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## Fertilizer Market Update

**F**ertilizer prices for the 2010 growing season have moderated considerably, but strength is developing in some markets.

China recently made a large purchase of **potash** that has impacted US markets. A price drop, effective after January 1, will drop wholesale prices slightly. Growers may see some gradual reduction in retail prices as current inventory is applied. However, the reduced price is not anticipated to last long as producers already announced an increase of \$30 per ton for March delivery contracts.

Strength is apparent in the **phosphate** market. In recent weeks, DAP prices surged more than \$125 per ton. MAP prices carry a premium of \$10-15 per ton. Some areas of the US report tight supply of DAP. Market reports indicate sulfur price and availability, as well as strong demand for phosphates currently drive the upward trend.

**Anhydrous ammonia** provides a price advantage to urea and UAN solutions. Producers, seeking to take advantage of the price differential, continue strong bookings of ammonia. Spring supply issues may force some into alternative nitrogen sources at planting time.

**UAN** solutions (28%/32%) show strength due to recent prepay activity by producers and retailers. UAN and urea are the alternatives to anhydrous ammonia for corn producers, and prices may surge prior to planting season if anhydrous application is delayed.

**Urea** price is firm at terminal locations across the Midwest. As product bookings and orders

increase, the price spread between urea and anhydrous ammonia should expand also.

High phosphate **starter fertilizers** such as 10-34-0 and 8-24-4 continue to follow the DAP market in its upward movement. Growers should make arrangements for these products ASAP to avoid additional price increases.

Call your Logan Ag crop specialist for current prices.

## Rebates And Special Offers

**M**any companies offer rebates and/or special financing for product purchases during the 2010 growing season. Logan Ag facilitates these rebate and finance programs for our customers. A brief analysis of the offers for 2010 follows: Bayer Growing Strong (grower incentives for purchases of Bayer crop protection products); BASF 0% financing (purchase 2 or more BASF products and get 0% financing until 12/10); BASF Headline rebate offer (cash rebate on Headline purchases); Dow Grower Rewards (purchase 60 units Mycogen corn and \$5000 qualifying Dow crop protection products for cash rebates up to 10% on seed and chemicals); DuPont Suite Choices (cash rebates of 6% or more on crop protection products with qualifying Pioneer seed purchase); FMC equipment incentives based on qualifying purchases of Capture LFR; and Valent Invest rebate program for non-GMO soybeans.

## Chemical Comments

**C**rop protection chemical representatives from major manufacturers are outstanding resources for information on pest control products and localized

Pre-Pay prices available now at Logan Ag! Call Griggsville, Star City or Pittsburg, or see one of our sales associates for current prices.

# LOGAN AG NEWS

recommendations. Inside this issue of "Logan Ag News" are comments from **Joe Kritenbrink** of FMC, **Jack Fry** of Valent USA, **Greg Welsh** of DuPont and **Andy Welbourne** of Syngenta.

Look for comments from other reps in future editions of this newsletter. Contact the Logan Ag sales team for information regarding specific products and/or weed and insect control recommendations.

## Glyphosate Additives

Logan Ag recommends the use of additives with glyphosate applications to improve product performance on tough weeds. Included among these recommendations are products that help direct the herbicide toward the target weed(s) and products containing ammonium sulfate. Knowing that many growers prefer the ease of liquid products, we offer the following for your consideration.

Gardian<sup>®</sup>, used at the rate of 1 quart/100 gallons spray solution, provides drift and deposition management, as well as water conditioning properties. Additionally, Gardian<sup>®</sup> helps to minimize the formation of foam in the spray tank.

N-Tense<sup>™</sup>, used at the rate of 1 quart/100 gallons spray solution, is designed to replace AMS in glyphosate applications. N-Tense<sup>™</sup> helps prevent the antagonistic effects of calcium, iron and other elements on glyphosate, and reduces product tie-up in the spray tank. Additionally, water conditioner activity is provided through a reduction in spray solution pH.

In our custom application service, Logan Ag combines Gardian<sup>®</sup> and N-Tense<sup>™</sup> to maximize the performance of all

glyphosate products.

Gardian Plus<sup>®</sup>, used at the rate of 2-1/2 gallons per 100 gallons spray solution, provides the same features and benefits of Gardian<sup>®</sup> along with the addition of AMS in a liquid formulation. For large growers, Logan Ag offers Gardian Plus<sup>®</sup> in convenient 250-gallon mini-bulk tanks.

Many other quality products are available in the marketplace, and Logan Ag has several available. Gardian<sup>®</sup>, N-Tense<sup>™</sup>, and Gardian Plus<sup>®</sup> are top performing products with all glyphosate formulations including Roundup WeatherMax<sup>™</sup>.

Gardian<sup>®</sup>, N-Tense<sup>™</sup>, and Gardian Plus<sup>®</sup> are registered trademarks of Van Diest Supply Co. Roundup WeatherMax<sup>™</sup> is a trademark of Monsanto.

## Lock In Diesel Fuel For Spring

Investors speculating in commodity markets increase pressure on petroleum prices. It is unknown to what heights the price of diesel may climb, but Logan Ag offers you the opportunity to lock in diesel prices for spring 2010 usage.

As a result of the efforts of our petroleum advisory service, Logan Ag secured diesel fuel contracts for spring delivery, and can offer a limited number of gallons on a first come/first served basis. Call or email Edward Logan (edlogan@loganag.com) for pricing information, and take advantage of our excellent spring pricing position.

Join the growing number of producers who enjoy the convenience of bulk motor oil. **Oakland 15w40** (compare to Shell Rotella), **Chevron Delo 400 15w40** (extended change

interval) and **Syngard 15w40** (low price leader) are our top sellers. For bulk hy/tran fluids, try **Oakland Hy/Tran** fluid (compare to Shell Donax), **Chevron 1000 Fluid** and **Extreme J20C**. Logan Ag provides stackable tanks with no-drip faucets and stands for bulk motor oil customers. Call Phil Ruble at 1-800-LOGAN AG for full details and pricing.

## Interesting High Yield Corn Trials

High yield corn trials conducted on farms near Walcott, IA provide interesting data that may be utilized by all corn producers. Twenty-four cooperators took part in the 2009 trials. The average yield harvested by the 24 producers was 246.9 bushels, with the highest yield at 264.7 bushels. The average planting date was April 23.

Fertility levels played a significant role in the 2009 yield. The average P<sub>1</sub> reading for fields in the trial was 43 ppm (86 LB per acre), while the average K reading was 266 ppm (532 LB per acre). 23/24 plots applied P & K for the 2009 crop, 23/24 performed some form of chisel plowing prior to planting; and the prior crop in 19/24 plots was soybeans. Interestingly, the majority of the plots applied zinc, sulfur and boron with the P & K.

Certified Crop Adviser Edward Logan feels the fertility levels may be somewhat excessive, but does attempt to maintain P<sub>1</sub> levels of 75-80 LB per acre and K levels of 400+ LB per acre on the highly productive soils south of Griggsville. Logan advises producers seeking high yields to apply adequate levels of NPK to support the yield goal and plant population for each field. While Logan has not added sulfur or boron to his fertility program, zinc is regularly applied with starter fertilizer.