with less spray overlaps.



We are working hard to have our **seed treating system installed and in operation**, hopefully by **mid April**. We are excited to bring that option of treating your soybean seed to you. We will need to do some planning to get the treating jobs done this spring. Please talk with your salesman concerning treating your soybean seed for the 2009 season.

Most of all, we continue to **appreciate your business** and we will continue to strive to earn it today and tomorrow.

Most of you have probably read or heard that a unification study is going on right now looking at the feasibility of Carrollton Farmers Elevator, Shipman Elevator Company and Top Ag Cooperative of Okawville growing their partnership. We, as Illinois Valley Supply, would be part of that if it does happen. There would be one reason for that to occur and that is to make us better able to serve you as customers.

This unification would put everyone involved in a position to better meet the ever changing landscape of the future. There are exciting new and better services that the new organization would be able to bring to the field. We

will continue to update you as that study goes on.

**John**

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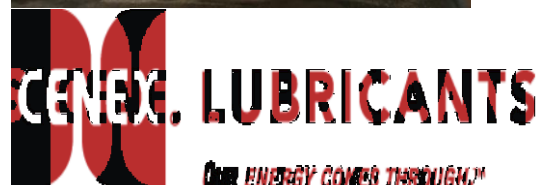
**Joe's Comments:**

Spring is fast approaching and if you are like me you are getting the urge to fire up the grill. **IVS has a good supply of 20# bottles to meet your needs and can re-fill your existing bottle.** In order to legally and safely refill your bottle it must meet the following criteria

- No older than 12 years as stamped on the bottle
- No excessive rust, pitting, or corrosion
- Must have the newer type over-fill protection device on the valve (OPD)

To prevent accidents and for everyone's safety examine all hoses, regulators and connections on your grill for wear.

**IVS also has a good supply of Cenex grease and packaged lubricants to meet your in season needs.** If you are in need of drums or are interested in bulk oil please contact me @ (618) 535-1204.  
**Thank You for your business!**



### **TYLER'S COMMENTS:**

Planting season will soon be upon us. Thanks to everyone who brought meters in to be ran on the MeterMax stand. Kyle ran several meters and was able to fine tune many of them. Precision is running a couple of promotional programs so be sure to stop in and take advantage of them. Also, we will have Precision parts in-season and for those of you using vacuum planters, don't forget to get your E-Flow talc/graphite.



I also want to thank everyone who has allowed us to deliver their seed to the farm early. This helps me out tremendously. If you have not yet taken delivery, please contact your salesman as soon as possible to get it scheduled. We will also have a **good supply of seed corn and beans for in-season needs** as I know there are still some acres "up in the air". If you would like to participate in either a plot and/or a side-by-side comparison please let us know. We want to get as much local data as possible.

As John mentioned in the last newsletter, IVS is currently installing a **seed treatment system** that will enable us to **treat soybeans and wheat**. We feel that this is an important piece of management that needs to be implemented on our farms. Seed treatment has become necessary due to earlier planting, no-till, and rising seed costs. But the main reason to **treat seed**

is **for higher yield** and we feel that using our seed treatment, Warden CZ, will increase your bottom line. We hope to be treating seed this spring as it goes out the door into your wagons/tenders. Please let us know if you would like your soybeans treated.

