

Logan Ag News

September 2017

Fall Fertilizer

It's time to get ready for fall fertilizer application after harvest. Logan Ag suggests some pre-application preparation for each field.

REVIEW SOIL TESTS:

Agronomists recommend soil tests be taken at least every four years. If tests are not current, take post-harvest samples to determine fertility levels. At minimum, sample for P, K, soil pH, and Cation Exchange Capacity (CEC). Certified Crop Adviser Edward Logan suggests the following soil fertility levels as goals: P = 40-45 LB/acre; K = 275-350 LB/acre depending upon CEC; soil pH = 6.5-6.8. Soil pH is critical for availability of phosphate and potash to the plant. Logan also recommends tests be taken by grid method to facilitate variable rate fertilizer and limestone application.



FERTILIZE FOR YIELD POTENTIAL: Short-changing fertilizer application often means short-changing yield. If a field is capable of producing 240 bushels corn, apply P and K fertilizer for the yield potential. Review the maintenance fertilizer requirements for corn, soybeans, alfalfa, and wheat on the last page of this issue. Logan recommends at least 2/3 of the total nitrogen requirement be applied prior to planting in the fall or spring. The balance of the nitrogen may be applied in a weed 'n' feed application at planting, or as

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LOCATIONS

- * Griggsville, IL 217-833-2375; 1-800-LOGAN AG
- * Pittsburg, OH 937-692-5181 (JACK BAKER)
- * Paris, MO 660-327-1111 (DEAN OSBORN, MEGAN MORGAN)

www.LOGANAG.com



Minnesota Moves To B20

Minnesota Governor Mark Dayton recently announced plans to implement a new biodiesel standard next spring at fuel pumps across the state. Beginning in May 2018, B20 – blend of 20% soy-based biodiesel plus 80% petroleum diesel – will become the new standard. B20 will be sold through September 30. In 2019, B20 will be mandated from April 1 through September 30. B5 will be sold October 1 through March 31 each year to ensure cold-weather reliability. Governor Dayton states, *"The biodiesel industry will add an average of 63¢ to the market price of a bushel of soybeans for Minnesota farmers under the new standard."*

According to the United Soybean Board, U.S. consumers used a record volume of nearly 2.9 billion gallons of biodiesel in 2016. This reflected almost 40% more usage than the prior year. The biodiesel industry adds more than 60,000 jobs to the U.S. workforce.

1 bushel of soybeans yields 1.5 gallon biodiesel

In 2005, Minnesota became the first state in the nation to mandate the sale of biodiesel blends. B2 biodiesel has been sold throughout the state for more than 12 years. There are currently three biodiesel production facilities in Minnesota producing nearly 75 million gallons of renewable fuel annually.

In a follow-up to an article appearing in the July issue of *Logan Ag News*, the U.S. government has imposed stiff sanctions against imports of biodiesel from Argentina and Indonesia. These countries were accused of "dumping" more than 650 million gallons of biodiesel at prices below the cost of production in the U.S. These sanctions are a major win for the U.S. biodiesel industry and American soybean producers.

Logan Ag proudly supports the use of biodiesel in off-road equipment and diesel-powered highway vehicles, and has offered the product to customers for nearly 25 years. The Petroleum Distribution Facility in Griggsville boasts storage of 15,000 gallons soy biodiesel for blending with on- and off-road fuel. Additionally, the biodiesel storage tank, as well as one dyed off-road diesel tank and one clear highway diesel tank is heated to improve product mixing in cold weather conditions.

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sidedress in-crop as the season progresses if necessary. Additionally, Logan makes an across-the-board sulfur recommendation for every acre of corn. Sulfur rates vary depending on yield goal and sulfur source. Your Logan Ag crop specialist is ready to assist you with fertility and sulfur recommendations.

PROTECT YOUR FERTILIZER INVESTMENT: Fertilizer prices have decreased considerably over the past 2-3 years. However, it's still important to ensure you get the most from your dollar by protecting your investment. Fall and spring nitrogen applications should be stabilized no matter if applying dry urea, 28% or 32% liquid nitrogen, anhydrous ammonia, or manure. Logan Ag recommends Instinct® II or Instinct® HL for urea and liquid nitrogen solution, N-Serve® for anhydrous ammonia, and either Instinct II/Instinct HL or More Than Manure® for swine manure.

Research indicates as much as 75% of applied phosphorus is unavailable to the plant because it becomes fixed in the soil shortly after application. Products such as PMAX® Ultra applied to DAP, MAP, or starter fertilizer protects phosphorus from fixation through the growing season, and allow for more available phosphorus uptake early in the growing season when ear size is determined. Instinct II, Instinct HL, and N-Serve are trademarks of Dow. More Than Manure is a trademark of Verdesian Life Sciences.

In The Logan Ag Spotlight

Logan Ag is fortunate to have more than 30 team members who are dedicated to providing outstanding service to customers. We take this opportunity to shine a spotlight on four who make a difference at Logan Ag.



John Kelley has been a valuable part of Logan Ag for a total of 15 years. Kelley is transitioning from field operations to Assistant Plant Manager at Griggsville. John's duties in his new role include scheduling of fertilizer and chemical application, field scouting, parts and equipment procurement, and working in the chemical mix room during spray season. John is excited about the change and looks forward to working with customers on a more consistent basis. John can be reached at 217-242-5433 (mobile), 217-833-2375 (office), or jkelly@loganag.com.



Troy Kennedy needs no introduction to Logan Ag customers. Beginning his career in 1990, he is the second longest tenured member of the staff. Currently the Griggsville Plant Manager, Troy will now assume additional sales responsibilities (seed, fertilizer, crop protection chemicals, petroleum). Troy will spend more time out of the office working with his customer base



in the Perry-Griggsville area. Troy can be reached at 217-491-0424 (mobile), 217-833-2375 (office), or tkennedy@loganag.com.



Roger Hack is new to Logan Ag but is certainly no stranger to the field of agriculture. Roger farms in the Pittsfield/Milton area, and previously worked for Hammitt Custom Farming. Roger will assume farming responsibilities for Logan Ag, as well as filling in when needed in fertilizer and chemical application, crop scouting, trucking, and maintenance. We welcome Roger to the Logan Ag family!

J.T. Heinecke has recently been employed at Logan Ag's Paris, MO warehouse. J.T. has attended the University of Missouri where he majored in agriculture. Heinecke's family farms in the Paris area, and J.T. owns and operates Heinecke Show Stock. His duties at Paris include sales, delivery, and warehousing. J.T. is busy gaining knowledge of the Logan Ag product lineup, and looks forward to meeting customers and prospects in east-central Missouri. Welcome aboard, J.T.!



More On Dicamba

Dr. Kevin Bradley of the University of Missouri reports that dicamba complaints in the Midwest cover more than 3.1 million acres in 21 states. More than 2200 official investigations have occurred through early August. Bradley, the guest speaker at a Logan Ag meeting held in March 2017, says yield impact will not be known until soybeans are harvested.

There is concern that soybeans injured from dicamba drift will produce seed that also expresses dicamba injury when planted. Myron Stine of Stine Seed stated during a Scott County, IL plot tour in late August that some of Stine's seed production acres had been damaged by dicamba drift, and Stine is seeking winter production acres to overcome the shortfall of undamaged seed beans.

Unknown at this time also is whether farm insurance policies will cover damage to neighboring crops due to drift or temperature inversions. The "Insurance Journal", in an article published by Bloomberg, reports some farmers question their coverage. Glen Cooley of MidState Insurance in Griggsville, IL reports that *"most farm policies will provide coverage for chemical drift to a neighbor's premise. The amount of coverage will vary from company to company. A basic limit is provided, maybe \$25,000, and the limit can be increased to as much as \$250,000 to \$500,000 depending on the company."*

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Cooley further indicates that losses from dicamba drift are not covered by multiperil crop insurance. However, he recommends growers contact their crop insurance agent so that an appraisal can be done of the damaged area. Mr. Cooley states *"That area can be excluded from determination of a producer's actual production history. It is important to understand that the dicamba damage must be caused by someone other than the insured producer."*

Final Comments

Edward L. Logan, Logan Ag President
The merger of Dow and DuPont was finalized on August 31 in a deal valued at \$62 billion. Plans for any consolidation of seed and/or crop protection chemical business have not been announced. The deal includes Dow's Enlist (2,4-D tolerant) trait for corn and soybeans. DuPont's soybean seed business provides an avenue for this trait to hit the market eventually.

Thanks to our customers for relying on Logan Ag during the 2017 crop year for products and services related to your farming operation. My staff and I wish you a safe and successful harvest season, and look forward to continuing our relationship in the future.

Logan Ag wants to be your DEF supplier! Our bulk supply enables us to offer competitive prices in totes. John Kelley has secured a number of 12v DEF pumps with stainless nozzles to dispense from the tote into your tractor, combine, or truck supply tank.



Contact us today for more information and delivery. We offer bulk motor oil and hydraulic/transmission fluid as well.

The hurricane season has been rough on Florida and Texas. We've seen spiking fuel prices as a result of refinery shutdown and pipeline disruption in Texas. The Florida hurricane may result in some difficulty in the phosphate fertilizer market. Some industry analysts predicted reduced DAP prices in late October as imports reach New Orleans. However, I anticipate some disruption in mining and phosphate production due to Hurricane Irma. This disruption in U.S. production may offset any price reduction from the arrival of imported tons.

Our shop has been busy getting dry fertilizer applicators, tenders, and rental ammonia tool bars ready for the fall season. We purchased two additional rental tool bars this year, and both are in excellent condition and ready to go. One of these units is a strip till bar. Call us for dry fertilizer and limestone application following harvest.

Our crop specialists recommend fall herbicide application to control emerging winter annual weeds such as chickweed, henbit, and marehail. Weed control with fall applied herbicides has been outstanding. Consult us for cost-effective programs to apply that enable cropping flexibility for corn or soybeans.

Logan Ag encourages the use of B20 blends during warm weather months to increase the use of U.S. grown soybeans. As Logan Ag president Edward Logan states, **"Burn what you grow!"**

Selection Of 2018 Seed Critical Part Of Yield Success

Seed dealers and representatives flock to the field each fall to ride in combines, provide yield checks, assist in calibration of yield monitors, and offer services designed to capture a seed order from customers. Despite the rhetoric and fancy literature, the performance of a particular corn hybrid or soybean variety in your field is and should always be the determining factor in seed selection.

As a retailer, Logan Ag strives to recommend only corn hybrids and soybean varieties that have proven track records in test plots and field trials. We proudly offer seeds from Lewis Hybrids, AgriGold, Mycogen, Credezen, and Stine as we feel these companies rank at the top of the charts for our geographic area, or have a particular trait that will provide benefit in fields with hard-to-control weed pressure.

When you purchase seed from Logan Ag, you'll get our best product for your acres along with all the service you expect from a seed supplier such as bulk and box tenders, quality seed treatment, and follow-up after the sale. Before making a "hurry-up" decision on 2018 seed, take time to discuss your requirements with one of our crop specialists in Griggsville or Paris. Let us help you get started on a successful 2018 growing season with a sound seed recommendation this fall.

Fall Ammonia Outlook

Many have heard that fall anhydrous ammonia prices tumbled. Some retailers now offer pre-pay prices below \$400 per ton for the first time in at least a decade. Current retail prices are roughly \$80-\$90 per ton less than year-ago levels which equates to about \$8-\$9 per acre reduction. But will these lower price levels last?

There are several reasons for lower anhydrous ammonia prices this fall. First and foremost, due to reduced corn acres in 2017, there was quite a bit of ammonia remaining in terminals and pipelines at the end of the spring application season. That excess product had to be moved out to prepare for maintenance and new production tons. Logan Ag was able to take advantage of lower prices available for prompt ship tons with our storage capacity in bulk tanks (60,000 gallon in Griggsville, 30,000 gallon in Perry, 30,000 gallon in Scott Co.) and nurse wagons that enabled us to fill more than 600 tons. Second, at a time when producers were testing the market to determine fall prices, Logan Ag jumped in and made significant pre-pay purchases.

Since the early tons were shipped and/or pre-paid, the NH₃ market has increased \$30 per ton or more. Consider locking in your fall ammonia tons now.

MAINTENANCE FERTILIZER TABLES

CORN

YIELD	DAP LB/A	POTASH LB/A
90	85	42
100	93	47
110	102	52
120	113	57
130	122	60
140	130	65
150	139	70
160	150	75
170	159	80
180	167	83
190	178	88
200	187	93
210	196	98
220	206	102
230	215	107
240	224	112
250	234	116

BEANS

YIELD	DAP LB/A	POTASH LB/A
30	57	65
40	74	87
50	91	108
60	111	130
70	130	152

ALFALFA/HAY

YIELD	DAP LB/A	POTASH LB/A
3 ton	78	250
4 ton	104	333
5 ton	130	417
6 ton	157	500

SILAGE CORN

YIELD	DAP LB/A	POTASH LB/A
40 bu/8 ton	46	94
60 bu/12 ton	70	141
80 bu/16 ton	92	188
100 bu/20 ton	115	235
120 bu/24 ton	140	280

DAP = 18-46-0
POTASH = 0-0-60