

CEC Newsletter

March 2010

2010 Fertilizer Outlook

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It is always easier to be the bearer of good news, rather than bad. The good news for 2010 is potash and polyphosphates (10-34-0, 11-37-0) prices have declined dramatically from 2009 levels. They are presently "in line" with other macronutrients. Liquid phosphates are actually at historically lower levels than normal as compared to dry.

Dry and liquid nitrogens and dry phosphates are in moder-

ately strong demand. To answer the most common question, "are they higher or lower than last year?", the correct answer is, 'it depends'. With the price fluctuations we have seen over the past fifteen months, it depends when you bought last year and when you bought/buy this year.



If a cow laughed really hard...would milk come out of her nose?



Statement or Invoice?

"Should we pay from our statement or invoice?" We are often asked this question. Our answer always is to pay your invoices and use the statement as an accounting tool to double check that all of your invoices have been received. You will need to pay any finance charges you incur that will only appear on your statement. You will also receive an invoice for any prepaid product. This is mailed to you for your records. If you have any questions, please call and we can clarify for you.

Soil Testing

- Assures you are supplying the proper balance of nutrients
- Identifies the plant's requirements to meet your desired yields
- Identifies mined or depleted soils
- Maximizes yield potential

Soil test, Soil test, Soil test

While the three most important factors in real estate may be "location, location, location", don't forget what is most important in a fertility program. Soil testing is of utmost importance to be assured that you are supplying the proper balance of nutrients to satisfy the plant's requirements to meet your desired yield. Without soil sampling you may not realize you have a problem until it is too

late. Fertility is only visible when you have a problem!

If you have benefitted from outstanding yields over the past two or three years, you may believe you have your fertility program under control. However, without soil testing, how do you know you haven't mined and depleted your soils, jeopardizing future yields? If you mined the soils, you must replenish.

Also, be cautious of newly rented ground. Do you know the fertility before you plant?

Soil testing is the most economical solution to confirm you are not under or over applying your nutrients and that you are balancing the plant's needs to maximize yield potential.

"You Don't Know Sheep"

"Johnny"

"Yes, teacher?"

"If there are 20 sheep in a field, and one gets out through a hole in the fence, how many sheep are in the field?"

"None, teacher."

"Johnny, there are still 19 sheep left in the field. Obviously, you don't know arithmetic."

"Sorry, teacher, but I do know arithmetic. Obviously, you don't know sheep."

Thank you for choosing CEC & best wishes for a safe & successful 2010!

"Serving Agriculture for over 75 years"

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

What's New For 2010?

Growth is the result of opportunity, change and the ability to adapt. You will notice some new changes for CE-Crocker due to our growth.

We have added 120,000 gallons of new liquid storage tanks to our Stafford tank farm. We also moved some of our LeRoy liquid storage tanks to Stafford to improve our mixing efficiency.

CE-Crocker also added two more dry tender trailers, two Ag-Chem

Sprayers, and an Ag-Chem Airflow to our fleet of service equipment. This additional equipment will benefit our customers by allowing more timely service.

Also purchased for one of our prowler sprayers is a set of stream bars. Stream bars allow for accurate and uniform liquid fertilizer application. Stream bars are ideal for banding nitrogen onto wheat.

Stream bars reduce leaf injury and leaf scorch, which can be a path for disease and compromise plant health. Stream bar N placement also reduces N loss through volatilization. They are also unaffected by boom height or rolling ground.

Stream bars accurate placement minimizes contact with the crop. To read more on stream bars, or order your own, visit www.needhamag.com.

"Change has a bad reputation in our society. But it isn't all bad — not by any means. In fact, change is necessary in life — to keep us moving ... to keep us growing ... to keep us interested ... Imagine life without change. It would be static ... boring ... dull."

— Dr. Dennis O'Grady
in *Bottom Line - Personal*

Foliar Mn is mmm-good!...For Soybeans and More

Several studies have shown that glyphosate, or glyphosate resistant crops, may hinder the uptake of manganese (Mn) and other micronutrients. Roundup Ready® varieties may block the plant's ability to utilize manganese in the soil and glyphosate may "tie up" the plant's ability to utilize Mn in the soil. The solution? Apply a chelated foliar Mn.

Professor Don Huber, botany and plant pathologist at Purdue University, shared this information in *The Furrow* magazine; Manganese is the most common micronutrient deficiency in soybeans in the eastern corn belt and is common in other areas where soil pH or organic matter are high, or where soils are sandy or

poorly drained. He also went on to say that glyphosate resistance may reduce Mn uptake and efficiency by up to 50%, depending on variety or hybrid.

In the same article, "Missing Micronutrients", Barney Gordon, agronomist at Kansas State University also presented research showing four-six bushel yield increases when adding manganese to Roundup Ready® beans and no response to conventional beans. And Michigan State University agronomist, Kurt Thelan, commented that glyphosate can temporarily tie up manganese that is in the leaf tissue and recommended using a chelated form of micronutrient fertil-

izer, along with ammonium sulfate, to minimize the antagonism.

What does Mn do? It promotes chlorophyll production and plant photosynthesis. It activates enzyme systems, and contributes to nitrate assimilation. Low N availability decreases the vigor of plants and may limit its uptake of other nutrients, including manganese. Manganese deficiency may be the limiting factor for maximizing soybean yields.

And what can you do for your soybeans? Crop Booster® Mn 5% is a chelated foliar product that is 100% water soluble. One quart per acre mixed with your glyphosate and one-two quarts/acre of

AMS-Supreme™ makes the Mn readily available to the plant. More than one application of Crop Booster®Mn may be applied, and at higher rates, but we have had tremendous results, even in a single application.

Approximately a half bushel per acre increase will pay for the one quart rate. Our experience has shown higher yielding beans, larger and healthier plants, and potentially better quality beans. If you have not tried this product before, we recommend doing some split applications in 2010 and see for yourself.

Several other crops will also benefit from foliar applications of Mn. Check with your CEC Sales Rep for more information.

Save with Low Interest, Deferred Payment Plans

Take advantage of two great financing packages available through CE-Crocker, LLC. Farm Plan™ offers prime + 6.50% A.P.R. when you use your Farm Plan Preferred Account on crop input purchases from CE-Crocker. Payment is due in full by March 2011.

The DuPont TruChoice® Opportunity Program offers

certain eligible DuPont crop protection products to be financed at prime less 1%, with a December 1, 2010 due date.

Both plans are subject to approval. For more information, contact CEC Credit Manager Kevin Koch (585) 329-6130, or your CEC Sales Rep.

Why some men wear earrings

A farmer was at a diner one day having lunch when he noticed an old friend. What really caught his attention was that his friend was wearing an earring.

The farmer knew his old buddy to be a fairly conservative fellow, and was curious about his sudden change in "fashion sense."

The farmer walked up to him and said, "I didn't know you were into earrings."

"Don't make such a big deal, it's only an earring," the fellow replied sheepishly.

The farmer was silent for a few minutes, but then his curiosity got the best of him and he asked, "So how long have you been wearing one?"

"Ever since my wife found it in my truck," the man replied.