

Logan Ag News

May 2020

Negative Crude Oil Price? How Is That Possible?

April 20, 2020 – the day oil contracts traded in unprecedented negative territory with May futures closing at **-\$37.63**. How in the world can this happen?

Crude oil futures are traded on the New York Mercantile Exchange (NYMEX) in contracts in which the buyer (end-user) agrees to take delivery from the seller (producer) a specified quantity of crude oil at a predetermined price on a future delivery date. Contracts are traded in lot sizes of 1000 barrels (42,000 gallons). As an example, BP (oil producer) agrees to produce and deliver 10,000 barrels of crude oil to a certain end user (who may be a trader). When the contract is made, it is then traded on the futures floor. The contract may be bought and sold many times before it expires. As the expiration date of the contract nears, traders will roll or sell the contract to an actual end user.



On April 20, an exchange-traded fund was liquidating its May crude position (May contracts were set to expire the next day) and NO ONE wanted to buy the oil as there was no available storage. Owners of contracts not settled on the last trading day must accept physical delivery. With no available buyers to take physical possession of oil, traders paid to exit their positions! How would you have liked to have been on the other end of that conversation?

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Surfactant Decisions Made Simple

Logan Agri-Service, Inc. is trying to help you simplify your life by reducing confusion when selecting which surfactant to use when with your herbicide program. Through our +40 year working relationship with Van Diest Supply Company and their Cornbelt® lineup of surfactants, we have done just that.



Cornbelt® Locktite™ is the perfect adjuvant to use in nearly every application. It can be used as either a non-ionic surfactant (NIS) or a crop oil concentrate (COC). Locktite™ is also a deposition aid that provides drift mitigation and anti-bounce technology which helps keep your pesticides where you need them - on the target plant. Locktite™ is approved for use with all the new dicamba products (additional DRA required), the Enlist products, and is the perfect additive for glufosinate where better coverage is key.



Cornbelt® Griptite™ MSO (formerly Locktite™ MSO) provides all the benefits of Locktite™ with the added killing power of MSO. This makes it the perfect option for pesticide applications requiring a modified seed oil (MSO) to be used as the tank mix additive. Griptite™ MSO is also labeled for use with the new dicamba products (additional DRA required) and the Enlist products (anticipated for 2020 season).



Cornbelt® VaporGard™ + DRA provides the drift reduction agent required with the new dicamba products. VaporGard™ + DRA will also provide you the water conditioning required for glyphosate-containing tankmixes with these products, as well as a non-ionic surfactant and buffering agent. It also contains a defoamer for tank loading ease and efficiency.



Cornbelt® En-Pack™ will provide you all of the water conditioning required for a glyphosate plus 2,4D tank mix and will provide you a potentiating agent (high powered NIS) at the same time. The water conditioning is required for the glyphosate in the tank mix and the potentiating agent is needed to help spread droplets on the leaf surface, increasing plant penetration of both the glyphosate and 2,4D. This makes En-Pack™ the perfect tank mix partner for the Enlist family of herbicides

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This was the first time in history West Texas Intermediate crude oil traded in negative territory. With demand sharply lower, storage facilities at or near capacity, and a glut of oil in the market, there is concern longer-term contracts may turn negative in the future.

As a result of the rapid decline in oil prices, farmers have ramped up purchases of diesel fuel in their storage tanks. While diesel fuel price never traded in negative territory, it has declined significantly over the past month. Tankwagon price of Logan Ag's popular **POWER MAX™** B11 dyed diesel is more than \$1.30 per gallon lower (50% reduction) than year-ago levels as of early in the third week in April. Logan Ag recommends farmers keep storage tanks as full as possible to take advantage of current low prices.

It is assumed demand will increase and prices will move slowly upward when the U.S. and the world is "reopened" to some degree of normalcy. However, lifestyle changes forced by the impact of COVID-19 (less driving/less air travel, etc.) will have a lasting effect on petroleum markets for months and possibly years.

New Fertilizer Applicator Acquired

Heavy dry fertilizer application schedules this spring necessitated the acquisition of an additional fertilizer spreader. Following a demonstration period in LaBelle, Logan Ag purchased a VECTOR 300 applicator. Manufactured by RBR Application Equipment, the Vector features 4-wheel drive with an Allison automatic transmission and a New Leader fertilizer unit. The Vector is capable of two-product variable rate dry fertilizer application, as well as limestone application with flotation tires. Utilizing row-crop tires, the Vector is able to apply post-emerge urea in corn.



Try These **AGRI-YIELD** Post-Emerge Nutritional To Boost Yield And Profit

The Logan Ag lineup of top quality **AGRI-YIELD™** nutritional products includes several products specifically designed for post-emergence application with herbicides or fungicides in corn and soybeans. **Brett Forsberg**, Logan Ag's agronomist, suggests including one or more of these products in your tankmix.

PREMIER BORON – Boron serves in several capacities in the plant and is consistently low in soil availability and tissue testing. Boron's three most influential roles center on **energy movement, cell construction, and reproduction potential**. All three of these roles are wrapped together for **season-long** need for Boron.

- *Cell stability, membrane function and cell elongation rely on Boron and energy movement to and inside the cell.*

- *Energy movement in the plant needs Boron and healthy cell structures to move energy efficiently.*
- *Building reproductive structures from first flowers in soybeans to ear initiation (V4-V6) happen early and continue to grain maturity. The influence of Boron in constructing (flowering and silk elongation) and getting energy to the flower/tassel/ear determines not only potential yield but also what the plant can maintain (pod drop and kernel tipback).*

Premier Boron can be applied in a foliar application or at sidedress (Y-drop) at the rate of 1 quart per acre.

PREMIUM FOLIAR – This widely used and tested nutritional product (the first entry in the AGRI-YIELD portfolio) provides greater nitrogen efficiency, energy movement, and plant health with the micronutrient component. Its effects on the plant are often seen within 24-48 hours of application and the combine yield monitor often shows **4-6 bushel response in corn** and **3 bushel response in soybeans**. Use rate is 1 quart per acre.

PREMIUM FOLIAR GRO – With the GRO influence, plants increase respiration, photosynthesis and stress tolerance while taking better advantage of the micronutrients included in Premium Foliar and holding



on to higher yield potential. Corn yield response can be as high as **8-12 bushels per acre**. When applied to soybeans before flowering, yield response is expected to be **5-6 bushels per acre**. Use rate is 1 quart per acre.

ALL-E-VIATE – This antioxidant brings energy movement and stress relief. All-E-Viate greatly improves the plant's ability to take advantage of available nutrients. It drives root growth and increases the plant's ability to "touch" more soil and access more nutrients. Foliar use rate is 4 oz per acre.

MICROFEED- This is the product designed for sidedress UAN, especially with Y-drops. MicroFeed provides **immediate increase** in root mass and overall plant health. The micronutrient package which includes Boron supports efficiency of the nitrogen sidedress and then moves the resulting energy throughout the plant, thereby increasing leaf area and stalk diameter. With a very economical price point, MicroFeed leads to better standability in corn plus a **6-12 bushel per acre yield response**. Use rate is 1 gallon per 30 gallons of 28% or 32% with corresponding increase or decrease in rate



MicroFeed (pair of plants at right above) applied at sidedress expands root system

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determined by the rate of UAN applied.

Top producers across the Midwest are excited about production increases and tremendous ROI on these products. In a year of declining grain prices, it's more important than ever to review and reduce your cost per bushel produced. These fine **AGRI-YIELD** products are designed to provide RESULTS on your farm. Your Logan Ag crop specialist is ready to introduce you to the **AGRI-YIELD** lineup.

AGRI-YIELD is a trademark of Logan Agri-Service, Inc.

Final Comments

Edward Logan, Logan Ag President

Planting pace is widely varied in our trade area. In west-central Illinois, some farmers are done; some have 2/3 or more planted; some have barely started. As of April 27, we're beginning to see some corn emerge. I encourage you to take a look at your corn to watch emergence. The goal is to get every plant emerged within 8-12 hours of its row mate for maximum yield. This requires looking at fields daily and marking emerged plants.

Reports are coming in regarding black cutworm moths and potential for damaging infestations of cutworms during the month of May. Considering the slow growth and emergence we've seen thus far, I advise including a preventive insecticide with corn herbicide application to control cutworms before they begin feeding on young corn plants. There are several cost-effective insecticides labeled in corn.

Rain events prevented some pre-emerge herbicide application. While this does not necessarily pose a problem in corn, it is nearly essential to get an early residual herbicide applied in soybeans. We have many options available including products such as Parallel, Stalwart, Pummel, Torment, Zidua SC, Anthem Max, Prefix, etc. and all can be applied after the beans emerge. Our crop specialists can work with you to determine a viable option for your farm that can provide residual control, as well as burndown (if necessary). Of great concern is getting residual weed control applied on 2019 Prevent Plant acres as these fields will see very early emergence of a "jungle" of weeds.

Thanks to our agronomist Brett Forsberg for his work on the article, "Try These AGRI-YIELD Post-Emerge Nutritionals To Boost Yield And Profit". Brett has previous experience with all these products and is very confident in his recommendations. I plan to use Premium Foliar GRO and All-E-Viate on my corn acres this year – I cannot utilize MicroFeed as we are not set up for Y-drop or injected UAN application in our 20" row system.

We were able to place some trials in corn comparing TerraSym 408 and MicoApply Endoprime in starter fertilizer. I hope to have some pictures available following corn emergence and throughout the growing season.



Cornbelt® N-Tense™ is designed to provide you water conditioning required for glyphosate and also contains a potentiating agent (high powered NIS). This makes N-Tense™ the perfect product for your burndown applications and all glyphosate applications NOT containing the new dicamba or 2,4D products.

See your Logan Ag crop specialist in Griggsville, Winchester, Paris, LaBelle or Pittsburg for these quality Cornbelt adjuvants. We use them in our own farming operation to gain the most benefit from each crop protection chemical application.

Cornbelt is a trademark of Van Diest Supply Company.

Ag Groups File Motion To Intervene In Challenge To Glyphosate Registration

A number of groups representing various factions of agriculture including Ag Retailers Association (ARA), National Corn Growers Association, American Soybean Association, American Farm Bureau Federation and more joined forces in a motion to intervene in a case filed by Rural Coalition against U.S. EPA challenging EPA's Interim Registration Review Decision on glyphosate. In a statement, Ag Retailers Association CEO Daren Coppock said, "ARA will continue to defend glyphosate in order to ensure the product's availability in the future. This is one of the safest, most versatile and widely used agricultural pesticides in the United States and access to it continues to be vital to American agriculture."

Points made by the coalition in its motion include:

- The EPA's assessment is scientifically sound and "did not identify any human health risks from exposure to glyphosate." EPA's conclusions are supported by a body of science spanning over 40 years that has consistently confirmed glyphosate-based products can be used safely as directed and that **glyphosate is not carcinogenic.**
- Glyphosate is very important to agriculture and products containing glyphosate are among the most thoroughly studied products in the world. Its safety and efficacy have made glyphosate the most widely used herbicide by growers and other professionals worldwide, who rely on it not only for effective weed control, but also to minimize tillage passes, reduce greenhouse gas emissions, and preserve more land for native habitats.
- Regulatory decisions about glyphosate should be guided by science, not conjecture. The livelihood of farmers and growers, who have been using glyphosate safely for more than four decades, depends on it.

WE APPRECIATE YOUR BUSINESS! LET US KNOW HOW AND WHEN WE MAY SERVE YOU!

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IT'S "GO" TIME!!!



Petroleum – Crop Protection Chemicals – Fertilizer – Seed – Custom Application

