

Contact us now for pre-pay fall fertilizer. At Griggsville, visit Dave, Troy, Jeff or Wayne. In Paris, see Dean Osborn.

# LOGAN AG NEWS

## Test Your Corn Test Weight IQ

How much emphasis do you place on test weight when selecting corn hybrids? Take the test weight IQ quiz below, and enter your answers in the blanks provided.

1. At 15.5% moisture, which weighs more – 1 bushel of corn at 60 LB test weight or 1 bushel corn at 56 LB test weight? \_\_\_\_\_
2. Two hybrids, A and B, were planted side-by-side and weighed at harvest. Moisture of both hybrids was 17%. Hybrid A yielded 205 bu/A at 56 LB test weight. Hybrid B yielded 205 bu/A at 58 LB test weight. The cost of both hybrids was the same. With local corn price at \$6.00/bu, which hybrid made more money? \_\_\_\_\_
3. Lewis 910VT3 and Brand X were planted side-by-side and weighed at harvest. Moisture of both hybrids was 17.5%. Lewis 910VT3 yielded 205 bu/A with 56 LB test weight, while Brand X yielded 200 bu/A with 60 LB test weight. The cost of both hybrids was the same per bag. At \$6 corn, which hybrid made more money? \_\_\_\_\_
4. Mycogen 2H736 was planted alongside Brand Y and weighed at harvest. Moisture of both hybrids was 18%. Brand Y yielded 205 bu/A at 56 LB test weight. Mycogen 2H736 yielded 210 bu/A at 59 LB test weight. The cost of both hybrids was the same per bag. At \$6 corn, which hybrid made more money? \_\_\_\_\_
5. True or False. Test weight measures how many pounds will fit into a certain volume, and depends on the size and shape of kernels. \_\_\_\_\_

Answers appear at end of column

Test weight is not a determining factor in the corn yield formula. The formula to determine yield per acre is the number of pounds harvested divided by 56 pounds per bushel. If you harvest 11,200 LB corn at 15.5% moisture in one acre, the yield is 200 bu/A ( $11,200 \div 56 = 200$ ). Notice there is no mention of test weight in the formula.

While you may be able to put more bushels of higher test weight corn in a bin due to the size, shape, kernel weight, and yes, even slipperiness of the seed coat, there is no correlation between high test weight and yield.

Test weight is important at the grain elevator if below 54 LB as this is the minimum allowed before discount. A hybrid with consistent test weight below 54 LB needs to be replaced in your lineup, especially if it is not one of your yield leaders. Unless you receive a premium for hard endosperm corn where the quick evaluation is test weight, the elevator does not reward you for delivering corn with test weight higher than 54 LB.

1. Both weigh the same (56 LB per bushel)
2. Both made the same money because the yield is identical.
3. Lewis 910VT3 made more money because it yielded 5 bushels more.
4. Mycogen 2H736 made more money because it yielded 5 bushels more.
5. True. more bushels.

Answers to IQ Quiz:

## Pre-Pay Fall Fertilizer Now

Surprise! The cost of NPK for fall application is on the rise. Current grain prices and strong growth in fertilizer demand are major factors in the increase. Why? Producers and manufacturers believe high farm revenues allow them to establish higher prices for inputs. (You'll

see higher prices for crop protection chemicals from many manufacturers also.) Worldwide fertilizer demand is increasing as farmers strive to meet an ever-growing need for grain production. Already, Potash-Corp projects an increase in 2011 potash applications of 4-13%. China (16-22%) and Latin America (6-22%) account for much of the projected increase.

Here's a capsule look at price differences compared to one year ago as compiled for the South Central region of the US in the July 18, 2011 edition of "Dealer Report".

<b>NH3</b>	<b>+\$240-245/ton</b>
<b>DAP</b>	<b>+\$180-190/ton</b>
<b>Potash</b>	<b>+\$170-185/ton</b>
<b>28%</b>	<b>+\$126-128/ton</b>
<b>Urea</b>	<b>+\$240/ton</b>

Logan Ag is well-positioned for fall application of DAP, potash and NH3. Give us a call now for best prices.



Fertilizer Bins at Logan Ag Are Full!

Logan Ag provides custom application, too! A trio of dry spreaders and experienced operators are ready to begin applying after harvest. Two tractors for custom anhydrous ammonia application are available, pulling 17-knife and 19-knife tool bars. Don't forget ag lime to improve availability of phosphate and potash.

## The Signs Are In Your Fields

**S**igns of nutrient deficiencies are evident in many corn and soybean fields. Extreme heat/moisture stress, soil compaction

and low soil test levels are all factors in plants exhibiting signs of nutrient deficiency.

Knowing how to identify these signs enables producers to address problem areas before the next cropping season.

Yellowing of the leaves, technically termed *chlorosis*, is the most common response to nutrient deficiency. Only phosphorus differs as this deficiency shows up as purpling of the lower leaves and generally stunted growth of the entire plant. Plants suffering from lack of potassium (potash) have chlorosis around the leaf margins. Lack of boron leads to deformation and general yellowing of alfalfa leaves. A V-shaped yellowing in the mid-rib of older leaves characterizes nitrogen deficiency in corn.

## Relax And Collect Your Rebate

If you purchased crop protection chemicals and/or seed from Logan Ag and are entitled to one of the many rebate programs available in 2011, relax! The Logan Ag office is busy compiling all information required to submit purchase documentation on your behalf to manufacturers. Listed below are just a few examples of the rebate programs in effect this year.

**BAYER – Innovation Plus points on purchases of Corvus, Capreno, Laudis, Proso, Stratego YLD**

**DOW – Grower Rewards cash on combined purchases of minimum quantity of Mycogen corn and Dow crop protection products, or cash rebates on same acre purchases of SureStart/Durango or Sonic/Durango**

**DUPONT – Cash rebates on certain paired corn/soybean product purchases**

**FMC – Cash rebates on residual soybean herbicides paired with Roundup, and Capture LFR equipment rebates**

**BASF – Cash rebates on Headline fungicide**

**MONSANTO – Cash rebates on paired purchases of acetachlor herbicides and Roundup**

**VALENT – Cash rebates on paired purchases of Valor brand herbicides and Roundup**

Qualifying growers can expect rebates to begin arriving in November/December.

## Market Watch

**M**arket Watch is provided by Chris Robnett of Advance Trading. Robnett's timely remarks provide insight into a volatile market. Many thanks to Chris for his analysis of the corn and soybean market factors.



**Chris Robnett Risk Management Advisor**

**866-795-6188**

[crobbett@advance-trading.com](mailto:crobbett@advance-trading.com)

December 2011 corn futures have rebounded \$1.10 from the low on 07-01-11 with strength fueled by a supportive USDA Supply/Demand report on July 12<sup>th</sup> and weather concerns surrounding the Midwest crop. Price volatility is likely to remain historically high. Conditions continued to decline after several weeks of 95+ temperatures throughout much of the Corn Belt and will be closely monitored. The planted acres from the June 30<sup>th</sup> NASS report will also be closely watched. NASS previously collected planted acreage information during the first two weeks of June, with the results published in the June 30 Acreage report. At the time of the survey, a large percentage of acres remained to be planted. To better assess planted acreage, NASS resurveyed in these states in July. If the newly collected data justifies any changes, NASS will publish updated estimates in the Crop Production report on August 11.

November 2011 Soybeans have rebounded \$0.96 from the recent low on 06-29-11. The July 12<sup>th</sup> S&D was uneventful as most numbers in the report were in line with analyst expectations. As for new crop, the June Acreage report trimmed 1.4 million

**Logan Agri-Service, Inc**  
**Griggsville, IL**  
**800-564-2624**

**Paris, MO**  
**573-406-8579**

**Star City, IN**  
**574-727-7804**

**August 2011**  
**Pittsburg, OH**  
**937-692-5181**

from the planted acreage total and producers intend to harvest 74.3 acres, 1.4 million less than in June. As with corn, this market is all about the weather at this point.

As of August 1<sup>st</sup> the US corn crop is rated 62% good to excellent versus 71% good to excellent last year with most of the improvement coming from the northern and eastern Corn Belt, while continuing to see ratings decline in the south and western states. As of August 1<sup>st</sup>, the US Soybean crop is rated 60% good to excellent versus 66% good to excellent last year, with most of ratings improving in the north and east and declining in the southern areas. Next crop progress report will be out at 3pm Monday August 8th. The next USDA Crop Production report will be out on August 11; this report as discussed above will include the much anticipated resurvey of planted ac in several states.

This data is provided for information purposes only and is not intended to be used for specific trading strategies without consulting Advance Trading, Inc. Because trading futures and options normally involves risk, determining the appropriateness of hedging with futures and options can only be made on a case-by-case basis. All information is based upon data that is believed to be reliable. However, we cannot guarantee the accuracy or completeness of the data.

## SPCC Program Deadline Near

**M**any farmers face a deadline to file an SPCC (Spill Prevention, Control, and Countermeasure) Plan with the United States EPA. The deadline, a firm date as now known, is **November 10, 2011**. The goal of the program is to prevent oil spills into waters of the United States, including water resources needed for farming operations. A "farm" is described as any operation which produces and sells more than \$1000 of agricultural products annually.

Below are some **Frequently Asked Questions (FAQ)** regarding the SPCC Plan.

**Q. Is my farm covered by SPCC?**

**A. Essentially, if you store more than 1320 gallons diesel fuel, gasoline or motor oil in aboveground containers, your farm is covered by SPCC.**

**Q. What steps should I take to prepare and implement an**

*SPCC Plan?*

**A-1. If your storage capacity is between 1320 and 10,000 gallons in aboveground tanks and no tank is greater than 5000 gallons, you should be able to self-certify your own Plan. A template is available to download from EPA's web site at**

**<http://www.epa.gov/oem>**

**[/content/spcc/tier1temp.htm](http://www.epa.gov/oem/content/spcc/tier1temp.htm)**

**A-2. If your storage capacity exceeds 10,000 in aboveground tanks, your plan requires certification by a Professional Engineer (PE).**

**Q. What information is required to prepare an SPCC Plan?**

**A. Requirements include the following: a list of all tanks including contents and location; a brief description of the procedures used to prevent spills; a brief description of the procedures used to prevent spills from reaching water; a brief description of the measures used to contain and clean up an oil spill; and a list of emergency contacts and first responders.**

**Q. What spill prevention measures should be implemented and included in an SPCC Plan?**

**A. Include the following prevention measures: identify contractors or other local personnel who can help clean an oil spill; provide overflow prevention for tanks (establish a procedure to fill tanks); and provide secondary containment for tanks (dikes or double-wall tank).**

For additional information on the SPCC Plan and its requirements, several web sites and phone numbers are available.

**<http://www.epa.gov/emergencies/spcc>**

**<http://www.epa.gov/agriculture/agctr.html>**

**EPA Ag Compliance Assistance Center: 1-888-663-2155**

## Shifting Soil Fertility Levels

**R**esults from the 2010 survey of soil tests compiled by the International Plant Nutrition Institute show declining test values across much of the Corn Belt compared to the 2005 survey.

Average US phosphorus test levels declined 12 LB/acre. Illinois test levels dropped a whopping 20 LB/acre, while MO levels fell only 4 LB/acre. Indiana and Ohio P levels dropped 6 LB and 2 LB respectively. Considering that it requires approximately 20 LB DAP (18-46-0) to adjust soil test levels by 1 LB/acre, the IL results are particularly alarming as growers applied 400 LB less DAP than crop removal rates during the 5-year period from 2005-2010.

Average US potassium levels declined 8 LB/acre over the period. However, IN and OH results far exceeded the average with drops of 28 LB and 46 LB respectively. IL and MO growers fared much better as average MO test levels dropped 12 LB, while IL test levels increased 2 LB. Approximately 8 LB potash (0-0-60) is required to adjust K soil tests by 1 LB/acre. OH growers applied nearly 300 LB less potash than crops removed during the recent 5-year period.

Consistent with increased reports of sulfur deficiency in crops, the US survey revealed 13% of soils testing in the lowest level in 2010.

Declining soil test levels must be corrected to maintain/improve yields. Far too often, growers apply much less than removal rates of DAP and potash for corn and soybeans. Consult your crop specialist for additional information and soil testing.