

Circa 1952—Jim, Judd, Louie and Clarence Crocker



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CEC NEWS

SPRING 2019

## CAROLINA EASTERN-CROCKER, LLC

**20 YEAR ANNIVERSARY 3/19/1999 – 3/19/2019**

CE-Crocker celebrates its 20<sup>th</sup> anniversary since it was established as a partnership between Bill Crocker and Carolina Eastern, Inc. Prior to this union, Bill's grandfather, Clarence Crocker, started the original farm store in 1930 at the current LeRoy location. Later, Bill's dad Jim, and uncles Louie and Judd would all be instrumental in continuing and growing the original business.

The 2019 season will now be the 21<sup>st</sup> season for CEC and 90<sup>th</sup> season overall that the Crocker family has been serving the farming community in Western New York.

The entire staff at CEC thanks you for your patronage and support through the years, making this all possible.

For more information on our history, visit [www.cecrocker.com/history](http://www.cecrocker.com/history)

*A customer is the most important visitor on our premises, he is not dependent on us. We are dependent on him. He is not an interruption in our work. He is the purpose of it. He is not an outsider in our business. He is part of it. We are not doing him a favor by serving him. He is doing us a favor by giving us an opportunity to do so.*

—Mahatma Gandhi

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# Side Dress Sulfur Trial

by Jeff Williard

Recently, there has been much written about the importance of supplying grain corn with the right amount of sulfur, in the right form, placed in the right location, at the right time to reach its full yield potential. Research studies have shown that 40-50% of the total sulfur uptake of a corn plant is not until flowering (VT/R1) which is between tasseling and silking. This research prompted Carolina Eastern-Crocker to question whether or not the sulfur amount typically found in planter fertilizer was sufficient to provide the 19-22 units of sulfur per acre needed to produce 175-200 bushels of grain corn per acre.

In May of 2017, Carolina Eastern-Crocker partnered with Joe Ryan of Ryan Estates in Spencerport, NY in conducting a replicated sulfur trial to explore the financial and yield advantages of adding additional sulfur to grain corn at side dress time. We published our findings in our 2018 Spring Newsletter. **Based on the harvest reports there were apparent financial and yield advantages with the addition of 8.2 units of sulfur per acre at side dress to the 13.2 units of sulfur per acre provided in the planter fertilizer. This treatment yielded 5 more bushels of grain per acre with a \$16.73 per acre return on investment.**

In addition, we stated that we hoped to continue this study for at least 2 more consecutive years, experimenting with varied application rates of sulfur to determine the optimal rate for maximum yields and profits.

In May of 2018, Carolina Eastern-Crocker embarked on the second year of the trial. The entire plot was planted on May 18<sup>th</sup> 2018 using Pioneer P0157AMX (101CRM) hybrid corn seed at a seeding rate of 36,000 seeds per acre on 30-inch row spacing. The control for this trial was the farm's standard fertilizer program. The entire plot had 200 pounds per acre of 26-0-26 pre-plant broadcast fertilizer with a de-nitrification stabilizer (N-Bound) to provide the future grain corn crop with 52 units of nitrogen and potassium per acre. The surface applied fertilizer was incorporated within 24 hours of application. In addition, 200 pounds per acre of dry starter (10-20-20-6.6sulfur with zinc and boron) was placed in a 2x2 band and 3 gallons of liquid pop up starter (7-20-4) was placed in furrow. This fertilizer combination provided 74.3

units of nitrogen, 46.4 units of phosphorus, 93.3 units of potassium, and 13.2 units of sulfur.

In addition to these upfront fertilizer applications, the entire plot received side dress fertilizer by injection on July 4<sup>th</sup> 2018 at the V6 growth stage. In this trial, 4 replicated treatments received 35 gallons of (32-0-0 UAN), providing an additional 124.3 units of nitrogen; 4 replicated treatments received 39 gallons of (30.3-0-0-2s), providing 131.2 units of nitrogen and 8.7 units of sulfur; 4 replicated treatments received 45 gallons of (28-0-0-4.6s), providing 139.9 units of nitrogen and 23.0 units of sulfur; 4 replicated treatments received 45 gallons of (25.8-0-0-6.4s), providing 127.7 units of nitrogen and 31.7 units of sulfur; and 4 replicated treatments received 55 gallons of (23.9-0-0-7.7s), providing 142 units of nitrogen and 45.7 units of sulfur.

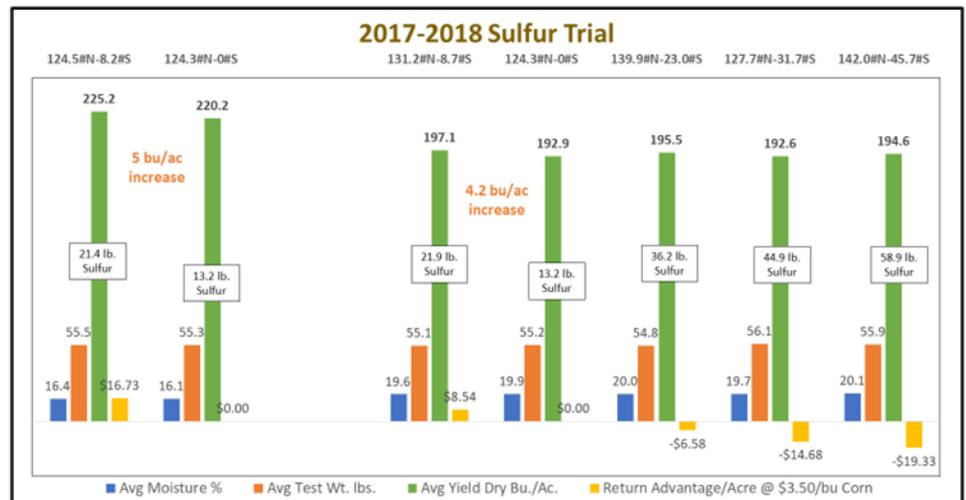
The corn was allowed to mature and harvested on December 1, 2018 at an average moisture of 19.9% and an average test weight of 55.4 pounds per bushel. Each replicated treatment was harvested and weighed. All the weights were averaged. The two years of results have been summarized in Table 1 below based on plot yield data, along with 2017-2018 fertilizer and corn prices. Lower return on investment figures in 2018 were influenced by higher fertilizer prices and lower corn prices in 2018.

## Summary

Based on the harvest reports, there were apparent financial and yield advantages to adding very similar amounts of additional sulfur at side dressing time for a 2<sup>nd</sup> year in a row. **It appears that the addition of 8.7 units of sulfur per acre at side dress time to the 13.2 units of sulfur per acre provided in the planter fertilizer yielded 4.2 more bushels of grain per acre with a return on investment of \$8.54 per acre.** The other three higher rates of additional sulfur applied did not yield a positive return on investment.

Special thanks go to Ryan Estates of Spencerport, NY for participating in these 2 consecutive years of sulfur trials to explore the financial and crop yield benefits of additional side dress applied sulfur on grain corn. It is Carolina Eastern-Crocker's desire to continue to partner with our customers in these types of ventures to provide them with valuable data and maximize their profits. So, stay tuned to future newsletters for the latest trial plot results. Please contact us with any questions at 585-345-4141.

Table 1. Summarized 2017-2018 Plot Results



Note: The return advantage per acre is after the additional cost of the extra sulfur

## New for 2019

As we roll into the 2019 season, Carolina Eastern-Crocker is glad to share that we are upgrading some application equipment. As we phase out one of our older machines, we are adding a Case 4530 Airflow to our fleet. Newer equipment allows our operators to be more efficient in getting across acres. This machine will allow us to custom apply fertilizers at variable rates across the field based on soil sample results, which helps us be good stewards of the land and apply fertilizer appropriately. These practices fall in line with the 4R Principles that are becoming a standard for agriculture in New York state. Doing so allows us to be able to apply liquid crop protection products at the same time as the dry fertilizer. This allows us to reduce trips on the field, and therefore reduce soil compaction which helps promote soil health and increase crop yields.

Speaking of soil sample results and variable rate fertilizer, CEC is pleased to announce that we are adding an Arctic Cat utility vehicle equipped with a hydraulic powered soil probe and GPS. This setup will allow our staff to soil sample more efficiently and create fertilizer recommendations based on specific points in the field. We will be able to mark these points and return to sample them in the future. We can monitor our sample results and adjust our recommendations each time we sample (which is typically on a 3 year rotation). We have the ability to create maps and recommendations (or prescriptions), and the application machines automatically change the rate of fertilizer applied throughout the field based on the GPS sampled points. This a great agronomic practice and shows that we are once again following the 4R Principles, which are: Right Place, Right Time, Right Rate and

Right Source of fertilizer. Contact your CEC representative now for more information and options available for soil sampling.



Additionally, in 2018, CEC grew its footprint in the ag lime business with the purchase of the equipment and assets from Tri-County Supply. Our liquid fertilizer capacity increased with the installation of new tanks at our Stafford location. We also added a new dump trailer for cornmeal and new fertilizer auger trailer to further meet the needs of our customers.

## CEC Fine Ground Cornmeal -

### If You've Tried the Rest, Now Try the Best!



Dairies, if you aren't already getting your cornmeal from CEC, call Tom or your salesman to get a sample and see what you are missing. We have an extremely fine grind, one of the finest in the state, and are fussy about the corn we accept. Per USDA protocol, all loads are multi-point probed, and tested for moisture, test weight and temperature through a federally certified tester. Frequency of VOM testing is dictated by the levels from year to year. Due to the higher incidence, higher levels, and randomness of VOM levels this year, 100% of all loads are tested for VOM prior to unloading this year. A quality control sample is kept for all loads of cornmeal shipped, per CEC's own quality control standards.

CEC is licensed through NYS Ag and Markets as a Feed Manufacturer and is licensed thru the FDA and follows the Food Safety Modernization Act (FSMA).

We offer 6-day per week delivery service, as well as emergency service, with both auger and dump trailers. Purchase or storage programs available, including forward contracting.

If your current supplier is not following all of these stringent quality control guidelines, give us a call and find out what you are missing, while improving your bottom line!

## **GROWING OUR ORGANIC PORTFOLIO FOR OUR ORGANIC GROWERS**

Our Pavilion location has expanded its offerings for organic growers. We have added organic seed provisions from Albert Lea Seed with the Viking brand to compliment the King's AgriSeeds and Blue River Organic seed brands.

Corn, Soybeans, Small Grains & Cover Crops are available from **Albert Lea Seed**; Viking brand and **King's AgriSeeds**; Master's Choice, King Fisher & Red Tail brand.

**Seedway**; Blue River Organic brand offers Corn, Soybeans, Small Grains & Cover Crops.

**The following organic dry fertilizer is available: Bulk or totes.**

**Sulfate of Potash** 0-0-50-17S

**Muriate of Potash** 0-0-60

**Chilean/Sodium Nitrate** 15-0-2

**Trio** 0-0-22-11Mg-22S

Other organic products available include **Organic Calcium & Magnesium Limestone, Gypsum, and Organic chicken litter and compost.** We can also offer Custom application and spreading.

**Organically-approved Chemicals, Seeds Treatments & Inoculants are also available.**

Please contact us if you are looking for any additional organic products.

### Contact Us

Give us a call for more information about our services and products

#### CE-Crocker , LLC

📍 8610 Route 237  
Stafford NY

☎ 1-800-225-9991

☎ (585) 345-4149

Or

📍 6905 Ellicott St. Rd.  
Pavilion NY 14525

☎ (585)584-3036

🌐 [www.cecrocker.com](http://www.cecrocker.com)

Information contained herein was obtained from multiple sources & publications. Changing commodity, fertilizer &/or chemical markets may make some information outdated or obsolete.

*Serving Agriculture since 1930!*

**Carolina Eastern-Crocker, LLC  
8610 Route 237 Stafford NY 14143**



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