

**Illinois Valley Supply, LLC**  
**February 2009**



February is already upon us and before we know it, our **busy spring season** will be upon us. I have some concerns heading into this spring, as I do every season, but with a shorter fall than normal we have a lot of work ahead of us all. As I searched for the correct words to convey my concerns I came across an article from the Illinois Fertilizer and Chemical Association president Jean Payne that told the story. Here are excerpts from that article:

In the summer of 2008, your ag retailer's concern was securing enough fertilizer for his customers for the fall of 2008 and spring of 2009. You can't be in business if you have nothing to sell.

All projections at the time were that demand and use of fertilizer worldwide would remain at record levels and retailers needed to secure the product months in advance.

Therefore, many retailers purchased inventories of N, P, and K in the summer to assure they would have product for their customers. Many also did this in agreement with their customers who signed contracts for the purchases.

Now that the world economy has crashed, wholesale prices have dropped due to over utilization and oversupply. Ag retailers are in the unfortunate position of having expensive fertilizer in inventory.

It's no one's fault, but it is now everyone's dilemma.

Some "experts" advised farmers to wait until spring to buy fertilizer. In doing so, they didn't consider that spring may be horrendous.

In Illinois, 50 percent of the nitrogen is applied in the fall, sometimes more. We are way below that.

Pushing all of these tons to the spring, to be applied in a matter of weeks, is nearly impossible given the current infrastructure, equipment, and employees.

If the weather is not conducive to applying a lot of N in the form of anhydrous ammonia, we are going to have big problems.

Farmers who normally apply in the fall will be competing with farmers who prefer 28 percent and customarily apply in the spring.

Patience is going to be required, and farmers should be ready to start applying nutrients as soon as is practical in order to not get caught in the logistical bottlenecks that will likely occur. You can argue wholesale vs. retail right now, but come spring, we're all in this together. **JEAN PAYNE**

*Jean Payne is president of the Illinois Fertilizer & Chemical Association*

Jean covered a few areas that are legitimate, but my **main concern is getting product where needed in a timely fashion if we have a later starting spring.** Let's all hope we start in mid-March and things flow normally, but if this spring is wet and late, there will be challenges. As normal, I tend to worry more than necessary and things tend to work out and as she said "we are all in this together."

**Todd**

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**JOE'S COMMENTS:**

**Thank you for your propane business.** Your safety is very important and I thought I would take a minute to include some safety reminders. It is very important that you recognize the smell of propane and know how to react in the event that you notice a leak. Please take a minute to review the following safety

information. In addition, **IVS highly recommends carbon monoxide and propane gas detectors for your home.** IVS has a good supply of these detectors to meet your needs.

### **If you smell propane in your home:**

**DO** get everyone out of the home and away from nearby areas.

**DO NOT** attempt to find the leak.

**DO NOT** attempt to repair your appliance or light your pilot light.

**DO NOT** turn on or off light switches inside the home.

**DO NOT** use a telephone inside the home or in nearby areas.

**DO NOT** light matches anywhere inside or near the home.

**DO** attempt to shut off the valves at the tank.

**DO** call both your propane supplier and the fire department for help from a telephone away from the home.

### **Carbon Monoxide**

- Not maintaining all of your appliances in good repair can result in potentially fatal carbon monoxide poisoning.
- Improperly vented appliances can cause carbon monoxide poisoning. Symptoms of carbon monoxide poisoning may include one or more of the following: eye irritation, headaches, dizziness, sleepiness or excessive moisture buildup on the inside of windows.
- If you identify any of the above-noted symptoms, ventilate immediately (i.e., open windows and doors) and call a qualified service technician for help. Never use camping equipment or

portable heaters that are not designed for recreational vehicles.

- Consider installing one or more carbon monoxide detectors inside of your home or recreational vehicle, which may sound an alarm to warn you of the presence of carbon monoxide

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

Although the temperatures have been extremely cold, we will **soon be planting our 2009 crop.** Thank you to everyone who has taken advantage of early order discounts and programs. I know there is still a lot of indecision as far as 2009 acres go and there are several acres that are still open. Seed supply looks to be excellent with our Asgrow/Dekalb lineup along with Croplan. Please contact your salesman as soon as possible with changes or additions to your current seed order and if you haven't made that seed order there are still discounts available.

Anyone who can take **early delivery on seed products** please let us know. The seed shed is getting extremely full and I will begin delivery this week. We are able to deliver with our truck and trailer to accommodate your schedule. Also, we are always looking for cooperators to put in **a test plot and/or side-by-side** against a competitive product. The information that you and IVS gain is very useful.

Finally, **Precision Planting sales** are going fast. We are placing several orders so if you know you are going to need anything please let us know. If you haven't had your meters ran in a year or two, take advantage of the winter

downtime to get those in here and have Kyle run them. You'd be amazed how much a part here or there or a little 'tweaking' can save you money, especially with today's seed prices. Whether you have Precision Meters or not, all parts wear out.

For those of you that will need the E-Flow 80/20, please let me know so I can get that in here now and get in on the farm in time for **planting**, which is **only 50 days away!**

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There are two new services and products we are excited about bringing to you for the 2009 spring season.

We will have one of our Rogators set up with an **Ag Leader 500, EZ-Steer and EZ-Boom section shutoff**. What does that mean for you, our customer? First of all, an operator has more time to pay attention to actual spraying than when he has to concentrate on following a foam marker and shutting the booms on and off. There will be **less overlap in your field** especially when there are point rows and waterways. That puts a much higher percentage of the spray material at the optimum rate instead of double or triple rates in overlap areas. The operator will be able to observe a screen in the cab that shows him where he has been and what has not been sprayed. Kyle Lake is excited and

looking forward to operating a machine with these precision technologies on board.

**Ag Leader**  
Technology

Also, this spring **Bryan McMurtrie will be a sales/serviceman for Ag Leader and Trimble** to bring those products to you. There are systems from light bar guidance all the way to an InSight display which is a planter and application control, yield monitor, real-time data logging and more.

Also, new for this spring we will be **offering seed treatment for mini-bulk bags**. Treating higher valued seed certainly makes for a very logical protection for your higher investment in quality seed. I would encourage you to talk with your salesman about using treated seed on some of your fields. Various types of treatments including inoculation will be available.

This would be an excellent time to get your **CFA financing in place** if you don't have the arrangement in place with your banker. Through CFA we offer about every kind of financing for your crop inputs as well as other crop production expenses from cash rent to diesel fuel.

As a reminder, now is the **time to put nitrogen on your wheat**. Please call us with your orders.

We appreciate your business and hope to continue to earn it.

Have a great spring!

**John**