



VOLUME 18

CEC NEWS

SPRING 2020

CEC—YOUR FULL-SERVICE AGRIBUSINESS

We often hear from customers, both new and long-term, “I didn’t realize you do that”. So here is a summary of some, but not all, of the services and products we offer.

Both Stafford and Pavilion locations offer custom blending of dry and liquid fertilizers. We stock a wide range of products, including a full line of micronutrients, and “pop ups”. Stafford inventories a full, diverse line of Ag Crop Protection products, including some bulk products, as does Pavilion. You can schedule pesticide spraying, liquid nitrogen application with drop tubes, Y-drops, or stream bars, dry fertilizer applied with airflows or spin spreaders, and Ag lime and gypsum spreading with both locations. Variable rate application is available for Ag lime and fertilizer. CEC also offers soil sampling, including grid and zone.

The Pavilion store sells an array of organic seed and fertilizer, which can be blended. Both locations sell a full-line of corn, soybean, alfalfa, wheat, small grains and specialty seed which is housed in Pavilion. Stafford houses Pioneer brand seed and also inoculates soybeans and can treat the seed with fungicides, insecticides and micronutrients.

Our original LeRoy location receives dry whole corn, which we grind into a fine ground corn-meal for dairies throughout Western New York. We offer delivery with both dump trailers and auger trailers.



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2017 – 2019 Side Dress Sulfur Trial Summary

by Jeff Williard

With all the articles being written about the importance of implementing the 4R nutrient stewardship principles, Carolina Eastern-Crocker welcomed the opportunity to be part of a farmer-driven research trial that supported the underlying aim of sustainable agriculture which is to increase food production while retaining ecological integrity.

Research studies have shown that 40-50% of the total necessary sulfur uptake of a **grain corn** plant is not until flowering (VT/R1), which is between tasseling and silking. This research prompted Carolina Eastern-Crocker to question whether the sulfur amount typically found in planter fertilizer was sufficient to provide the proper amount of sulfur per acre needed for a grain corn crop to reach its full yield potential.

It was our goal to successfully supply a grain corn crop 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. So, in May of 2017, Carolina Eastern-Crocker partnered with Joe Ryan of Ryan Estates in Spencerport, NY in conducting a 3-year replicated sulfur trial to explore the financial and yield advantages of adding additional sulfur to grain corn at side dress time.

Replicated trials were conducted 3 consecutive years (2017-2019) and the results were consistent for all 3 years. Each year indicated that the addition of 8.7 units of sulfur per acre at side dress to the 13.2 units of sulfur per acre provided in the planter fertilizer, for a total of 22 units, yielded between 4 and 5 more bushels of grain per acre. These yield increases provided the best return on investment, of between \$8.78 and \$16.75 per acre, depending on the variable price of corn and fertilizer for each of the 3 years the trials were conducted. The other three higher

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What's New for 2020

As another season approaches, we continue to update and add to our fleet of service and delivery equipment. We have upgraded three of our crop sprayers at our Stafford location with the purchase of 3 “New to us” Case IH Patriot sprayers, each equipped with 120' booms. These newer, larger machines allow us to cover more acres in the same amount of time as our previous sprayers. These rigs are outfitted with GPS, auto-steer, and other newer features that will assist our applicators, and ultimately our customers.

We also purchased two 5400 gallon stainless steel tanker trailers to add to our liquid fertilizer delivery fleet. Two tri-axle dry fertilizer tender trucks, each with 4 hoppers and an approximate capacity of 24 ton, were added for the upcoming season.

We have a new Peterbuilt road tractor on order for Spring delivery, as well as a new feed auger trailer, to better serve our growing cornmeal customer base.

CE-Crocker continues to invest in our business, facilities and equipment to provide the best possible service we can to our hard-working customers.



All Alfalfa is Not Created Equal

*Carolina Eastern-Crocker Has Teamed Up with Seedway
to Offer Our Customers an Exclusive Deal on 3 Excellent Alfalfa Varieties*

Stockpile is an excellent tap-rooted alfalfa that is a true leader when it comes to performance. Stockpile offers outstanding forage yield potential as well as high forage quality. To ensure that you get the most from your forage crop, Stockpile offers an excellent disease and pest resistance package along with superb stand persistence and winter hardiness.

Surefire BR is a great branch-rooted companion to Stockpile to better resist the heaving pressure created by the freeze-thaw cycles present in the wetter soils found in many of our western New York crop acres. Surefire BR offers the same top quality and forage yield potential package as its tap-rooted cousin Stockpile, as well as the same disease and pest resistance, stand persistence, and winter hardiness.

SW 418LH is the last, but not the least of our exclusive alfalfa variety offers. SW 418LH is a perfect choice for those areas where potato leafhoppers wreak havoc on your yields year after year. This variety delivers the same high-quality characteristics as Stockpile and Surefire BR as well as a very fast recovery after cutting.

All three of these excellent, fall dormancy 4 alfalfa varieties should be considered as an essential part of your farm plan in 2020. We also offer a variety of excellent companion grass seed choices for your alfalfa/grass seeding needs.

Contact your CEC Sales Rep for special discounts offered on these exclusive varieties.



Before Social Distancing was a Thing –

This photo was taken at CEC on August 28, 2019 when we hosted an informational tour of our Stafford facility for local and state leaders and their representatives. We toured senators, assemblymen, ag and market personnel, and more were present, including the former Commissioner of Ag and Markets, and current Agriculture and Food Deputy Secretary Patrick Hooker from Albany. We took this opportunity to promote the importance of agriculture to our state and local representatives and answer their questions.

COVID-19 Precautions

As we move forward through trying, unprecedented times, changes sometimes happen daily. As a critical supplier of your agronomy or feed inputs, we are classified as an essential business, critical to the world food supply.

We are taking necessary precautions to keep our workers, customers, vendors, and general public safe. We are practicing social distancing. We have instructed employees to avoid personal contact as much as possible. We have instructed delivery and office personnel not to risk exposure by eliminating getting paperwork signed. We are asking anyone coming to our plants to call ahead and schedule pickups or meetings, so we can plan accordingly.

We have had to shutter our group training meetings for our seasonal labor, and eliminate training with two people in a truck cab. More one-on-one training in a personal setting for now. For a while, we had office personnel splitting up office time and working from home. Now with the fertilizer season underway, we are back in full force in the office.

We also ask that you do your part to keep our employees and your employees virus free. Please keep interactions with our delivery and application specialists to a minimum. When possible, call your salesman or our office staff with questions, orders, etc.

Currently, our supply chain is strong, but we could experience shortages or delays in crop protection products during the season. Please plan ahead and place orders as early as possible.

As things progress, we will continue to alter our strategies to give you the best, yet safest service possible. Stay safe, healthy and strong!

rates of additional sulfur applied did not yield a positive return on investment.

Recently, several university studies have been conducted on modern, high-yielding **soybean** varieties that have suggested that the newer varieties are taking up more sulfur than the older varieties, as much as 10-20 units of sulfur per acre. With less sulfur available from the atmosphere and the increased sulfur needs of the newer soybean varieties in the later stages (R6-R8) of seed and pod development, I think it is time for Carolina Eastern-Crocker to turn its attention to conducting some replicated trial work with sulfur application in soybeans. Stay tuned for future trial results.

A more detailed description of the 3 years of Side Dress Sulfur Trial data on corn may be found on our website at www.cecrock.com

Failure is not fatal, but failure to change might be -

John Wooden

Contact Us

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

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

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