

LOGAN AG NEWS

Nutrient Demand (And Prices) Firm For 2008

A strong fall application season following record demand during the 2007 crop year has depleted supplies of most fertilizer products. Production facilities have been operating at nearly 100% capacity in an attempt to resupply the pipeline and also to take advantage of record high prices. Any glitch in production will further escalate prices during the spring application season.

Nitrogen prices are more than 50% higher than one year ago. This includes all nitrogen sources – dry, liquid and anhydrous ammonia. Demand for fall anhydrous ammonia depleted supply at nearly every Midwest terminal, limiting retailers' ability to purchase additional tons during the fall and, in effect, delaying completion of nitrogen application until spring. Liquid nitrogen solutions are again running at a premium to anhydrous ammonia, and urea exports keep a solid floor under pricing.

Phosphates have moved up in \$5 to \$10 per ton increments throughout the fall, and in mid-November stood as much as \$230 per ton above prices of just one year ago. International demand is strong, and product is exported as soon as it comes off the belt at production facilities.

Potash news is more of the same. Price is at record highs and supply remains inadequate. A Russian potash producer that supplies 10% of the world's supply may be forced to suspend shipments in the near future due to a sinkhole that has developed near a railroad line. Rail is the only means to ship product out of the mines, and production could be stopped for a long period of time if an alternate rail route must be constructed. While recent reports from this region indicate the

sinkhole is not expanding as quickly as originally believed, the long-term outlook for potash is definitely bullish.

Pre-Pay Crop Inputs To Save

With the cost of nearly every input for 2008 crops more expensive than a year ago, it makes sense to take advantage of pre-pay discount prices to save money on production costs. When you call or visit the Logan Ag headquarters in Griggsville, IL or warehouse locations in Star City, IN (Steve Crosby) and Pittsburg, OH (Jack Baker at Keller Grain & Feed) in December or January, you'll get our best prices of the season. The qualified staff at each location can assist you with a cost-effective recommendation to help improve your bottom line in 2008.

With more than 500 mini-bulk tanks and several hundred 12 volt pumps, Logan Ag is widely recognized as a leader in bulk crop protection chemicals. Our tentative lineup of bulk products for 2008 includes Atrazine 4L, Balance Pro®, Cinch® ATZ, Degree® Xtra, Durango® DMA, Extreme®, FulTime®, Guardsman® Max, Intro®, Keystone®, Lexar®, Radius®, Roundup OriginalMax®, Roundup PowerMax® and Roundup WeatherMax®. Other products may be available on request. In 2007, Logan Ag distributed more than 80,000 gallons of bulk herbicides through our owned and leased warehouse locations and sales agents to growers throughout the Midwest.

You'll find similar savings on packaged products as well. Logan Ag works with all major manufacturers, as well as several suppliers of generic products to bring you the products you need. Talk to us about our lineup of quality adjuvants including target performance agents for use with glyphosate and other postemergence applications.

Additionally, pre-season pricing offers savings on nutrients for spring application including anhydrous ammonia, urea, liquid nitrogen solutions, DAP and potash, as well as our premium starter fertilizer.

Pricing should be available in mid-December with payment options in December and January for tax purposes. FarmPlan financing at the low rate of Prime + 1% with December 2008 terms is available to qualified buyers for crop protection chemicals, seed and fertilizer.

See your Logan Ag crop specialist or sales agent soon and get the New Year off to a good start!
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½ Rate Insecticide May Improve Yield/Profit

Recent research indicates the use of ½ rate soil insecticide with rootworm *Bt* corn hybrids improves yields through better control of rootworms. However, Logan Ag Vice President and Certified Crop Advisor Edward Logan feels that improved yields with ½ rate insecticide use is due to better control of secondary pests. Logan states, **“On the Logan Ag farm, we have a problem with wireworms. *Bt* corn hybrids treated with seed applied insecticides such as Poncho 250 or Cruiser do not adequately control our wireworms. When insecticides are used at ½ rate in combination with the rootworm *Bt* corn, we realize improved stand count and better yield.”**

Preservation of stand is important to final yield as each 1000 plants per acre represent about 6 bushels per acre, or as much as \$18-\$24 gross income per acre. Secondary insects such as wireworms, black cutworms and grubs take their toll on stand. Utilizing additional insecticide at ½ rate may help maintain stand and full yield potential for some growers. Several granular and liquid insecticides provide consistent control of secondary pests. Contact your Logan Ag crop specialist for more information.

Two Pass Control Programs Provide Outstanding Weed Control

Growers have widely adopted Roundup Ready corn and soybeans throughout the Midwest. They have found that weed control in these hybrids and varieties is convenient, broad-spectrum and cost-effective. Many growers have been able to “clean up” some weed problems using the Roundup Ready system. Agronomists, however, worry that growers who attempt to utilize only post-emerge weed control measures are not producing the full genetic capability of today’s corn hybrids and soybean varieties.

Before the days of Roundup Ready soybeans, growers utilized two-pass weed control programs effectively to control broadleaf weeds and grass. Retailers and crop protection chemical reps advised to spray post-emerge herbicides about 3 weeks after planting when weeds and grasses were less than 3-4” tall. This advice was provided for two reasons. First, the herbicides available at the time did not provide consistent control of broadleaf weeds above that height. Second, every yield trial, even those that were hand-weeded to provide control, resulted in loss of yield if

weeds and grasses were allowed to grow above 4” in height.

While the Roundup Ready system now enables growers to control weeds of essentially any size in corn and soybeans, agronomic principles of controlling weeds and grasses when small to prevent competition with the growing crop and resulting yield loss still apply.

Logan Ag strongly recommends a two-pass weed control program in both corn and soybeans. The first pass with a herbicide that provides some residual control serves as the foundation for the weed control program. With our recommended herbicides, growers control many early season weeds and grasses that compete with the emerging crop, especially lambsquarters, waterhemp, foxtails and fall panicum. Many of these foundation herbicide programs provide as much as six weeks residual control and widen the post glyphosate spray window.

Discuss a two-pass herbicide program with us today. You’ll see the benefits of season-long weed control and improved yields.

The Wrap Up

- Make plans to attend an informative agronomic seminar with Logan Ag on Friday, December 14 at the Purple Martin Inn in Griggsville. On hand will be Dr. Greg Willoughby, Jack Hamilton and Ron Taylor. Topics of discussion include high yield wheat utilizing fungicides and Coron, starter fertilizer in corn, insecticide use in *Bt* corn and more. Call the Logan Ag office at 217-833-2375 for more information.
- Review the colored pages in this newsletter for product information and weed/insect control recommendations from several of the crop protection chemical representatives who work with and support Logan Ag’s sales team and monthly newsletter.