

# IFCA NEWS



## ILLINOIS FERTILIZER & CHEMICAL ASSOCIATION

**Our Mission Statement:** *To assist and represent the crop production supply and service industry while promoting the sound stewardship and utilization of agricultural inputs.*

### Winter 2009 Newsletter IFCA Chairman's Report by Mark Tarter

G-Rod! What more needs to be said? This guy has more rabbits than hats to pull them out of. Can you imagine playing with him as a little kid? Wait a minute, he still is a little kid. I hope after all he has done to our State and its people he gets exactly what is coming to him. I am sure there are plenty standing in line to help with the process. We have also elected our first African-American President. I can only hope that he will be good for our country. Let's hope he has more important things on his radar and that he will leave agriculture alone.

And what about 2008: Just when you thought it couldn't get any more bizarre, it did. It will be one of those years the old timers talk about like 1936, but the weather won't be the only subject. In the last column, I talked about the late spring, oil was higher than a kite and so were the markets. Now winter is here and the whole country has tanked. Good old fertilizer prices have marched right down too (follows oil, you know) leaving many with high priced inventory booked or in the bins and tanks. No one at the retail level saw this coming. Had we, we would be turning the wayback machine on and fixing this mess. Like Tennessee and Chumley, I wonder if Professor Whoopie (the man with all the answers) and his 3DBB could even help. Now farmers are backpedaling, waiting and seeing, or my personal favorite, "I'm going with someone else this fall, nothing personal." Yogi Berra once said, "It's Deja Vu all over again." We have all seen this reversal of fortune before. Greed got us into this predicament, recession will weed it out. Who and where you want to put the blame I'll leave up to you.

I hope you all enjoyed the holidays and as we embark upon a new year, remember we all reasons that we need to be thankful. The IFCA winter show is fast approaching and I hope everyone that wants to will be able to attend. The committee has a very good program this year. Also, Tim Bedore, a well known comic, is bringing us his "vague but true" and animal conspiracy theories on Wednesday before the trade show starts. Be sure to be there. My wife Kathy and I took Jean and her husband Rae, Leslie and her date Jerry (her dad) to see him in October. I think we will all enjoy his comedy. If not, blame me, it was my idea to have a comedian. We need to laugh as much as we can, there aren't many laughs in this business right now.

I've enjoyed being your chairman this past year; I hope I've done the former IFCA chairmen proud. Thank you to my great board, and my fantastic executive committee. I couldn't have done it without you. Good luck to incoming Chairman Dan Zinck, you will do great. THANK YOU to Jean, Leslie and Kevin for making it so easy. We are so lucky to have these three talented people at the office. Next time you call or see them tell them so. I hope 2009 will bring new hope for our country and economy. I wish you all the very best and thank you for the opportunity to represent and serve this terrific Association.

### IFCA Welcomes New Board Members

**The IFCA membership has elected the following new board members to serve from 2009—2012:**

Jim McNelly from Two Rivers FS in Pittsfield is the At Large Representative, replacing Ervin Caselton of Evergreen FS who is retiring after serving two terms.

Travis Weaver of UAP in Blandinsville will serve as the Retailer Representative in District 3, replacing Mark Tarter. Mark will serve one more year as Past Chairman and will then retire after two terms.

Bill Romshek was re-elected to a 2nd term representing the Retailers in District 5.

Terry Habrock was re-elected to a 2nd term representing the Retailers in District 8.

**The new board members will be inducted at the IFCA Annual Meeting on January 20th.  
Congratulations and thanks to all who voted.**

## IFCA Officers & Staff

### 2008 Executive Committee

#### **Chairman**

Mark Tarter, Tarter Feed & Fertilizer, Canton

#### **Vice Chairman**

Dan Zinck, Monsanto, Canton

#### **Finance Officer**

Terry Habrock, Terayne Ag Specialties, Venedy

#### **Secretary**

Rodney Phelps, Monsanto, Galesburg

#### **Exec Committee Member**

Mark Stivers, Helena Chemical Co., Maroa

#### **Past Chairman**

Doug McDevitt, Effingham Equity, Effingham

### 2008 Directors

Martin Case, Agrotain, Bloomington

Ervin Caselton, Evergreen FS, Bloomington

Jeff Eggleston, Hintzsche Fertilizer, Maple Park

Bill Romshek, Heritage FS, Gilman

Dennis Ross, Seward Ag Supply, Seward

Gary Ruff, Precision Tank & Equipment, Decatur

Scott Schertz, Schertz Aerial, Hudson

Jamie Southard, Effingham Equity, Effingham

Mark Stivers, Helena Chemical, Maroa

Brian Waddell, Mosaic, Normal

### IFCA Staff

Jean Payne, President

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**Illinois Fertilizer &  
Chemical Association**  
Supply • Service • Stewardship

## IFCA WELCOMES NEW MEMBERS

Jason Brown, CPS, Browns, IL

Daryl Allen, DuPont Crop Protection, St. Peters, MO

Jim Bach, Marcus Construction, Prinsburg, MN

Matt Wolfe, Outback Guidance, Benton, IL

Gary Weilbaker, Career Solutions, Fort Wayne, IN

Hugh McKiski, Regional Trucking Service, Steward, IL

Ben Endress, Corn Belt Fabric Structures, Buda, IL

### IMPORTANT UPCOMING DATES

IFCA Winter Convention, January 20-22, 2009, Peoria

#### Anhydrous Ammonia Safety Schools\*

Jan 21: Peoria Civic Center, Peoria

Feb 10: Holiday Inn, Carbondale

Feb 11: Gibby's on the Green, Rend Lake

Feb 13: Holiday Inn, Champaign/Urbana

Feb 17: Holiday Inn, Rock Falls

Feb 18: Monsanto Research Farm, Monmouth

Feb 19: Oakley Lindsay Center, Quincy

Feb 20: Northfield Suites, Springfield

Feb 24: Double Tree Hotel, Bloomington

*\*If you need to register for the schools, call IFCA.*

IFCA Legislative Breakfast, March 11, Sangamo Club

National Agronomic Safety School, Interstate Center, Aug 18-19

MAGIE, Interstate Center, August 19-20

### Jean Payne to Serve on Fertilizer Institute Board of Directors

At the invitation of The Fertilizer Institute (TFI), Jean Payne will serve as an honorary board member for a two-year term beginning in February 2009.

TFI's board is comprised of 39 representatives from the retail, wholesale distribution, production and import sectors of the fertilizer industry. TFI represents the fertilizer industry on federal legislative and regulatory issues.

### Tier II Reports Due March 1 2009

Don't forget to submit your Tier II reports to the Illinois Emergency Management Agency (IEMA), Local Emergency Planning Commission (LEPC) and local fire department by March 1, 2009. IEMA no longer sends our reminder letters, so it is up to you to remember to submit your reports on-line. If you misplaced your username and password, call the IFCA office and we can direct you to the right people so you can get a new username and password. Within the next two years, you will no longer need to provide the LEPC and fire department with a hard copy of your Tier II as they will be available to them on-line. If you need help submitting Tier II information, please contact IFCA.



## GOVERNMENT UPDATE

*by Jean Payne*



### What To Expect in Springfield in 2009

For the past few years our State has been grappling with debt and overspending. Even during the good economic times and decent state revenues we couldn't pay our bills. Now with the economy backsliding, the situation is predictably worse. Comptroller Dan Hynes warns that by March 2009, Illinois could be \$5 billion in debt. Recently the state was able to borrow \$1.4 billion in order to pay overdue bills to businesses and medical providers who do business with the state of Illinois, but the scandal surrounding Governor Blagojevich made the borrowers nervous and they tacked an additional \$20 million in interest to the loan. Unbelievable.

What will happen in 2009? Impeachment proceedings will take center stage for most of January and February, and if the legislature does eventually impeach the Governor, or if he resigns on the eve of impeachment, a new Governor will need some time to organize his staff, objectives and strategies to deal with the financial crisis and ethical hangover at the Capitol. February 18 is the day when we're supposed to have the Governor's Budget Address. Let's certainly hope it will be given by someone other than Mr. Blagojevich. No matter who the Governor is, the news regarding the state budget will not be good. Even if the legislators develop the conviction to try to cut spending (unlikely), the level of tax increase necessary to balance the budget would be dramatic, particularly if the tax increase is directed only at certain sectors of our economy which has been the trend in recent years. In other words, be on the lookout for business taxes, sales taxes, possibly a new service tax or some other "quick fix" combined with a possible income tax increase. Whatever it is, it will be unpopular with voters, especially in a recession.

What can agriculture expect? Probably fee increases. Agency budgets have been cut and special funds used to run many state programs have been swept clean. The programs within the Illinois Dept of Agriculture, Illinois EPA, DNR, State Fire Marshal and Illinois DOT are no exception. These funds were recently swept by the General Assembly under the promise from the Governor that the funds would be used to keep state parks open. Didn't happen...another broken promise. Without massive spending cuts, new funds will be needed to re-open the state parks and run the state agencies, not to mention pay the bills that are piling up.

IFCA has always been supportive of reasonable fees to fund our industry's regulatory programs. We need a strong Dept of Ag to ensure compliance with the regulations and a level playing field for our industry. In recent years, we could not support fee increases because the fees being collected were not being used to fund these programs, rather they were swept and used to pay other bills. With a new Governor and with the new IDA Director Tom Jennings, IFCA is very hopeful that we can once again establish trust and negotiate with our government in good faith regarding any proposed fee increases for our industry. For the past six years, I can sum up IFCA's legislative efforts like this: We have had to work VERY HARD just to keep what we have. I look forward to a near future when we can work VERY HARD on policies and legislation that help our industry and improve our situation in Illinois rather than just trying to hold our own. You can help by continuing to communicate with your local legislators. If you want the Governor to be impeached, let them know, don't assume anything. It's time for the people to take back our government.

### New Leaders in Washington are Friends of IFCA

IFCA supported Aaron Schock (R-Peoria) in his bid to fill the seat of Ray LaHood, and we also provided support to Debbie Halvorson (D-Crete) who filled the seat of Jerry Weller. Both of these candidates had records in the Illinois General Assembly that were supportive of agriculture and of legislation that was important to the IFCA. We look forward to working with them and with the returning members of the Illinois Congressional delegation.

We were also very pleased with the appointment of Ray LaHood as the Secretary of Transportation. There are several very troubling regulatory proposals in the works that will make it very difficult to find qualified CDL drivers, especially in the seasonal agricultural industry. Mr. LaHood is well informed regarding agriculture, anhydrous ammonia and the many issues that impact ag retailers and we look forward to his leadership at USDOT as we deal with many serious regulatory issues.

And of course, Mr. Obama is from Illinois. While in the Illinois legislature he was familiar with IFCA and participated in the hearing we had before the US Senate Environment Committee in D.C. in 2006 regarding the EPA's misguided enforcement efforts on the RMP program. He supported our position that USEPA was out of line with regards to fining Illinois fertilizer dealers and stated so in the hearing. As our new President he has a lot on his plate, more than anyone can reasonably expect to manage. We wish him the best and look forward to providing input to his administration on issues impacting the crop production supply & service industry.



## INDUSTRY ISSUES



### 2008 SPILLS AND RELEASES—ARE YOU READY IF THIS WOULD HAPPEN TO YOU?

It seems like our industry had its fair share of spills and releases in 2008. They are still statistically few in number considering the amount of product that is transported and applied, but these releases do get scrutinized by the regulatory agencies and the agencies fully expect a responsible and immediate response. It all has to be documented and reported upon as well. We thought we'd share a few examples of things that occurred this past year so that you can put yourself in the shoes of these members. Do you have the phone numbers of which agencies to call and what you need to report? This has to be done immediately following a reportable release. Do you know who else to call to help you immediately manage the impact of the release and the required remediation activities? IFCA should be on the list of people you call, because we can help you understand what the state agencies will expect, how to communicate with them, what you need to do immediately on site as well as help with the many reports that you need to complete once it's over. Here are some events that occurred:

- ◆ An attempted theft of anhydrous ammonia late one evening in Southern Illinois resulted in an entire nurse tank loss and partial evacuation of the nearby town making media headlines. Since the incident, the retailer has been visited by state and federal agencies looking under every rock despite the fact that thieves, not negligence, caused the release. So far, two people have been caught trying to steal anhydrous from this facility.
- ◆ Nurse tank maintenance is also a big issue. With more farmers doubling up tanks behind their tool bars, the tanks and equipment are taking a beating. An anhydrous ammonia release occurred in Southwestern Illinois in the field as the farmer was applying anhydrous ammonia. An anhydrous ammonia hose came loose from the liquid withdraw valve on the nurse tank and the check valves failed to close due to low pressure resulting in a entire loss of the remaining ammonia in the tank and partial evacuation of the nearby town which also made media headlines. Keep in mind, if the farmer is applying anhydrous and a release occurs, it is the farmer's responsibility to report the release to the proper authorities. You can supply them with the phone numbers, but have them make the call, they are the responsible party.
- ◆ In Central Illinois, an IFCA member had an anhydrous ammonia release from a storage tank resulting in a loss of approximately 6,000 gallons of ammonia which closed the nearby highway and railroad making the local news. Anytime there is a release from an ammonia storage tank, even if it is purely accidental, it is considered catastrophic and the follow-up with state agencies is very time consuming and expensive.
- ◆ The largest spill that occurred this year happened in December in Northern Illinois. A 500,000 gallon liquid UAN storage tank failed resulting in the loss of 2700 tons of fertilizer. Although we are still unclear as to what caused the failure of the storage tank, it is suspected to be a faulty weld. It very fortunate that nobody was hurt in this incident, particularly since it occurred during business hours when employees had just recently been near the tank. We included a picture of the aftermath below. The force of the release toppled adjacent tanks and blew the doors off nearby buildings. The full extent of the environmental impact is not yet determined but when thousands of tons of liquid fertilizer hit frozen ground, you can imagine the mess. The facility employees did an excellent job responding to the release but reported later that they felt like they were "in shock" immediately after it occurred and had to gather their wits regarding what to do first. Would you be ready if this happened to you? Would your local officials know enough about your business to help you, rather than hinder you?

We share these events with you because in all cases, what happened could not have been predicted and the equipment appeared to be functioning properly and had passed recent inspections. IFCA has assisted or is currently assisting all of these members with the required reporting and written follow-up responses. Another thing to consider is to review such possibilities with your insurance agent. Is remediation covered by your policy? If you had a major release or an evacuation attributed to the release, are you covered for the claims that will come in?

Another thing people don't realize is that under Illinois law, emergency responders are allowed to send a bill to the company or person responsible for the release to recoup their emergency response costs. The law does not necessarily require you to pay the bill, but it becomes an issue with your local community so you need to be aware of this possibility. As always contact IFCA with any questions. When you need help, we're here to provide it.





## Regulatory Update by Kevin Runkle



### ANHYDROUS AMMONIA NURSE TANKS CAN NOT BE USED TO SUPPLY ETHANOL PLANTS

USDOT cited an IFCA member for using a nurse tank to supply a petroleum facility with anhydrous ammonia. Under USDOT regulations, the NH<sub>3</sub> nurse tanks must only be used for agricultural purposes. If your company is supplying ethanol plants with anhydrous ammonia nurse tanks, they must be MC 330 or 331 cargo tanks. USDOT regulations consider NH<sub>3</sub> nurse tanks used for agricultural purposes to be non-specification tanks and that is why they can only be used for agricultural purposes. If you have any questions about this regulation, please contact the IFCA office.

### IFCA MEMBERS RECEIVED USDOT AUDITS REGARDING NURSE TANK TESTING

The USDOT Office of Pipeline Hazardous Material Safety Administration (PHMSA) has conducted audits of ammonia facilities in several Midwestern states including Nebraska, Missouri, Indiana and Iowa. They also conducted one audit in Illinois. These DOT officials met with IFCA and several of our members recently to update us on what they are finding that causes them concern. Mostly, they are concerned about compliance with the Nurse Tank Inspection Program (NTIP). USDOT maintains that they are visiting facilities due to complaints they have received. The typical violations found at the facility include: (1) failure to mark each nurse tank operating under DOT- SP 13554 with the external visual (V), thickness (T), and pressure (P) test dates as required; (2) failure to retain a current copy of DOT- SP 13554 at the owner's facility as required; (3) owner of the nurse tanks failed to retain test reports by the inspector as required under DOT-SP 13554. They are also finding bad welds and welds that were performed by non R stamp welders. In all there were a total of seven violations ranging from lack of training to failure to retain shipping papers for products other than anhydrous ammonia. Fines for these violations can range from \$250 per violation to \$50,000 per violation. USDOT has asked for IFCA's help to communicate nurse tank compliance issues to our members. They have prepared an advisory letter that illustrates the compliance concerns, including pictures of bad welds and poorly maintained tanks. This letter is available on the IFCA website at [www.ifca.com](http://www.ifca.com). IFCA also maintains a list of approved R stamp welders and CT facilities that can conduct nurse tank testing. Call us if you need assistance.

### IFCA OFFERING EMERGENCY RESPONSE WALLET CARDS TO MEMBERS

IFCA has developed wallet cards with emergency response numbers in the event of an anhydrous ammonia release. Anytime you or your farmer customers experience a release of anhydrous ammonia of 18 gallons or 100 pounds, it is the responsibility of the person in possession of the anhydrous ammonia to call IEMA, LEPC, local emergency responders and the National Response Center within 15 minutes of the release. If you would like the wallet cards to hand out to your employees and customers please contact the IFCA office. The cards come in bundles of 25 so please specify how many you would like. In the event you or your customers experience a release of a reportable quantity, a follow up report is also required. IFCA has assisted several members with follow up reports to IEMA, IEPA, and USEPA.

### REVIEW OF 2008 REGULATORY CASES

The Illinois Department of Agriculture reports that in 2008, they took the following regulatory actions regarding enforcement of the Illinois Pesticide Act:

**115 Formal Complaints were Received: 73 were ag related, 25 lawncare related and 17 were other cases**

**60 Cases were closed with no misuse determined**

**30 Warning & Advisory Letters were issued: 24 to agriculture and 6 to lawncare**

**17 Administrative Hearings Were Conducted; 8 for agriculture and 9 for lawncare**

**4 cases received a \$750 fine: 2 for ag and 2 for lawncare**

**10 cases received a \$500 fine: 2 for ag and 8 for lawncare**

**6 cases received a \$100 fine: all for lawncare**

**There were 15 cases involving aerial application. All involved potential drift or application to non-target site. 7 cases were closed with no evidence of misuse, there was one administrative hearing resulting in a \$750 fine, and 5 warning letters were issued.**





**2009 IFCA Winter Convention & Trade Show**  
**January 20-22, 2009**  
**Peoria IL (Hotel Pere Marquette & Peoria Civic Center)**

### Schedule of Events

#### Tuesday, January 20

9:30 - 3:30 pm CCA Session, Room 400, Civic Center\*

Nutrients & Water, Policy Update	Dennis McKenna, IDA
N & P Management in the Midwest	Dr. Fabian Fernandez
High Corn Yields & Nitrogen	Dr. Emerson Nafziger
Nitrogen Rates & Sources for Wheat	Dr. Steve Ebelhar
Managing Corn Rootworms	Dr. Mike Gray
Economics of Fall Applied N	Dr. Pat O'Rourke

1:00 - 3:00 pm Regulatory Workshop, Pere Marquette

5 year RMP Update, the myRMP Program and Nurse Tank Compliance Issues

4:30 - 5:30 pm IFCA Annual Meeting, Pere Marquette

5:45 pm IFCA Reception, Pere Marquette  
Everyone is Invited

#### Wednesday, January 21– Civic Center

7:00 am Ag-Solve Breakfast, Representative Rich Brauer

8:00 am Pesticide Applicator Training

8:00 am "Right Rate" Stewardship Program\*

8:00 am Understanding Generations in the Workplace\*

8:00 am Ammonia Safety Training

9:00 am Economic Outlook for Agriculture\*

10:40 am Comedian Tim Bedore

**IFCA Trade Show Begins @ 11:30 am; Lunch Served from noon—2 pm; Hospitality Begins at 3:45 pm**

1:00 pm Pesticide Applicator Testing in all Categories

4:15 pm Prizes Awarded

5:00 pm Trade Show Ends; Industry Parties Begin

#### Thursday, January 22 - Civic Center

**Trade Show Breakfast @ 7:30 am; Trade Show runs from 8 am - Noon**

9:00 am Input Contracts for Purchase & Pre-Pays\*

10:15 am Prize Drawing on Trade Show Floor

10:30 am CCA Session: Fungicides, Bees, Regulatory Issues\*

\* Denotes Continuing Education Classes

### Highlights

"Going for the Green" is the theme for the 2009 IFCA Winter Convention & Trade Show.

This year the Convention Committee and IFCA Staff have endeavored to create an educational program that captures the current concerns of our industry and of your business.

On Wednesday, don't miss respected **Ag Economist Dr. Abner Womack**. He will give the latest economic outlook for agriculture from the perspective of the Food & Agricultural Policy Research Institute (FAPRI). It's sure to be timely and give you an idea of how national and world events will shape the future of agribusiness.

For the first time, we are kicking off the Trade Show with well-known **comedian Tim Bedore**. Your leadership believes that laughter is important to your health and what a better way to set the stage for the trade show than with a light-hearted look at the world around us.

Tuesday night will be one to remember with plenty of industry parties to attend and time to socialize with your peers. On Wednesday morning we'll get your brains working again with a management session that will provide education and legal **guidance on contract law** for input pre-pay programs as well as on contracts that you enter into with your suppliers.

There are plenty of opportunities for CEUs and other productive educational sessions for managers and employees as you chart the future of your business in these challenging times.

And the best yet is the **IFCA Trade Show**. It's one of the biggest industry events in the entire country. With 105 exhibitors, the people you do business with or could be doing business with will be there. Pre-registration for the convention & trade show is over but you can register the day of the show. See you in Peoria!

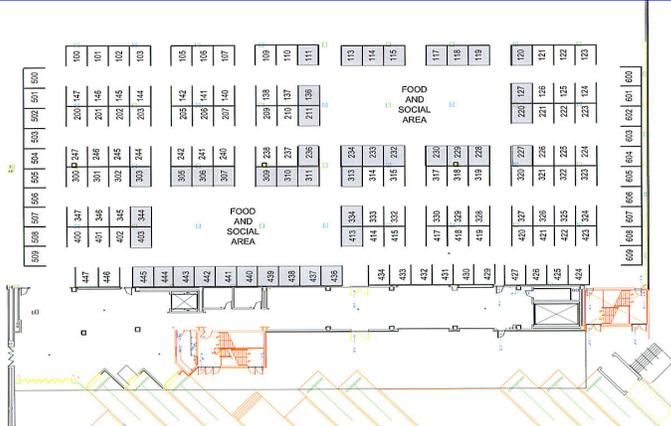
### WIN! WIN! WIN!

Flat screen TVs, electronics and cash will be given away at the hospitality event as well as on the 2nd morning of the trade show. Must be present to win!

# IFCA TRADESHOW

## CIVIC CENTER - PEORIA, IL

**Wednesday, January 21 - 11:30 am - 5 pm**  
**Thursday, January 22 - 8 am - 12 noon**



The Peoria Civic Center Hall D

On Wednesday, during the trade show our exhibitors are hosting **Bingo night**. In addition to playing Bingo when you stop by participating exhibitor booths you have a chance to have your name entered in the drawing box. These drawings will be held in between Bingo games during the hospitality party. **Participating exhibitors** are listed below highlighted in **red**. Prizes include:

- Cash
- Gift Cards
- GPS Navigation System
- Flip Video Camcorder
- Wii Game Console
- 40" LCD Television

Bingo begins @ 3:45 in the social area.

<b>A &amp; L Great Lakes Lab</b>	<b>203</b>	<b>Dow Agrosciences</b>	<b>436, 437</b>	<b>Jenner Sales</b>	<b>137, 138</b>	<b>Raven Industries</b>	<b>102, 103</b>
<b>Accu-Steel Cover Buildings</b>	<b>427</b>	<b>Doyle Equipment</b>	<b>115</b>	<b>John Deere - Spray Centers of IL</b>	<b>345, 346</b>	<b>Rich-Connell Agri-Search</b>	<b>232</b>
<b>Ag 1 Source</b>	<b>223</b>	<b>Dultmeier Sales</b>	<b>418, 419</b>	<b>Junge</b>	<b>344, 403</b>	<b>Rosen's</b>	<b>236 - 238</b>
<b>Ag-Chem</b>	<b>228, 229</b>	<b>DuPont Crop Protection</b>	<b>125, 126</b>	<b>Kahler Automation</b>	<b>330, 417</b>	<b>SGS Mowers Soil Testing</b>	<b>431</b>
<b>Agra Placements</b>	<b>318</b>	<b>Eldon C Stutsman</b>	<b>206</b>	<b>KSI Conveyors</b>	<b>423</b>	<b>Software Solutions</b>	<b>119</b>
<b>Agribusiness Insurance</b>	<b>328, 329</b>	<b>EMD Crop Bio-Science</b>	<b>240</b>	<b>Linco Equipment, Inc.</b>	<b>305</b>	<b>Southern Illinois Scale</b>	<b>317</b>
<b>Agrium, Inc.</b>	<b>145, 146</b>	<b>Enviropac, Inc.</b>	<b>111</b>	<b>Lincoln Land Community College</b>	<b>225</b>	<b>Spectrum Analytic, Inc.</b>	<b>327</b>
<b>Agro-Chem West</b>	<b>438</b>	<b>Farm Credit Services of Illinois</b>	<b>332</b>	<b>MANA</b>	<b>205</b>	<b>Squibb Taylor</b>	<b>200</b>
<b>Agrotain International</b>	<b>313</b>	<b>Farm Works Software</b>	<b>322</b>	<b>Marcus Construction Company</b>	<b>420</b>	<b>SST Development Group</b>	<b>224</b>
<b>Agworks, Inc.</b>	<b>500</b>	<b>Fast Distributing</b>	<b>604</b>	<b>MBC Buildings/Winkler Structures</b>	<b>326</b>	<b>Stahly</b>	<b>117, 118</b>
<b>Altorfer, Inc.</b>	<b>230</b>	<b>Fertilizer Dealer Supply</b>	<b>440, 441</b>	<b>McCord Terra Tire Group</b>	<b>244</b>	<b>Stueve Construction</b>	<b>502</b>
<b>AMVAC Chemical</b>	<b>222</b>	<b>Foundation for Agronomic Research/IPNI</b>	<b>324</b>	<b>Michigan Millers Mutual</b>	<b>124</b>	<b>Superior Services, Inc.</b>	<b>439</b>
<b>Andersons, Inc., The</b>	<b>311</b>	<b>Frank &amp; West</b>	<b>414</b>	<b>Mid-State Tank Co., Inc.</b>	<b>314, 315</b>	<b>Syngenta Crop Protection</b>	<b>425, 426</b>
<b>Arthur J. Gallagher</b>	<b>144</b>	<b>GROWMARK, Inc.</b>	<b>105, 106</b>	<b>Midwest Cover-All</b>	<b>606</b>	<b>Terayne Ag Specialties</b>	<b>306</b>
<b>ASMARK Institute</b>	<b>122, 123</b>	<b>GVM Richland</b>	<b>245 - 247</b>	<b>Midwest Laboratories, Inc.</b>	<b>421</b>	<b>Transammonia, Inc.</b>	<b>307</b>
<b>BASF</b>	<b>432 - 434</b>	<b>H.J. Baker/Tiger-Sul Products</b>	<b>300 - 302</b>	<b>Monsanto</b>	<b>226, 227</b>	<b>Twin State, Inc.</b>	<b>201, 202</b>
<b>Bayer CropScience</b>	<b>444 - 447</b>	<b>Hagie Manufacturing</b>	<b>319</b>	<b>Mosaic Company, The</b>	<b>320, 321</b>	<b>United Suppliers</b>	<b>347, 400</b>
<b>Becker Underwood, Inc.</b>	<b>603</b>	<b>Heartland Ag</b>	<b>415</b>	<b>Mosaic Company, The</b>	<b>303</b>	<b>USDA Natural Resources</b>	<b>422</b>
<b>Ben-Trei Fertilizer Co. LLC</b>	<b>107</b>	<b>Heartland Tank Services, Inc.</b>	<b>334, 413</b>	<b>Murray Equipment</b>	<b>120</b>	<b>Valent USA</b>	<b>110</b>
<b>Cady, Inc.</b>	<b>109</b>	<b>Helena Chemical</b>	<b>241, 242</b>	<b>Na-Churs Alpine Solutions</b>	<b>605</b>	<b>Van Diest Supply Co.</b>	<b>443</b>
<b>CarbonPower from FBS</b>	<b>147</b>	<b>Illini Sprayer Company</b>	<b>127, 220</b>	<b>Nationwide Agribusiness</b>	<b>430</b>	<b>Vertical Software, Inc.</b>	<b>207</b>
<b>Career Paths Unlimited</b>	<b>113</b>	<b>Illinois Agri News</b>	<b>100, 101</b>	<b>New Century Ag Recruiters</b>	<b>325</b>	<b>Waconia Manufacturing</b>	<b>210</b>
<b>CF Industries</b>	<b>429</b>	<b>Illinois Department of Agriculture</b>	<b>140</b>	<b>Outback Guidance</b>	<b>504, 505</b>	<b>Walz Scale</b>	<b>114</b>
<b>CHS Crop Nutrients</b>	<b>501</b>	<b>Illinois Department of Transportation</b>	<b>424</b>	<b>Potash Corp</b>	<b>442</b>	<b>Westheffer</b>	<b>323</b>
<b>Corn Belt Fabric Structures</b>	<b>503</b>	<b>Illinois State Police</b>	<b>601, 602</b>	<b>Precision Laboratories</b>	<b>141, 142</b>	<b>Winfield Solutions, LLC</b>	<b>309, 310</b>
<b>DASCO Incorporated</b>	<b>506</b>	<b>International Commodities Export Corp</b>	<b>600</b>	<b>Precision Tank &amp; Equipment</b>	<b>233, 234</b>	<b>Yargus Manufacturing, Inc.</b>	<b>136, 211</b>
<b>Decatur Danville Scale</b>	<b>333</b>		<b>507 - 509</b>	<b>Ranco</b>	<b>221</b>		
			<b>121</b>				



## Thoughts From the President's Desk

### *Jean Payne*

What will you remember most about 2008? If you listed all the things you found remarkable or distressing, the list would certainly not be short. I go back to the first few months of 2008 when commodity prices were at record levels and we were all riding the wave of increased demand and increased cost for agricultural inputs. How many times did you become philosophical with friends and colleagues and wonder out loud just when it would all end, and what would happen when it did? Tongue-in-cheek, many of us said *"the cure for high prices is high prices."* That was a prophetic thought six months ago but even then we sure underestimated how painful the "cure" would be.

I want to thank everyone who has called or sent an email to the office to let me know how you have been impacted by the late fall, the bottom falling out of fertilizer prices and the attitude of our farmer-customers to "wait it out." I hope you know how much I appreciate your input and your personal observations about the situation. This really helps me as I go out and speak to farmer groups about what is going on in our industry. I have been doing quite a few farmer meetings lately (at the request of our members and the request of the commodity groups) and I share with these farmers the reality of our two-season system in Illinois and what may likely happen this spring when all the "wait and see" people decide they finally want to buy fertilizer, and of course they'll want it NOW. I find that farmers do appreciate our industry despite not fully understanding or thinking too much about how the input supply system works. Ironically that is a tribute to you, because many farmers haven't had to worry about how it works because it typically works well, thanks to hard work and planning on your part. Educating farmers about what you do, why you do it and the challenges and risk you face is one thing I enjoy most about this job.

2009 will challenge us as never before. I sense that some IFCA members are dealing with situations that may forever change the way they do business. I sense that some IFCA members see opportunities to further strengthen the foundation of the input supply industry. I see IFCA providing you with information and updates to keep you aware of the policies and happenings that can help or hinder your business so that you can concentrate on running your business. And I know you are all wondering what I think about the Governor. I hope that soon we'll have a new Governor who will live in Springfield and will talk to agriculture and be honest about what it's going to take to get our State back on track. Is a decent haircut also too much to ask? Right now Illinois is a political freak show. Like the economic challenges we face, this too will evolve. We're more than ready to meet our future with a realistic, thoughtful and hopeful attitude.

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