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Summer/Fall Newsletter 2017



### SAVE THE DATE FOR OUR ANNUAL CUSTOMER MEETING – MARCH 8, 2018

The guest speaker will be Mike Pearson host of the nationally syndicated Market to Market television program since 2012!



### FALL FERTILIZER MARKETS

The anhydrous ammonia price this fall is down in excess of \$100 per ton from the fall of 2016. We think the lower fall ammonia price is directly related to the production facility in Weaver, Ia. There was finally some competition in the nitrogen market that we have lacked for several years. Therefore, the incentives given to the Iowa fertilizer company to locate in southeast Iowa has saved (at least for this fall) \$100 per ton cost on anhydrous ammonia. This has been a good thing for eastern Iowa farmers.

Phosphate, MAP and MESZ prices are pretty much level with a year ago. Potash is up slightly from last fall but pretty much level with spring 2017 prices.



If you are thinking about using a herbicide trait in your soybean seed this year to eliminate some stubborn weeds, we have the answers. We will have a large portfolio of Roundup Ready Xtend beans along with a few Liberty link soybeans to sell you for the upcoming season. Please contact your local seed rep to ask about the herbicide resistant trait that best fits your needs.

### Important Seed Discount Dates

Before November 15 <sup>th</sup>	8%
Before January 17 <sup>th</sup>	5%



### Custom NH3 at all 3 locations!

With all the challenges that a farmer faces during the harvest months, do not let getting your fall anhydrous application be another task on your to do list! We are all aware of the hazard that hauling and applying Anhydrous Ammonia can have affiliated with it. Contact one of our 3 locations to get on the list for fall custom NH3.



## **WE HAVE EXPANDED GRAIN OPERATIONS TO SERVE YOU BETTER!**

We have expanded grain operations to 4 sites this year (Nichols, Muscatine, Tiffin & Frytown)!

We can dry over 5,000 bushels an hour and have over 150,000 bushels of wet holding.

We look forward to handling all your grain needs this fall. Make sure to book your storage today to make sure we can serve you to the best of our abilities.

*Ask about our advanced marketing contracts \$4 dollar corn is closer than you think.*



## **Why VRT Lime applications pay!**

Most of the soil types in our trade area call for at least some lime to correct low pH levels. In the past, lime was generally broadcasted at a rate of 1 to 2 tons an acre across the entire field. The problem with this broadcast application is that it is not uncommon to see pH levels range from 5.5 to 7.5 in the same field. As a result the lime it would take to correct the pH problem could vary from 0 tons per acre to over 4 tons an acre. This is where a grower could benefit significantly from Variable Rate Technology. Pulling a 2.5 acre grid soil test is an

investment that could pay for itself just in what you might save by applying the lime to the areas that need to be corrected instead of the entire field. The goal with VRT technology is to make every acre produce to its highest potential. Contact your sales rep to discuss options for fall of 2017!



## **Important Fall Weed Control**

Harvest season is just around the corner. As producers begin harvest they will need to be thinking about many management plans for next season's crop. Herbicide programs and weed management strategies are a couple of topics that producers need to consider.

Fall, Spring & Summer herbicide applications should be considered by no-till farmers, especially those who have had past problems with marestail. The focus of a fall application for most winter annuals should be to control the weeds that are present in the field in the fall rather than plants that will emerge next spring thus keeping germination lower.

Marestail has an emergence pattern in the fall, spring and summer which means that multiple herbicide applications are needed in order to get better control over this weed. A multi-application program like this will make the spring burndown more effective as there will be less marestail plants to control.

## **CONTACT YOUR LOCAL OFFICE TO SIGN UP FOR THE 2017 YIELD COMPETITION!!!**

Don't miss your opportunity to be our next **\$1,000 winner!**

