

Logan Agri-Service, Inc  
Griggsville, IL  
217-833-2375

November 2011

Paris, MO  
573-406-8579

Pittsburg, OH  
937-692-5181

## Lundberg Joins Logan Ag Team

Logan Ag is pleased to announce the addition of **Eric Lundberg** to our sales team. Lundberg will visit customers and prospects in Illinois and Missouri, and will source products from the Griggsville and Paris warehouse facilities.



**Eric Lundberg**

Eric brings vast agronomic expertise and sales experience to the Logan organization. A Certified Crop Adviser, Lundberg will promote the entire product lineup focusing on Mycogen brand seed, crop protection chemicals, fertilizer and petroleum products.

Lundberg resides in Palmyra, MO with his wife, Marsha, and boys, Jackson (9) and Jonathan (6). Eric anticipates visits and contacts with his former customers soon. Eric may be reached by phone or text at 217-440-9779 or email to [elundberg@loganag.com](mailto:elundberg@loganag.com).

## Fall Apply Herbicides Now

Looking to get a head start on 2012 weed control? Now is the time to apply fall herbicides for corn and soybeans to control troublesome winter annuals such

as chickweed, henbit and marehail, as well as provide spring residual control of annual broadleaf weeds. Fall applications are labeled in both corn and soybeans.

A key element of all fall applications is 2,4-D. 2,4-D helps control existing broadleaf vegetation in the field including emerged winter annuals. Apply 1 pint 2,4-D ester along with the residual product of choice for corn or soybeans. Believe it or not, 2,4-D is in short supply at many retailers, but not at Logan Ag. We ordered 2,4-D early to ensure adequate supply for our customers. Among the many labeled products for soybeans are Valor<sup>®</sup> XLT, Authority<sup>®</sup> XL, Autumn<sup>®</sup>, Canopy<sup>®</sup> EX and Sonic<sup>®</sup>. In corn, Basis<sup>®</sup> Blend, simazine and other products are labeled. Always add crop oil or non-ionic surfactant to improve burndown of existing vegetation. Glyphosate products may also be applied where needed.

Call your Logan Ag crop specialist today, and begin your 2012 weed control program now.

Valor XLT is a trademark of Valent USA. Authority XL is a trademark of FMC Corporation. Autumn is a trademark of Bayer CropScience. Canopy EX and Basis Blend are trademarks of DuPont. Sonic is a trademark of Dow AgroSciences.

## Market Watch



**Chris Robnett Risk Management  
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December 2011 corn futures have risen \$.0625/bu from the close on September 30<sup>th</sup> until the close on October 28<sup>th</sup>. We continue to see reductions in export numbers. On the October 20<sup>th</sup> export report corn exports looked to be the poorest in nearly 40 years in terms of overseas competition from corn / feed wheat. Last week Taiwan who is traditionally a U.S. corn buyer bought

Now is the time to order top yielding Mycogen and Lewis brand corn hybrids.  
For best prices and discounts, call your Logan Ag sales rep today!

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Ukrainian wheat due to cost. We continue to see world grain purchased from the former Soviet Union countries due to price advantages of commodities as well as lower shipping rates. Poultry producers continue to slow production in response to an extended period of financial losses. On the other hand, the ethanol sector finally reported a larger increase in production /grind relative to 2010 with the industry now on a pace to grind 50-60 mbu more than the latest USDA forecast. Given current carry-out prospects and all the Chinese import talk, it's understandable why cash-flush producers have so far been reluctant sellers but ample foreign corn and feed wheat supplies continue to make the market uneasy.

November 2011 soybean futures have risen \$0.38/bu from the close on September 30<sup>th</sup> until the close on October 28<sup>th</sup>. In regards to exports this marketing year to date it was not a stellar performance. Buyers: Mexico, 3.6; China, 3.4; Portugal, 2.4 with Taiwan and Japan both taking around 920 K bu. Unknown and Egypt cancelled a total of 3.3 million. High prices/large South American supplies definitely are having an impact. The South American crop seems to be going in quite well but there seems to be enough acreage uncertainty to provide market support for the time being to a fairly tight world production situation.

The next USDA report will be the Nov 9<sup>th</sup> crop production report. The November report will review the USDA's estimated U.S. production as well as the current supply and demand numbers. Also fall insurance price averaging ends Oct 31<sup>st</sup> for those with the fall pricing option. There are many tools to be used to help manage the price volatility in the market, take time to learn how they work and use balanced approaches to manage margin.

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.

## Kennedy Promoted

Logan Ag announces the promotion of **Troy Kennedy** to Assistant Plant Manager at the Griggsville facility. Kennedy, employed at Logan Ag since 1989, has worn many hats including petroleum sales and delivery, as well as agronomy sales.



**Troy Kennedy**

Kennedy serves as the company's primary salesman for Lewis Hybrids, and maintains his current customer contacts for seed, fertilizer and crop protection chemicals. His new duties include supervision of plant operations including custom application. Troy resides in Griggsville with his wife, Linda (Bunny) and four children, Drew, Morgan, Matthew and Lauren. Kennedy may be reached at 217-491-0424 or by email to [tkennedy@loganag.com](mailto:tkennedy@loganag.com).

## Chemical Comments

Refer to the attached pages of this newsletter for comments from crop protection chemical representatives regarding products and recommendations for 2012 weed and insect control. This month, participating reps include **Jim**

**French (Monsanto), Ryan Booton (Bayer), Skip Shively (BASF) and John Kladstrup (Dow).**

Thanks to these reps for their continuing support of *Logan Ag News*.

## Another Reprieve For SPCC Plan

The US EPA recently announced another extension to the compliance date for completing a **Spill Prevention Control and Countermeasure (SPCC)** plan for farms with fuel storage in the amount of 1320 gallons or more. The new compliance date is May 10, 2013.

Refer to the August 2011 and September 2011 issues of *Logan Ag News* for information on completing an SPCC plan. These issues are available online at [www.loganag.com](http://www.loganag.com). Click the newsletter icon to download and review these newsletters.

## Plant Hormone Therapy Apps Boost Yield

Trials with V4 application of plant hormone therapy products including Bio-Forge™ and X-Tra Power™, in conjunction with fungicide and slow release nitrogen provided significant yield response in corn on the Logan Ag farm.

The trials were conducted across three hybrids each from Mycogen and Lewis, all planted at 42,000 population in 22" rows. Treatments across the trials were identical, and consisted of the following:

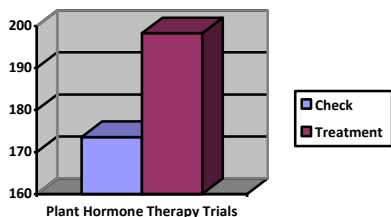
- 6-24-6 liquid in-furrow starter fertilizer + zinc + PMAX™ + Capture®LFR at planting

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- V4 ground application of Stratego<sup>®</sup> YLD (2 oz), + Sable<sup>™</sup> (1 gal) + Bio-Forge (1/2 pint) + X-Tra Power (1 quart)
- VT aerial application of Headline EC<sup>®</sup> (6 oz)

Logan Ag conducted the trial to determine if plant hormone therapy products such as Bio-Forge and X-Tra Power performed as advertised. StollerUSA states **Bio-Forge** is an anti-oxidant that aids plants by helping to overcome stress caused by the rise in ethylene levels at pre-flowering, enabling plant cells to produce more sugar and have longer life. Additionally, it is designed to increase growth of young plants, and overcome the effects of drought by affecting genes that seed companies have identified to develop drought tolerant corn. Bio-Forge also can improve the effectiveness of strobilurin fungicides such as Stratego YLD and Headline. **X-Tra Power** contains a mixture of micro-nutrients essential for early plant growth. It promotes plant vigor during early growth stages, and enhances root hair development and root growth.

**The addition of Bio-Forge and X-Tra Power boosted yield in every test strip on every hybrid, with yield response ranging from 6.3 bushels to a whopping 41.1 bushels. Average response across six hybrids was 24.7 bushels per acre.**



The Logan Ag trials cannot definitively attribute all the yield response to Bio-Forge and X-Tra Power. There is obviously some synergistic effect from the entire

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plant health treatment of starter fertilizer/insecticide, slow release nitrogen (Sable) and double fungicide application. Logan Ag concludes these plant hormone therapy products bear further review and feels comfortable in making recommendations to our customers for use in 2012 as part of a total plant health application program.

Bio-Forge and X-Tra Power are trademarks of StollerUSA. PMAX and Sable are trademarks of Midtech R&D, Inc. Capture LFR is a trademark of FMC. Stratego YLD is a trademark of Bayer CropScience. Headline EC is a trademark of BASF.

## Fertilizer Prices Gain Momentum

**F**ertilizer producers, enthusiastically viewing US crop prices and projected record farm income, determined price increases were warranted and could be paid by growers. Compared to last fall, nearly all nutrients products in the Midwest Cornbelt have increased at the wholesale level.

**NH<sub>3</sub>** – ammonia price increases average about \$100 per ton. With substantial fall product movement, ammonia could increase further. Spring prices will be higher than fall.

**UREA** – dry nitrogen increases average just above \$100 per ton increase. Dangerously low inventory levels make urea extremely volatile.

**UAN** – liquid nitrogen demand caused skyrocketing prices over the summer months. 32% currently sells for at least \$75/ton more than one year ago. Supply remains very tight.

**DAP** – while higher, dry phosphates are the most reasonably priced products this fall with increases of about \$15/ton. MAP (11-52-0) price runs \$20/ton above DAP. The market has sufficient dry phosphate in place for fall application, and prices are considered to be “flat”.

**POLYPHOSPHATE** – liquid phosphate sources (10-34-0)

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and others posted strong gains over previous year price levels. 10-34-0, where available, is as much as \$330/ton higher. Supply is a great concern. **POTASH** – increases of \$110-\$115 per ton are average. There is good and bad news about potash. The good news is that there are no supply concerns this fall; the bad news is that prices appear to be on the rise again near-term.

Higher input costs encourage growers to follow the 4R Nutrient Stewardship approach (Right Source – Right Rate – Right Time – Right Place). Fertilizer should be applied per the recommendations of a current soil test. Your Logan Ag crop specialist can schedule a soil testing program for you, or review your existing test results to formulate a soil fertilizer plan for 2012.

For more information on 4R Nutrient Stewardship, visit [www.nutrientstewardship.com](http://www.nutrientstewardship.com).

## NH<sub>3</sub> Application In Dry Soils

**M**any growers have asked about ammonia application in dry soils this fall, and whether it can be done. The short answer garnered from Iowa State University data is yes.

When anhydrous ammonia is applied, it must chemically and physically react to attach to soil particles. Dry soil can hold ammonia until it can react with water to form ammonium ions. To retain ammonia in the soil profile until sufficient moisture is available to enable it to bind to soil particles, proper injection depth and soil coverage is imperative. Knife sealers or mole knives are essential. Use your nose as a guide – if you can smell ammonia, it's time to stop application.