

**DECEMBER 2009**  
**ILLINOIS VALLEY SUPPLY, LLC**



**“GREETINGS FROM THE VALLEY!”**

The weather certainly reminds us that the wonderful time of year has arrived when we, with joy, say “**Merry Christmas**” to all of you, and wishes for a “**Happy New Year.**”

Thanks to all of you for your business in 2009. It certainly has been a challenging year for everyone involved in the world of agriculture. There are a lot of things most of us would like to have gotten done this fall, but we will strive to deal with the cards we have been left with. There has been far less anhydrous ammonia put on than the last few years and less dry and even some crop still to harvest. I think for certain we are all a lot further along than it looked like we would be the third week in October.

There certainly is a lot of planning to be done during this winter for next spring. Both Todd and Tyler will be addressing several of those opportunities elsewhere in this newsletter. I want to especially remind all of those who don't have financing in place for their crop inputs that **we have several loan input programs available to fit your needs. The three most popular ones are Farm Plan, PHI, and CFA loan. Both Farm Plan and PHI** fit particularly well for specific inputs used for crop production. With CFA there are loans available for crop inputs, fuel, cash rent, and for prepay for next years crop.

As we mentioned in last month's newsletter, it is our goal that no one has an open account that they are being charged 2% per month interest. With the proper work and documentation ahead of time, there is virtually no limit on the amount available to you for your crop input needs. As will be mentioned in other parts of this newsletter, there will be prepay options that will save you on cost as long as you take advantage of the opportunity. Money obtained on the CFA program to prepay this fall can be set up to be paid in March of 2011. Your salesman and /or myself will be contacting you in cases were it would appear there are opportunities to take advantage of a financing program.

We at IVS try to give the best people, products, and services to you, our valued customers. In turn we ask each account to be kept as current as possible, but in worse case have your account current by year end. These programs previously mentioned will cure all concerns and save you money. We all have much larger concerns, so let's make this one easily managed. Contact us today to custom fit a program which best fits your needs.

**John**

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### TYLER'S SPACE:

Winter seems to be upon us as the snow is blowing and the wind is gusting. Unfortunately harvest is not complete in our entire trade area. I was able to get out all of the plots and side-by-sides and appreciate all the time and effort put in by all the cooperators. The local information we gather is important for not only each grower but also for myself.

### **Dekalb and Asgrow had another phenomenal year in 2009.**

Dekalb products are showing a 9.9 bushel per acre advantage over national competitor products. That equates to almost \$100/bag of corn. We are also excited to introduce you to our SmartStax trait package which combines the efforts of both VT3 and HerculexXtra in combating insect and weed pressure. With this **new technology** we will be able to reduce refuge acres to 5%, garnering more bushels on 15% of your acres. The combination of superior genetics (9.9 bu./ac.) and first in class traits equals higher income across the farm. Dekalb has been able to bring over 15 traits to the market in recent years that have greatly increased on-farm profitability and efficiency and their technology pipeline remains fully loaded for years to come. No other seed company invests the dollars into research and development as Dekalb and Asgrow.



**Asgrow soybeans** have not disappointed in 2009. They **continue to be the yield leaders across the Midwest and our area.** 3705's and 3803's were on many of the acres and performance has been impressive. A new leader has emerged in the 4005's. 2009 was also a trial year for the Roundup Ready 2 Yield (RR2Y) beans. Performance in our area was respectable but the maturity range we were comparing to was not similar. As we move forward into 2010 and beyond, RR2Y traits will be offered in fuller season varieties and we will then realize the full yield advantage this trait has to offer. Finally, the 2009 spring granted us with a perfect opportunity to treat beans as we were planting into saturated soils with rain constantly on the horizon. From the data I have seen, treatment was a great investment as it put several dollars in the growers' pocket.

**Several deadlines are fast approaching** so please contact your salesman as soon as possible to get your seed ordered. New releases and some seed sizes are going quickly. Also, be thinking how you can utilize our bulk soybean system and treater in the spring of 2010 and beyond. Taking advantage of this system will save all of us time, headache, and money!



As we get into the heart of winter, realize that spring will be here before we know it. Make sure your planter is in top shape by bringing in your units to have run on the MeterMax Stand. With the price of seed, we can't afford to not put every seed in its rightful

place. Kyle Lake does an excellent job with all finger meters and E-Sets and is looking forward to maximizing your plant stands.

Finally, have a **Merry Christmas and Happy New Year** as you spend time with family and friends. **Thank you for your business in 2009** and I look forward to working with you on your farm in 2010.

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### **TODD'S COMMENTS:**

As I write this December is almost half over and we are about to close one of the most challenging years ever in production agriculture in our region. Once again considering all the problems with 2009 we had an overall nice yielding crop come out this fall and that brings us all optimism for 2010.

With the time of year also comes **time for winter prepay season. IVS will have our pricing in place by the 20<sup>th</sup> of December for both crop nutrients and crop protection products.** Overall pricing for chemicals is flat to down and fertilizer is going to see strength in nitrogen and phosphate but still unsure on potash. Right now I'll call it flat but may have some down side potential?



IVS will be partnering with **Syngenta, Monsanto, and Dupont** for the most part for crop protection in 2010. Each company has excellent programs to bring to the table that can work for you. We are not limited to these companies, but find them to be the best partners with solutions as we move forward. Not only do they **offer sound agronomic plans** they also **offer attractive financing programs** that can save you money also. We will be contacting you to set up time to visit about a program that can work for you.

I want to thank you all for your business in 2009 and look forward to 2010. Hope you all have happy holidays!

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*Merry*   
*Christmas* 

### **JOE'S COMMENTS:**

**From all of us at IVS we would like to Thank you for your propane business. We look forward to serving you in 2010 and hope you have a Merry Christmas and Happy New Year.** Propane supplies are tight through the Corn Belt and have been really tight in some states. The culprit is a wet corn crop that has stoked demand for the heating fuel used in mechanical crop dryers. And in the recent month or so some pipelines got overwhelmed by the surge in demand and started clamping down on terminal liftings. Meanwhile, truckers seeing long lines at the pipelines have been traveling farther pick up loads. They have sometimes

crossed as many as two state borders to pick up propane.

## **PROPANE** EXCEPTIONAL ENERGY™

The demand for propane hit fast and hard. So far, the supply pinch has been particularly acute in Iowa, Minnesota and Illinois. Pipeline terminals saw local stocks quickly drained yet the trucks kept lining up. Once a terminal's local supply has been exhausted, the truck loading rate slows dramatically. The trucks can be filled only at the rate that propane moves along the line. That's a slower rate than just filling trucks from local tanks. Local propane prices have spiked in some cases. The rise in local propane prices is a reaction to the tight supply situation. At times lines have been so long at some terminals that propane distributors have been sending transport trucks a state or two away to pick up loads.

In the last week or two pipeline terminals have had a chance to catch up some and there are more reports that truck lines back to normal. This may give propane inventory levels a chance to build some, but with the cold weather now upon and many parts of the country still trying to harvest and dry corn, it is unlikely that we will see much downside in propane.

As I write this crude oil has finally been able to trade near the \$70 dollar level. All fall it has been range bound between \$76-80 dollars per barrel and that has kept diesel and gas prices at current levels. With the high inventory stocks of crude and diesel we should start to see some downside in these products. Although it is unlikely we will

see the bottom fall out, we should still have some downside movement that will give us an opportunity to look at contracts for your 2010 fuel needs. Keep an eye on crude oil, if we see it close under \$70 it might be a good time to fill tanks and/or lock in some gallons for 2010. If you have any questions on your fuel, propane, or lubricant needs please contact me @ (618) 535-1204.



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