

Illinois Valley Supply, LLC
July 2009



Greetings from the Valley!

TODD'S SPACE:

July is upon us and again we have just finished another rather challenging spring season. Hopefully the end result will also be similar to last year, with a rewarding harvest. No sooner than we finish one year, it is time to start planning for another.

Nitrogen and **phosphate** pricing appears to have finally reached a bottom and IVS has a **program for this fall starting this month** for both products. It is still uncertain if potash has gotten to its low point or not. IVS is recommending holding off on potash at this time. Overall, input costs for 2010 will be greatly reduced compared to a year ago, at least from the crop nutrient side. **Contact your salesman or the office for details on the fall 2009 fertilizer prices and programs.**

Fungicide application for corn is upon us. IVS is working with Holzwarth Flying Service out of Virden. They have already completed some work for us and did a fine job. **Fungicide application should not be made until full tassel emergence and not after the silks are brown or hardened off.** On average, fungicide applications have shown an 8-10 BU per acre increase. If you haven't tried this program we recommend side-by-side trials and compare them in the fall to see for yourself. We will be glad to weigh your comparison for you. If you do decide to try an application you may want to evaluate for insects also, as currently we are dealing with

a high density of Japanese Beetles. The threshold for these beetles are 3 per ear and feeding on silks. See your salesman for more details and pricing.

IVS will again be custom applying NH₃ this fall. We all know we will be facing a later harvest and a possible later start to NH₃ application. **Plan ahead, let IVS custom apply your NH₃ as you harvest.** Make plans early to have IVS apply for you. The sooner we know how many acres we'll have to do, the more prepared we'll be to meet your needs.

JOHN'S SPACE:

First of all **"Thanks"** to all of you for your business. This has been a challenging spring for all, and your patience is appreciated.

This spring has given us all the opportunity to see many herbicide programs put to the test. In some cases, no herbicide application until the weeds were four feet tall. I doubt that anybody feels that they have all the answers, but there are certainly some general observations that can be made.

For both corn and beans it is very apparent, for 2009 especially, some type of pre-emergence was needed. The fall applied programs continue to show advantages of keeping down winter annuals and also help, for awhile, in controlling spring germinating grasses and weeds. We feel, for both corn and beans, if fall application was not used a pre-emergence in spring pays big dividends for two very important reasons, controlling those early weeds and grasses, which lessens competition with the crops, and also getting help in controlling weed resistance. Weed scientists unanimously agree that herbicides put on when weeds are two to four feet tall will be severely challenged to get satisfactory control. Also, in many cases with the rush and the rain, by the time the application is done rates are not adequate.

In addition, almost every university test shows that competition, even with 4 inch weeds, hurts corn yields. We feel strongly that a residual is a must and it is needed for both corn and soybeans. With management practices such as no residual, cut rates, and weeds getting too big, we are hastening resistance, in addition to hurting this year's yields. Even if moisture is not a limiting factor, the nutrients that weeds and grass take to grow subtract from what is available to corn and beans. Please contact your salesman or the office to set up your fall herbicide program.

We had mentioned in an earlier newsletter that we had added or upgraded NH3 equipment, liquid and dry nurse equipment, dry variable rate multi-ingredient Terragator, and auto steer and automatic boom section shut off on two sprayers.



The boom controller and steer guidance system have really proven to add to the operator's comfort and performance. They are a real advantage in reducing overlap, making the system more accurate, at the same time reducing operator fatigue.

Several of you have taken advantage of the multi-ingredient variable-rate machine to get P and K more accurately placed where crops need it. There were several acres grid sampled this spring with planned variable rate application for this fall. We say thanks to those of you who saw the opportunity for more return on additional investment. Also, in many cases your actual fertilizer cost per acre is reduced compared to conventional

“one rate does all” program. We feel strongly the program has the potential for you to maximize your return for your fertilizer dollar.

Previously we had told you of the unification study involving Top Ag Cooperative, Carrollton Farmers Elevator and Shipman Elevator Company. As of now Top Ag has withdrawn their company from the study. Shipman and Carrollton are now considering their options.

TYLER'S SPACE:

It's hard to believe that we're nearly halfway through the summer already. It has definitely been another challenging spring for our growers and us here at IVS, but I know we've all worked hard at doing our best. Our geography contains various stages of corn and soybeans with some corn at V3 and some corn pollinating. Many soybeans were planted just here in the last few weeks, so hopefully Mother Nature will be kind to us this summer.



We have several corn plots throughout the area. Most of them went in towards late April and are beginning to pollinate. They are signed, so feel free to stop and take a look, or contact me. We just got the bean plot planted two weeks ago and emergence appears to be excellent.

Our soybean treating process worked well this spring and I think it will be a major part of our seed business in the future. The

treatment has worked really well in this wet environment, giving the beans early season vigor and better stands.

If you have any return seed/pallets/mini-bulk bags/boxes, please make arrangements to get those all back as soon as possible. I need to have all seed billed and ready to return by the middle of the month. I look forward to visiting your farms throughout the summer as we watch the crop grow and mature.



JOE'S COMMENTS:

THANK YOU FOR YOUR PROPANE BUSINESS.

We appreciate our customers and especially those that have allowed us to have them on our keep full program. This valuable service allows us to more efficiently serve your needs and reduce the overall costs of labor, fuel and lost time associated with out of gas calls. The majority of our customers are on the keep full program and are very pleased with the service. However, due to the cost of living these days, I often hear customers say they do not want propane delivered unless they need it and will watch the tank. On several customers and those that fill once a year this is not a problem. However, with the busy schedules everyone keeps these days, it is often easy to forget to check the tank gauge. When this happens and an immediate delivery is needed this can have an impact on the delivery routes and meeting the needs of our keep full customers.

The Secure Comfort Budget Plan is a solution for customers who would like to be on a keep full program but who also want control over their costs and budgets.

The budget plan will allow IVS to monitor your tank more efficiently and

allow you to safely heat your home with less volatility. Propane pricing has backed off to levels we have not seen for over three yrs. At current price levels this is a great time to have your tank topped off. IVS is currently running our summer fill program in July and sign up for the Secure Comfort Budget Plan and contracts will be available in August. If you have any questions or would like to become a keep full customer, please contact us so that we can include you into our delivery schedules.

ILLINOIS VALLEY SUPPLY, LLC

Phone 217-942-6991
Toll Free 800-270-6303

Management and Support Staff

John Quandt	217-942-6991	CEO
Todd Price	217-248-2660	General Manager
Linda Osborn	217-942-6991	Office Manager
Leona Freand	217-942-6991	Billing Specialist

Sales Staff

Brad Murphy	217-248-0736	Eastern Area
Tyler Reichmann	217-248-6681	Seed Specialist
David Ackerman	217-204-2318	Western Area
Joe Kuykendall	618-535-1204	Energy Specialist

Operations

Brian Albrecht	217-204-2749	Custom Applicator
Kyle Lake	217-204-1157	Custom Applicator
Bryan McMurtrie	217-204-2426	Precision Ag
Tom Prough	217-883-9239	Custom Applicator
Jeff Richey	217-883-9548	NH3 Dispatch
Donnie Ross	217-248-6774	Propane Delivery
Caleb Snyder	217-942-6991	Dry Spreading
George Staples	217-204-1262	Trucking
Tim Thaxton	217-883-9186	Chemical Mixer

Have a great summer!

