

**Regional Sales Managers**

Chris Behl  
behl.chris@gmail.com  
Bloomington, IL 888-879-2297  
Cell 309-826-8020

Ted Huber  
thuber@consolidated.net  
Oakland, IL 888-305-4411  
Cell 217-259-8221

Jason Boerngen  
jandjboerngen@mmtcnet.com  
Montrose, IL 888-732-2530  
Cell 217-254-3038

Matt Schilling  
marva74@live.com  
Dahlgren, IL 618-643-4060  
Cell 618-925-1566

Gary Frye  
Hull, IL 217-656-3474  
Cell 217-460-0001

Pro-Ag Consulting, LLC  
PO Box 41  
1503 Kentucky Ave.  
Windsor, IL 61957



**this issue**

- Customer Appreciation Meetings **P.2**
- Jim Molock Retires **P.2**
- Did You Know? **P.2**
- 2011 Scholarship Winners **P.3**
- Employees Play Santa **P.4**

**An Employee Owned Company**  
With Over 231 Years of Experience

Don Hackerson	Co-Owner	27 Years
Gary Frye	Regional Manager	30 Years
Chris Behl	Regional Manager/ Co-Owner	23 Years
Gail Molock	Lab Manager	22 Years
Ted Huber	Regional Manager/ Co-Owner	17 Years
Jason Boerngen	Regional Manager/ Co-Owner	15 Years
Matt Schilling	Regional Manager/ Co-Owner	14 Years
Marilyn Nelson	Lab Assistant	13 Years
Charlotte Newman	Lab Assistant	12 Years
Kurt Storm	Soil Technician	10 Years
Charles Campbell	Controller/Co-Owner	9 Years
Tish Behl	Mapping Manager	8 Years
Ryan Parker	Soil Technician	6 Years
Beth Kull	Mapping Assistant	5 Years
Cindy Fallert	Lab Assistant	5 Years
Bryant Tingley	Regional Manager/ Trainee	4 Years
Candy Waggoner	Mapping Assistant	4 Years
Dustin Parker	Soil Technician	3 Years
David Bowling	Soil Technician	2 Years
Lex Bryant	Soil Technician	2 Years



**Pro-Ag Employees  
Play Santa**

A couple years ago our employees decided to participate in the "Angel Tree of Love" program. So, instead of buying gifts for each other, they decided to help the less fortunate by buying gifts for children in need.

Beth Kull, Candy Waggoner, Tish Behl and Chuck Campbell went shopping and the ladies all pitched in to wrap all the gifts. They were then delivered to the Jr. Women's League for distribution on Christmas Eve.

Helping others in need is always a wonderful experience but especially so when it comes to children at Christmas time.

**Over \$30,000 of  
Scholarships  
Awarded**



**Thank You for your Business**

Weather was a challenge for all of us in 2011, but we managed to get the crops planted, grown and harvested. We were able to get most of our soil sampling done in a timely manner. Rains in late fall prevented us from getting all of it done, but the January weather afforded us an opportunity to get the remaining acres done.

2011 was another very good year for Pro-Ag, LLC. We accomplished our goals of acres sampled, revenue and expenses in line with what was budgeted. We are forever grateful to all our clients for allowing us to work for them year-after-year.

We are starting our 33rd year as an independent consulting company. We thank you for your continued support. Hope you have a very successful cropping season.

**Jim Koester Memorial Scholarship Plaque**

Hanging in our Windsor office is the scholarship plaque which contains the names of all of our awarded winners.

The Jim Koester Scholarship was named after a young farmer from Watseka, IL who met a very untimely death in a farming accident.

Jim was a young man who truly loved farming. He farmed with his father and grandfather and had just bought his first farm.

Meeting him was a pure pleasure. He always had a smile on his face and just talking to him would brighten your day.

To date, Pro-Ag has awarded scholarships in excess of \$30,000. The award is for high school seniors who are going to study in the field of agriculture.

## Customer Appreciation Meetings

During late January through the month of February, we will be having our annual customer appreciation meetings. We have some informative presentations and outside speakers to present these meetings. Watch for our invitation letters and please plan to attend. We appreciate your business and look forward to seeing you.

### Jim Molock Retires

One of Pro-Ag's longest tenured employees has decided to retire. Jim started with Pro-Ag when John and Don Hackerson were still in the partnership operation of Pro-Ag. Joining the company in the summer of 1987, he quickly became a very important member of Pro-Ag's operation.

When he started, we were walking all of our fields and when summer help came to work for us, Jim handled all the training as well as walking 14-16 miles each day sampling our client's fields. Jim helped make the decision to use ATV's for our field work. He tried the first one, a three-wheeler, which he managed to turn over three times

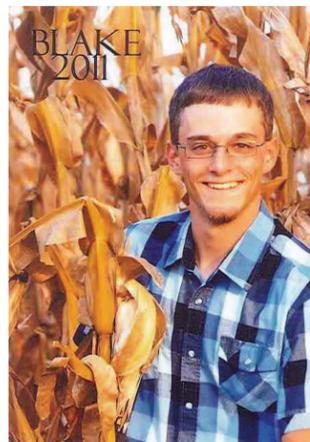
on a hilly field in southern Illinois. However, he somehow proved his point and we purchased two ATV's, four wheelers instead of three wheelers.

As the company continued to grow, he was needed to take care of our trucks, ATV's, lab equipment and anything else that needed fixing.

We told him he can now sit down and write that book we all talked about writing when we retire. We miss him already, but wish nothing but the best for him. Now he has time to do those "round to it" jobs that he has promised himself for years while working for Pro-Ag.

- \* pH testing is for hydrogen ions - not limestone.
- \* Phosphate Fertilizer - moves only 3cm from where it is placed in the soil. It is moved only with tillage.
- \* Potash leaches downward in the soil - going as much as 6' down into the soil structure.
- \* Anhydrous Ammonia Conversion leaves 4 units of Hydrogen for each unit of Nitrogen. Hydrogen turns soil acid.
- \* Fulvic Acid speeds up conversion of inorganic minerals to organic - aiding the uptake of these nutrients to increase corn and bean yields.
- \* Nitrogen moves with the soil water table - up, down and sideways
- \* We need a dry month of May for a record corn crop yield.
- \* It takes 5000 gallon of water to make one bushel of corn.
- \* It takes 13,000 gallons of water to make one bushel of beans. Aug/Sept. rains are so vital to bean yields.

## Jim Koester Scholarship Winners Announced



**Blake Pearson, Mt.Carmel, IL**

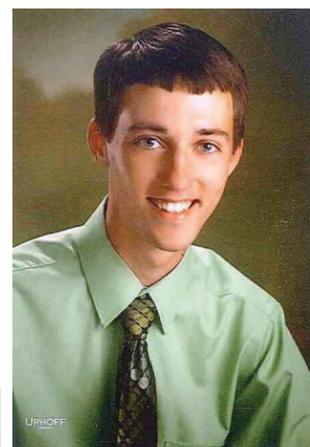
Blake is this year's Co-winner of the Jim Koester Scholarship given by Pro-Ag Consulting. A senior at Mt. Carmel High School, Blake enrolled at Wabash Valley College in September 2011.

His major will be in Ag Business/Marketing.

While at Mt. Carmel, he was elected a member of the National Honor Society as well as a Peer Leader Member. He also found time to be very active in FFA. He has served as President and Vice President of the organization. One of his favorite projects was organizing and hosting the "Little Louisville Farm Show" in 2011.

Blake's heart is in agriculture. Needing a job, he contacted many area farmers looking for work. He found Larry and Carolyn Hocking. They say he was like a "God Send." Excellent worker with great work ethic. He has operated all of their large farm and excavating equipment. "Blake is respectful, well mannered, intelligent and a dedicated young man." said Larry. Patricia Young, English Department head said, "Having taught English for 35 years, I am not easily impressed by students. Many students are adequate, some are even above average, but only a few are truly exceptional. Blake is one of the exceptional few."

After graduating he hopes to apply his skills in the field of Agriculture either on the farming side or in marketing to the farm business.



**Wesley Jackson, Macon IL**

The committee selecting our scholarship winners were very impressed with the many applications and the quality of those received. Selecting a winner was the most difficult of any year. The voting ended in a tie and we awarded two scholarships instead of one. After making the final decisions, they felt another applicant should be recognized. So the decision was made to award a \$500 scholarship to Wesley Jackson, son of Ray and Elizabeth Jackson of Macon, IL.

Wesley has enrolled at Lakeland College in Mattoon, IL. After completing two years at LakeLand he will transfer to a major university to complete his studies in Agri-Business.

While attending high school, he was active in many FFA events. He served as secretary his sophomore year and then president his junior and senior year. Last year he was selected as a D.A.R.E. role model. He was selected for the National Honor Society his junior year and was also selected for student of the month all four years of high school.



**Daniel Voelker, Waterloo, IL**

Daniel is our other co-winner of the Jim Koester Scholarship award for 2011. Daniel graduated from Waterloo High School ranked 15 in his class of 207 students.

During his school years he was recognized for being in the top 10% of his class. Very active in FFA and 4-H he attended state and national conventions. He was involved in section and state livestock judging as well as being a member of the National Honor Society. Dan wants to continue his education in Agriculture/Engineering. He has worked with his father in their hog operation and wants to someday be able to come back and manage it.

Mindy McDermott, Ag instructor said, "Dan always conducts himself in a manner that makes him a positive role model. Dan's patience and ability to see both sides of an issue, allow him to make informed decisions." When asked, what do you feel you do exceptionally well? He replied, "I feel that I communicate well. Letting others know the importance of Agriculture has been important to me and I will continue to do so."

Dan enrolled at Southwestern Illinois College in Belleville, IL and plans to graduate in 2015. We want to wish him well in furthering his education.

### Scholarship forms Available

If you have a family member who is a senior in High School, application forms are available at our Windsor office for this year's scholarship.

Please contact Chuck Campbell or your Regional Sales Manager and we will get an application sent to you.

Requirements are for them to enroll at a college in the field of Agriculture. Selection is determined by the owners of Pro Ag. For more information, call 1-800-879-2297