

Logan Ag News

October 2020

XtendFlex Soybeans Approved For 2021 Planting

Finally, Bayer can breathe a sigh of relief. Following months of litigation surrounding court verdicts against Roundup® herbicide and a federal court ruling to vacate dicamba labels in Xtend® (dicamba tolerant) soybeans, the European Commission recently authorized XtendFlex® soybean technology for food, feed, import and processing in the European Union. EU approval was the last requirement before Bayer could fully launch the XtendFlex soybean platform for the 2021 growing season in the U.S. and Canada. The company expects to supply 20 million acres of the new soybean to U.S. farmers.



XtendFlex soybeans are tolerant to in-crop applications of glyphosate (Roundup), dicamba (XtendiMax®), and glufosinate (Liberty®) herbicide. The addition of glufosinate tolerance provides another tool for weed control that may eliminate the need for post-emerge applications of dicamba for glyphosate and PPO resistant waterhemp and other troublesome weeds. **No dicamba may be used in-crop with XtendFlex soybeans unless and until approved and no dicamba formulations are currently registered for such use in the 2021 season.**

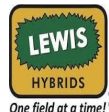
Logan Ag has access to XtendFlex soybeans through its affiliation with Lewis Hybrids. The XtendFlex soybean trait is available in elite genetics to provide tremendous yield potential. Discuss XtendFlex and the **AGRI-YIELD Seed**

continued on page 2

LOCATIONS

- GRIGGSVILLE, IL 1-800-LOGAN AG
- WINCHESTER, IL 217-730-0332
- PARIS, MO (Dean) 573-406-8579; (Megan) 217-617-3450; (Aaron) 573-721-5474; (Eric) 217-730-4503
- PITSBURG, OH (Jack) 937-692-5181
- LABELLE, MO (Andy) 660-341-0336; (Robert) 660-341-5471; (Luke) 660-342-6424

www.LOGANAG.com



New Bulk Oil Truck

Now, there are 3! That's right! 3 products on the same truck. Logan Ag's revamped bulk oil delivery truck now carries 15w40 motor oil, premium J20C tractor fluid and DEF! Each product has a separate pump and calibrated meter with ticket printer to prevent cross-contamination of products, ensuring delivery of top-quality products that meet or exceed the specifications of original equipment manufacturers.



Here is a brief description of the products on the delivery truck:

- **PEAK PERFORMANCE 15w40 MOTOR OIL.** This is the heavy-duty motor oil Logan Ag uses in its fleet of trucks, application rigs, and tractors. This CK-4 oil is designed to meet all the latest diesel engine high temperature performance demands and is economically priced.
- **PEAK PERFORMANCE PREMIUM J20C TRACTOR FLUID.** This premium multi-functional tractor fluid is recommended for use in most hydraulic fluid and transmission oil applications for tractors and implements including Allison, John Deere, Caterpillar, Ford New Holland, J.I. Case and more.
- **DIESEL EXHAUST FLUID (DEF).** DEF is an aqueous urea solution that lowers nitrogen oxide concentration in the diesel exhaust emissions. Buying in bulk allows Logan Ag to get best prices and the savings are passed on to bulk customers.
- **CITGO LITHOPLEX RT GREASE TUBES.** Grease is not "just grease". Modern equipment requires the latest technology in grease – a premium quality lithium complex extreme pressure grease. Lithoplex RT grease is **red**, tacky, and moly-free to provide excellent performance where good adhesion and water resistance are critical.



The delivery truck services western Illinois, as well as northeast and east-central Missouri. Call our Griggsville office (1-800-LOGAN AG) or Petroleum Specialists Mike Sargent or Cody Woods for delivery.

continued on page 3

continued from page 1

Guard Seed Treatment System with your Logan Ag seed specialist. Our trained staff will review available soybean platforms and help you determine the best option for your operation. The Bayer “*Plant With Confidence*” program will refund farmers \$3 per unit on qualifying brands of XtendFlex soybeans if low volatility dicamba formulations do not have a federal registration by the EPA on or before February 20, 2021.

Phosphate Enhancement Boosts Yields/ROI

Are you interested in increasing corn yield nearly **8 bushels per acre**? How about a return on investment (ROI) of more than **3:1**? Using the correct phosphate enhancement treatment with your dry fertilizer application helps you achieve these lofty levels.

A phosphate enhancement product is designed to do one thing – make applied phosphorus more available to the plant during the year of application. Did you know only 25% of the DAP/MAP applied is available in the year of application? By forming a negatively charged polymer around phosphorus that attracts positively charged minerals in the soil such as iron (Fe), aluminum (Al), calcium (Ca) and magnesium (Mg), applied phosphorus (P) which is then more readily available to the growing plant. Research shows P availability increases 40-50%. The result? Higher yields (up to 8 bushels per acre) and great return on investment (more than 3:1).

Logan Ag recommends Avail® T5 and PMAX® Ultra for impregnation on dry forms of phosphorus including DAP (18-46-0). Visual benefits of these phosphate enhancement products include **expanded early root growth**, a **more vigorous plant**, and **better overall plant structure**. The increased availability of P during early growing stages (rows around the cob are set at V5) promotes yield response. Larger root growth provides some early season stress tolerance.

In comparison to other phosphate enhancement products such as humic acid, Avail T5 and PMAX Ultra have much stronger negative charges to attract and hold positively charged minerals. P enhancement products are highly recommended in short-term cash rent situations, where farmers are seeking to build or maintain soil test levels, in VRT applications where some of the acreage receives low P application rates, or in any situation where growers seek to increase yields and maximize ROI.

Fertilizer Responsible For Food Production And More

The Fertilizer Institute recently released *The Fertilizer Industry Economic Impact Study*. This study recognizes the importance of the fertilizer industry to the U.S. economy. The study reveals nearly 500,000 jobs in the U.S. are directly related to the fertilizer industry.

Additionally, the study highlights the fact that fertilizer is responsible for more than 50% of the world’s food production. The fertilizer industry contributes more than \$130 billion annually to the U.S. economy through employment and wages, the value of crops and farm products produced, and transportation of nutrients to the farm.

Start Right In 2021

Harvesting of 2020 corn has been slowed somewhat by high moisture corn. The reasons for this situation include lack of Growing Degree Days during the summer months, heavy morning and early evening during September, planting of full season corn hybrids, and more. As you navigate through harvest and contemplate drying costs and delayed harvest due to moisture content, consider a reliable method to reduce grain moisture level and boost production.

The impact of starter fertilizer was evident in early corn growth during the cool spring of 2020. Fields where starter fertilizer was applied were able to **get a “head start” on early season growth** and **showed improved uniformity of stand** by allowing every seed the chance to emerge at the same time.

Research from Purdue (Mackay and Barber) more than 35 years ago indicated a **five-fold decrease in corn root growth** when soil temperature was reduced from 70° to 58° and a **four-fold reduction in phosphorus uptake by corn roots** under the same temperature conditions. Placement of nutrients close to emerging roots enabled the plant to more effectively uptake phosphorus (the primary nutrient associated with early season corn development) and helped alleviate stresses associated with cooler soil conditions at the earlier planting dates. The boost in early growth helped advance the plant through the early growth stages – even in cool soil temperatures – to help the crop mature faster. Research shows corn benefitting from starter fertilizer may be 1 to 3 points drier at harvest.



Starter fertilizer adds bushels in several ways. Results are likely to be greater when soil P and K values are medium-to-low, but studies have shown benefit when soil test levels are high as well. The goal of any P fertility program is to get sufficient phosphorus into the plant tissue from emergence through the V5 growth stage to increase and maximize the potential number of kernels per ear. Additionally, starters boost root growth to enable access to additional nutrients and water throughout the growing season. This expanded root growth aids the plant through stress periods and helps generate

continued on page 3

maximum yield potential from today's high-yielding hybrids. Plus, micronutrients such as zinc can easily be added to starter fertilizer applications.



Begin planning next year's corn crop right now! Visit your Logan Ag crop specialist or agronomist for additional information.

Final Comments

Edward Logan, Logan Ag President

With sadness, we say goodbye to Mandy Bonds. Mandy has worked in our Griggsville office for the past 7 years and managed Accounts Payable. She plans to return to the farm where she will work with her husband, Perry, and her father, Steve Rumpel, and hopes to have more time to spend with her two sons. Her smile, positive attitude and ability will be greatly missed.

We hope you have enjoyed **Crop Talk with Brett Forsberg**. During the growing season, Brett has visited with customers from Indiana to Kansas and discussed the importance of proper fertilization including micronutrients and plant growth regulators. If you have not yet seen any of the video segments, type *Crop Talk with Brett Forsberg* into your search engine. You will find many of the segments available for viewing. Our team is preparing a sales booklet highlighting the **AGRI-YIELD** lineup of nutritional products Brett discusses in his segments. Stay tuned for a full-scale launch of soil-applied and foliar nutritional products, as well as plant growth regulators for use in the 2021 growing season. We believe use of these products benefits every grower.

Here's an interesting fact. The "w" in multi-grade engine oils such as 15w40 stands for **winter**. The number to the left of the "w" denotes viscosity at low temperature; the number to the right of the "w" stands for the oil's viscosity at engine operating temperature.

Take advantage of CFAP 2 available now at your local FSA office. I requested online assistance from our Pike County, IL office and have already received payment via direct deposit. While not as lucrative as last year's total program, CFAP 2 certainly helps take the "sting" out of some lower corn and soybean prices.

We have very competitive prices on bulk 15w40 motor oil, hydraulic/transmission fluid and DEF. Request a quote before you fill up.

Many calls have come into our office (thankfully!) for fuel since harvest began. The overwhelming majority of Logan Ag accounts in IL use B11 biodiesel to save sales tax money on the fuel, and this is the fuel used in the Logan Ag fleet year 'round. I am very confident of the quality of our B11 biodiesel blend, and new anti-gel additives enable use in colder weather conditions.

Major Input Prices Trending Lower

A quick overview of current wholesale prices reveals fertilizer and petroleum prices are mostly lower in the fall of 2020 versus year-ago levels.

PRODUCT	PRICE DIFFERENCE '20 VS. '19
NH3	- \$50/TON
32% LIQUID	- \$40/TON
DAP	+ \$60-\$70/TON
POTASH	- \$50-\$70/TON
#2 DIESEL	- \$.80/GAL
B11 DIESEL	- \$.89/GAL

As a result of these price levels, the cost of fall P&K applications will be roughly the same as last year, fall-applied nitrogen will be approximately \$5 per acre lower, and the cost of operating a combine or large tillage tractor is reduced by nearly \$20 per hour.

The fertilizer manufacturing industry takes note of lower prices as well. Nutrien announced indefinite curtailment of operations at one of its four ammonia production plants in Trinidad (located off the northeastern coast of Venezuela). The idled plant produces approximately 400,000 tons anhydrous ammonia annually. Nutrien expects the plant to come back online when market conditions improve (higher prices).

Here To Serve You

The Logan Ag staff has expanded greatly to better serve our customers. Below is a list of our team members.

- | | |
|---|--------------------------------------|
| BRIAN BRISTOW – IL Application | ERIC BROCKMAN – Paris Mgr. |
| DAVE BRYANT – IL Sales | DAVE CAIN – Winchester maintenance |
| CAULYN CROW – Winchester feed/delivery | BRADY DUKE – IL Application |
| CARLA FINSON – G'ville Office Mgr. | BRETT FORSBERG – Agronomist |
| JAKE FOY – IL/MO Precision Ag | ROGER HACK – IL Application |
| JOE HALLOCK – Sales Mgr. | ANDY HARGROVE – LaBelle sales |
| JOHN KELLEY – Operations Mgr. | DREW KENNEDY – G'ville operations |
| TROY KENNEDY – G'ville Plant Mgr. | ED KING – G'ville Warehouse Mgr. |
| DALTON KISSINGER – Delivery/maintenance | BRETT LANGLEY – Winchester op |
| DARLA LAY – LaBelle Office Mgr. | ROBERT LAY – LaBelle Mgr. |
| LUKE LAY – LaBelle Sales/Application | EDWARD LOGAN – President |
| SHELDAN MARTIN – IL Application | BUSTER MCCONNELL – del/maint |
| OLIN MCCONNELL – Delivery/operations | MARK MCGLAUCHLEN – Maint/Tires |
| MEGAN MORGAN – Paris Sales | CRAIG ORR – Transportation |
| DEAN OSBORN – Paris Sales | JAMIE PENNOCK – Shop Mgr./App |
| BILLY REEL – Fuel transportation | AARON RIECHERS – Paris Operations |
| CHAD RUBLE – Fuel transportation | DENNIS RYAN – Winchester Mgr. |
| SCOTT SAPPINGTON – Fuel transportation | MIKE SARGENT – Petroleum Sales/del |
| AUSTIN SCHULTZ – LaBelle application | JOSH SCHAUVER – COO |
| TROY SMITH – Fuel transportation | KENT STAUFFER – G'ville warehouse/op |
| PEGGY STANLEY – G'ville bookkeeping | KENT TURNBULL – Fuel transportation |
| BOB THOMAS – Transportation | COURT WHITE – IL Sales |
| LAURA WAINMAN – Fuel Accounting | MIKE WHITE – Fuel transportation |
| HALEY WHITE – Winchester office mgr. | MAKAYLA WIESE – Accounts Payable |
| ISAAC WHITAKER – IL Sales/op | TREVOR ZUMWALT – Dispatch |
| CODY WOODS – Petroleum Sales/delivery | |

The goal of this group of **51** team members is to ensure the expectations of every customer are met or exceeded. They wish everyone a safe and successful harvest.

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

Logan AGRI-SERVICE, INC

**P.O. BOX 555
GRIGGSVILLE, IL 62340**

RETURN SERVICE REQUESTED

Inside this issue...

- ✓ *XtendFlex Soybeans Approved*
- ✓ *New Bulk Oil Truck*
- ✓ *Start Right In 2021*
- ✓ *And Much More...*



**WE APPRECIATE YOUR BUSINESS!
ASK ABOUT OUR NEW DEF BULK FILL PROGRAM!**

