



May 2009 Newsletter

Some of our areas were fortunate have gotten quite a bit of corn planted in April, and other areas did not fare so well. We have some customers that are over 50% planted, and others that have not yet started. We have been fortunate to have most of the fertilizer on, and have been able to spray some of the minimum or zero tillage fields.

SEC employees were very busy during April working on the unification study that could potentially join Carrollton Farmers Elevator, Illinois Valley Supply, SEC, and Top Ag Cooperative. Employees from the four companies are evaluating the current state and developing a business plan for grain, agronomy, petroleum, feed, human resources, and administration.

This is a very important process, and will only go forward if there are additional benefits for our members and other stakeholders. An additional benefit of the study is that the companies are learning valuable information about themselves, and will be able to use that information to better position the companies for future success. The media release will be coming later this month, and will be posted on our website.

SEC customers have the choice of receiving payment for their grain electronically. Many customers use this service and are very pleased with the results. With ACH transfer, your funds will be available in your bank in two business days, and we will email your settlement sheet. Ask Mary Meyer if you wish to receive your grain funds this way.

SEC's summer interns for 2009 are in place.

Andrew Murray from Jerseyville is a first year intern. Andrew is a student at Lakeland Community College, and began his internship in March. Andrew will be continuing his education this fall.

Todd Eickemeyer from Hardin is a first year intern. Todd is a student at Lewis and Clark Community College. Todd will attending John Wood next year

Quenton Schwab from Carlinville is a Third year intern. Quenton will be Graduating from Illinois State University this spring

Max Morrison is a first year intern from Bunker Hill Illinois. Max will be attending SIU Carbondale next year studying Agriculture.

John Komnick is a first year intern from Bunker Hill II and will be a sophomore at Illinois College studying biology.

Sadie Geiger is a first year intern from Highland II. She is a sophomore studying Ag at University of Illinois.

Rebecca Hurst is first year intern from Bunker Hill II and will be a sophomore studying Ag at University of Illinois.



Regan Wear's Notes

We have had a couple of pretty good runs on products in some areas. We hope that it has been dry enough for you to get some work done in your area. We do see the fields greening up a lot in area's that can cause some problems for tillage and getting fields prepared to plant.

We have been using some products for burndown and tillage aids to help this problem. Gramoxone can be added at 1 qt per acre to give a quick and effective burndown for your cornfields. This product is priced similar to the low tier glyphosate products and works very fast. We can also use any of the glyphosate products and they also are very safe and effective to use for this situation. We can add half or all of the corn herbicide, depending on your application and tillage plans. Talk to your sales rep to get solutions for the problems you see in your fields.

We have also had some great delivery days for seed and chemicals to your farm. We thank you for allowing us to spread our work load out and have products on your farm and in place when you are ready to use them. Call us if you have any more products that can be delivered.



Alfalfa weevil scouting and spraying time is now. The threshold to spray is when 25-40% of the tips are skeletonized and if there are 3 or more larvae per stem, treat immediately. We do not recommend spraying if the alfalfa is starting to bloom. Instead you should cut and remove the hay. Spraying after cutting may also be warranted if larvae and adults are feeding on more than 50% of the crowns and re-growth is prevented for 3-6 days. We will be cleaning and dedicating a ground rig to alfalfa soon.

you get back into the field. To help us service you better, try to contact us before your fuel and oil tanks go empty. This will help us plan our routes better, so we can get fuel and lubricants to you when you need them.

Derek Kahl Notes; Thank you to all the patrons that used CFA for your 2008 crop inputs, these loans matured on March 15, 2009 and many of you have either paid them off or completed the paperwork necessary to extend the maturity date to better fit your marketing needs. If you have not paid off your 2008 CFA loan or received an extension, give me a call to help reduce your interest rates as they increased to 11.00% on March 15, 2009 unless they were extended.

Reminder!! **CFA's Input Finance Program** for the 2009 crop year has extended its application deadline to May 15, 2009. CFAs' program does not require specific products in order to be eligible for funding. It covers all products and services from Shipman Elevator Company and/or Illinois Valley Supply. You can still submit an application for the most convenient and flexible input program available, but time is running out so call today for an on-farm visit!



Rich Metzger is this month's spotlight employee at SEC. Rich is an important member of our sales team, and works with producers in the southern part of our trade area. Rich was part of the sales staff at Madison Service Company for twenty years, and joined the SEC team last September to be able to offer improved goods and services to the producers that consider him an integral part of their farming operation. Rich and his wife Lisa live in the Alton area.

Special Offer on 20# **Propane Cylinders!!!!**
Just \$15.95 with an exchange, for Illinois Valley Supply Propane Customers
(or \$17.95 without being a current Illinois Valley Supply Propane Customer)

Buy an Extra Filled Tank for Barbeque Season!!!
Just \$29.50 for Illinois Valley Supply Propane Customers




Or \$29.50 with a qualified tank for non IVS Customers or \$41.50 with no exchange
Special Offer ends June 30th!!!!



Ron Sheppard's Notes;
 As a part of our new fuel accounting software, our customers with fuel contracts will be able to access their contract balance via the Internet. The balance will be listed as a booking contract with no dollars attached. With this enhancement, we are hoping that our customers will have a better feel of their contract balance. If there are any questions, please feel free to call.

With the extended wet period that we are experiencing, it is a good time to check inventories of oils, lubes, filters, and fuel tank levels. If you need refilled on any of these products let us know, so we can deliver before

 **Matt Haarmann's Notes:** I would like to thank everyone for taking their seed corn deliveries early. It was good to see planters out in the fields during the last weekend in April. Hopefully, the rest will be put in very soon.

John and I will be planting as many plots as we can again this year. Time will be very critical during this year's planting season. We will have the tractor and

planter available to plant the plots to save you valuable time. If anyone is interested in putting a plot in, please contact John or myself.



Proper scouting of your cornfields will be very critical this year. Black cutworms could be a major issue this year. Herculex insect protection, available in Pioneer Hybrids, is the only in plant insect protection that protects your corn from black cutworms. Non-GMO and refuge acres need to be scouted regularly to determine if spraying an insecticide is necessary. Also, granular insecticides can be applied during planting to protect against black cutworms.

Seed bean deliveries are not too far away. Don't forget about Pioneer's Soybean Seed Size Guarantee. If your seed beans are less than 2800 seeds per pound, you will receive a graduated discount. For example, if the seed size is 2400 seeds per pound it translates to being 14% less than 2800 seeds per pound. You will receive a 14% discount adjustment. Varieties over 2800 seeds per pound will remain the same price.



Dennis Wieseman's Notes:

Once again, we are facing some of the same problems we encountered last spring. Wet weather is preventing us from getting our crops planted early. On Monday, April 27th, the USDA said corn was 22% planted versus 9% last year and the average pace of 28%. Iowa was off to a great start at 47% versus 3% last year and their average pace of 25%. Illinois was only 4% planted. Wet weather continues to be in our forecasts for the first part of May.

Support for the corn market will come from continued wet weather and slow planting progress. However, last year showed us that a very late-planted crop could still be more than we need if demand remains weak. At this time, demand remains weak for corn as the ethanol industry continues to struggle with little or no margins.

The export market has picked up some lately, but continues to lag behind last year's pace. Things are not much better in the livestock sector as usage is still down. Add on to all this, the recent spread of the swine flu around the globe, and you can see that if we get our corn crop planted that prices may struggle this year.



Some of our producers made some new crop sales recently when January corn was around \$4.15 to \$4.20 and January soybeans were around \$9.25. Producers should be looking at making more sales around these levels because of the uncertainty of the economy and the likelihood that demand will stay on the weak side for the balance of 2009. For some producers, the first new crop sale is the hardest sale to make. A good marketing plan involves setting a floor and trying to average up on future sales if given the opportunity. Remember, making no decision is a decision itself. Let SEC help you with the start of your 2009 marketing plan.



Joe Kuykendall's Comments:

If you have been using Standard #2 diesel fuel for years, you may be skeptical about whether "premium" fuels are worth the added cost. But consider this, over time your engine's fuel system and injectors get dirty. This is a gradual and hard to notice process that reduces both engine performance and fuel economy. **This spring give Ruby Fieldmaster a try and feel free to provide us with any feedback you may have on its performance.**

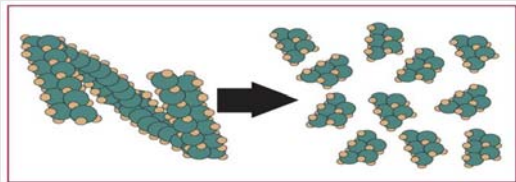


The use of biodiesel has become very popular and the tax incentives have made blends over 10% very cost effective. **SEC believes in promoting renewable fuels and is proud to offer biodiesel.**

To more effectively address the severe operating conditions of HD diesel engines, **SuperLube TMS and Maxtron DEO now have an enhanced formulation**, which contains a unique **Radial Polymer** that is engineered to minimize viscosity breakdown and extend engine life. This new technology complements the already proven **Wear Saver Technology** that contains a special anti-wear and soot dispersion chemistry that protects both new and older engines.

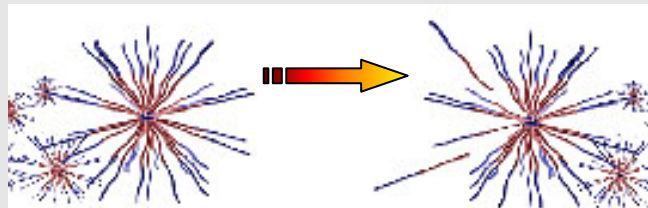
Outdated Long Chain Polymer Technology

Most oil brands use this to meet fresh oil viscosity requirements. These long chain polymers are easily sheared down into smaller pieces reducing viscosity retention, which promotes wear.



Radial Polymers = Better Viscosity Retention

The radial polymer used in Cenex Lubricants has many arms and if exposed to severe shear stress it may lose a few but will retain its overall shape providing better viscosity retention and protection



SEC welcomes our new customers and we hope you find our newsletter beneficial. Our newsletter accompanies our monthly statements, and can also be seen at www.shipmanlevator.com. We are proud of the readability of our statements and hope that they are easy for you to understand, however if there are any questions on your statement, please call ASAP and we will be glad to answer any questions that you may have.

Joyce Allen is SEC's Accounts Receivable Bookkeeper, and she will assist you with any questions you may have, or she will direct you to someone who can answer a specific question regarding your account. You can also view your statement along with other account information online. Just call our office for a user name and password, and follow the link from our website.

Brent Phelps Notes: Plot planting has begun for us at the elevator. We have several plots going in around the area. Darrin Ahlmeyer put his plot in on Sunday the 26th and the planting conditions were absolutely perfect. Darrin is a farmer dealer of seed and plants a few

different brands but wanted to do a plot of his own with all the major players in the seed corn market.

We will be evaluating which hybrids will emerge first and study these hybrids through out the growing season. One thing we did that will help us gather tons of data is our plot was ½ mile long. Most plots are not this long and the data is varied greatly in most fields as we all know. How many times have you seen your yield monitor jump to 250 and the whole filed averages 190?



Darrin's plot is located on highway 143 just at the edge of town in Marine. I have put together the best line up of hybrids in the area today and am hoping for an awesome year for Darrin and his entire operation. If you get in the area, we'll have signs up early so stop and take a look. Ahlmeyer Farms is always on the cutting edge and no expense was spared for this plot. I want to say thank you from SEC to all the growers who help us each year do plots. The information we gather truly helps you the grower know what's working out your back door

"LET'S GROW SOMETHING TOGETHER"

John Porter is the newest full time member of the operations team at SEC. John is from the Chesterfield area, and had been working as a maintenance person at one of the local trucking firms. John has been busy so far this spring pumping NH3 tanks and maintaining our trucks and other vehicles.

Dwayne Milner's Notes: We have had several fields planted and hopefully we get great stand on all those fields, but if that is not the case I just wanted to remind all the Mycogen and Croplan customers we do have 100% replant guarantee. This great feature was extremely helpful to all of our customers who had to replant last year with the cool wet soils.



So far we have gotten 3 plots planted across our trade territory. These plots went in extremely well and I am looking forward to the results. We are duplicating our plots in most of the locations this year; hopefully this will help us retrieve consistent data from across our territory and soil types. We are looking at a lot of new germplasm in both of our lineups that I am very excited about. This fall all of the data from each plot will be available in our office and the website.

The SEC board of directors has approved the expansion, improvement, and automation of our bulk seed facility. We are adding four additional storage bins, replacing the receiving leg and lead-out conveyors with new belt conveyors, replacing our portable treater with a permanent one, and adding automation that includes an automated weighing system.

This project will begin as soon as planting is finished. Pioneer, Croplan, and Mycogen are integral partners in this project, and we are fortunate to have them participate in the funding of this project that is going to add value to your farming operation.

Joe Wieseman's Notes: It's good to finally see a few planters rolling and some fieldwork being done. Several producers have installed InSight displays with a Planter Monitor Kit to replace their current Planter Monitor and provide color hybrid maps. The InSight Display provides the capabilities to do Split-Planter hybrid mapping, SeedCommand with Tru-Count Clutches, smart reports of hybrid, population, planting date and other valuable information. InSight even works as a Yield Monitor with a Yield monitor kit on your combine. With all of these capabilities it is easy to see why InSight truly is the Complete Precision Solution.



The EZ-Steer 500 system is an affordable, accurate user-friendly steering system that works seamlessly with any of our EZ-Guide lightbars and supports over 900 different vehicle models and applications.



I still have used EZ-Guide Plus lightbars in stock and available for customers looking for an introductory system. These lightbars are fully functional and capable of supporting the EZ-Steer system, and are priced at \$1,000. If you are interested in purchasing one of these lightbars, please give me a call.

SEC offers several GPS options with accuracy ranging from 6" with WAAS to better than 1" with our RTK Network.



If you have an interest in RTK or would like to know if we can cover your operation please contact me to discuss our options. Our RTK network is based on a signal from the Shipman base, Medora repeater, Gillespie repeater and a Litchfield location. We will consider adding more base stations as customer demand grows and would like to demonstrate the benefits of repeatable pass to pass, year to year, sub-inch accuracy on your farming operation.

If you have any questions about the products or services we offer please feel free to call me @ (618) 779-2741.

Rich Metzger's Notes: Great to see some April planted corn. The end of April has been very busy month with fertilizer and chemical being applied and seed deliveries running at a fast pace.

Our part-time and summer interns have been a real plus to our day-to-day operations. I would like to thank them for all their help.

Syngenta's new bean herbicide has received full label the 2nd week of April. Flexstar GT will offer multi modes of action on weeds for both GMO and Non-

GMO beans. This will be a great tool in some areas of weed resistance.

Other things on the radar screen;

Aphids, this population has not gone over threshold. This pest needs to be checked and sprayed if needed.

Alfalfa weevil eggs should be hatched and light feeding started.

Armyworms, large numbers of moths captured in traps in Kentucky and Missouri. Need to be monitored in the coming weeks. We all know how fast they can work.

Black cutworms, moth flight and captures are increasing, and need to be monitored.

Thanks for your continued support and have a safe spring.

"GROWING YOUR FUTURE ONE FIELD AT A TIME"



Several of you have asked about buying used toolbars and I will be contacting you about the used toolbars as soon as our spring season is complete. We do have some customers wanting to trade up to larger bars, and we will have their trade-ins available. The trade-in bars will be 13-17 knife DMI 4300's.

SEC appreciates when our customers plan ahead. This allows us to anticipate your needs, and gives us a much better chance of meeting your expectations.



Center Ethanol Company (CEC) has been able to replace the tank that was damaged at the end of 2008, and is now operating at full capacity. Margins and profits are still very minimal, and the outlook for the balance of 2009 is for continued challenges.



One Earth Energy, LLC in Gibson City, IL is SBI's other ethanol investment and that plant is scheduled to begin production in June.

New DMI toolbars for fall need to be ordered soon to assure you of the best price, delivery prior to the fall season, and allows your bar to be equipped as you want. SEC has a large fleet of company owned toolbars, however our fleet is small compared to the toolbars owned by our customers.

Shipman Elevator Company

Phone	(618) 729-9009
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Medora Scale House	(618) 729-3228

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Regan Wear	Agronomy Sales Manager
Dean Allen	Operations Manager
Dennis Wieseman	Grain Manager
Ron Sheppard	Petroleum Manager
Derek Kahl	Credit Manager
Joyce Allen	AR & AP Bookkeeper
Mary Meyer	Grain Payable Bookkeeper
Cathy Meininger	Billing Specialist

Sales Staff

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John Hunter	Jersey County Agronomy
Matt Haarmann	Western Area Agronomy
Jim Walker	Precision Ag Specialist
Joe Kuykendall	Certified Energy Specialist
Dwayne Milner	Seed Specialist/Agronomy
Brent Phelps	Central Area Agronomy
Joe Wieseman	Precision Ag Sales
Rich Metzger	Southern Area Agronomy
Tim Gueldener	Central Area Agronomy

Have a safe spring season!!!!