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## The Growers Solution

EARLY FALL 2011

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VOLUME 24 ISSUE 3

### Wanted! Yields, Stories and Pictures!!

#### By Staff

For *The Growers Solution* newsletter and the GrowersMineral.com website, all Growers customers are welcome and encouraged to send us stories, hopefully with pictures, telling how GMS and the Growers Program has benefited crops, produce, animals, or whatever.

The same holds for our next year's 2012 Growers calendar—we will be needing Growers related pictures—for the spring, summer, fall and especially the calendar's winter months.

And, we will be needing 2011 crop yield results for our annual *Yield Results* book which will be published in January 2012. Yield results are published for corn, beans, grains, hay, tobacco, cotton, various produce and fruit yields.

Of particular interest are the results of comparison plots where GMS, GNA, GSC and/or lime was used alongside plots without. The results of corn plots 5 acres or more in size, yielding 100



David and Theresa Kaschak's Northwestern Penna. farm produced 321 bu/ac corn in 2010.

Bu/ac or more, and using only GMS will receive a Growers Hundred Bushel Per Acre Club framed certificate of recognition.

Last year, 2010, Theresa and David Kaschak's certificate confirmed that they had a corn yield of 321 Bu/ac, an all time high Growers grown record, using only GMS and some dairy

manure—no other N.P.&K. Yield Report Forms can be downloaded from GrowersMineral.com—(Our Approach—Yield Check). Or contact your Growers Sales Representative for Yield Report Forms, the handy little slide Growers Corn Yield Calculator and his help doing your yield checks. ■

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### Growers Conference Calls

The Growers Conference Calls are going strong. The featured customer for September will be discussing the success he has had using GMS and calcium on his row crops. September's call is on Thursday, the 8th, except now, and until next summer again, it will start at 9:00 PM EDT. The following months' calls, on the usual second Thursday evening of the month, will be October 13, November 10 and December 8.

At 9:00 PM EDT, or a couple of minutes earlier, dial 1-213-289-0500. You will be asked for a pre-assigned access code number—dial

in 862757# (you must do the # at the end.) Then, to acknowledge the call is being recorded—press 1.

For those missing this call, for a month following the call, replays are available from the conference call people, but, because their dial in and access code numbers change each month, you need to call Growers, 800-437-4769 to get the current numbers. Replays of the most recent and some of the earlier calls can also be accessed from the Growers Website, GrowersMineral.com, (calendar of events—conference calls). ■

# Fertilizer Prices and Costs Compared

By Staff

We all complain about prices and costs—fuel, food, taxes, insurance, fertilizer, etc. Here, working from information commonly found in fertilizer industry literature, we are zeroing in on fertilizer prices, their costs per pound and costs per acre.

In Chart # 1 we are comparing industry's N.P.&K. Prices, Pre 2005 through 2011, to the those of Growers Mineral Solutions, Pre 2005 through 2011. In the first bar graph N. is shown as having raised 207%, in the second P2O5 is up 205%, and in the third, the real culprit, K2O, up 436% since 2005 to the present. The fourth bar graph shows the total of all three together; N, P2O5, and K2O, from 2005 through 2011, to be up 282%.

And for comparisons, in Chart # 1's fifth and sixth graphs, are shown for the Pre 2005 and 2011 years, the prices per pound of the industry's 1-2-1 ratio of N.P.&K (10-20-10), and Growers' 1-2-1 ratio of N.P.&K. (10-20-10). The 2011 Growers Mineral Solutions price is up 137% from 2005, half as much as the industry, all the while also having to suffer the potash industry's monopolistic pricing policies.

In Chart # 2 using the prices from Chart # 1, we are comparing the costs per acre, past and present, of the industry's 10-20-10 and Growers 10-20-10.

Using some broad assumptions to demonstrate per acre cost comparisons, suppose a farmer on one field following the university recommendations, used 200 pounds of the industry's 10-20-10 fertilizer. The first bar graph shows this would have cost him about \$162.00 per acre in 2005. And in 2011 that same 200 pounds of 10-20-10 would have cost him \$384.00 per acre, a 237% cost increase.

On Chart # 2's second bar graph we are assuming the same farmer on another field following Growers recommendations, in 2005, used 6 gallons of Growers at \$6.55 per gallon, the then 1000 gallon price, his per acre cost would have been \$39.30. The 6 gpa GMS in 2011 at \$8.95 would cost \$53.70 per acre, a 137% increase, but about half the fertilizer industry's cost increase to the farmer.

Environmental and quality advantages aside, Chart # 2 graphically shows the significant Cost Per Acre bargain the farmer did have, and still has, using Growers Mineral Solutions. It also shows how well, cost-wise, Growers has treated its customers relative to the industry's treatment of its customers. ■

## Comparing Prices Industry Fertilizer and Growers

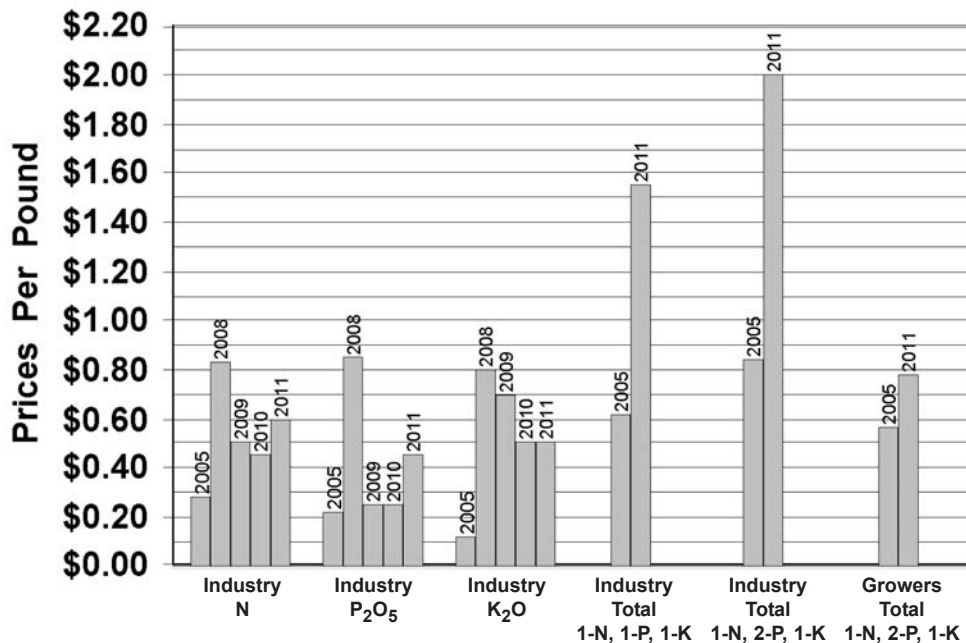


Chart #1

## Comparing Costs Industry Fertilizer and Growers

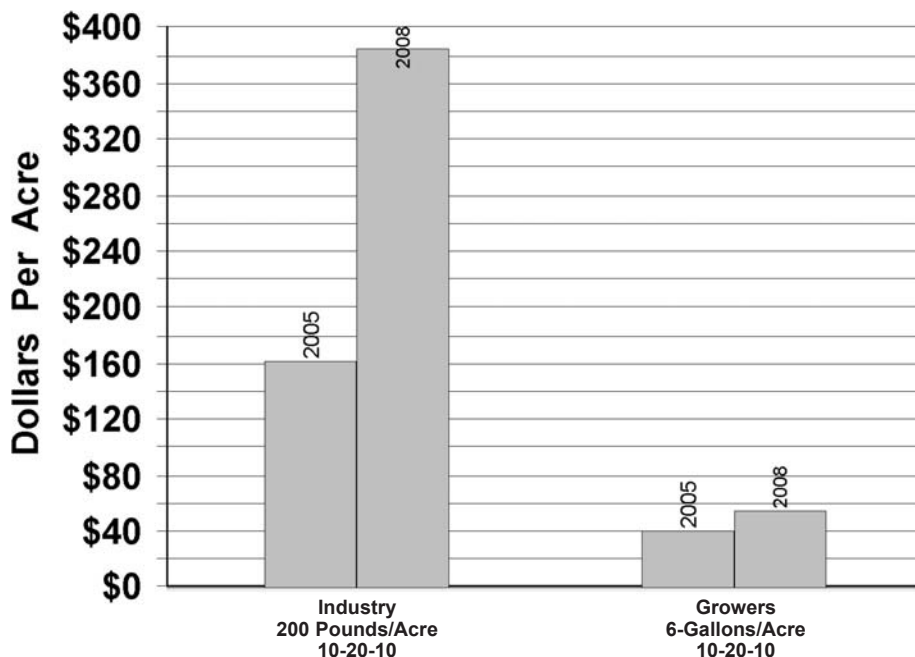


Chart #2

## Successful Minnesota Dairy Farmers

By Donald Young

I purchased this 320 acre farm in Swift County, west central Minnesota in 1966, and a new barn was built in 1979. I was raised on a dairy farm one mile east of our place and have been milking cows since 1961. My brother, Walter (& Mona) along with their two sons are still on the home place milking cows. Lu Ella and I were married in 1993.

We raise all our own heifers and feed out our steers, and we plant alfalfa, corn, soybeans and

wheat. We have been using Growers for about 12 years and during that same time I have been putting lime on all my alfalfa and have seen improvement in herd health and production.

Twice a day we milk 50 Holstein cows in a tiestall barn. My current DHIA Rolling Herd Average is 25,179, butterfat 983, and protein 766. According to DHIA records our herd was top in production and dollar value in Swift County in 2010. ■



Donald and Lu Ella Young of Benson, MN

## Growers and Organic

By Staff

In a letter to his Growers Representative asking that he have additional GMS material be delivered to him, this produce grower added, "With one of our markets accepting produce, in 2012 and on, without organic certification, we may see more use for Growers, including myself. We finally got her to accept it as such, but still with the organic integrity. We feel Growers does not compromise integrity, but enhances it."

So far as the integrity goes, we totally agree with this producer. The ingredients in Growers are food grade or better, no formaldehyde, chlorine, etc., and the micronutrients are from clean natural sources. If testing for toxicities, or for whatever it is the organic people are concerned about, was part of the certification process, Growers would be one of the few substances to pass.

Growers and the Growers Program can, and does, significantly reduce the need for herbicide and insecticide use while improving crop quality and yields. The organic rules and regulations seemingly do not take into account that not all "natural" ingredient materials coming directly from the ground without processing are clean and devoid of heavy metals and other toxicities. Random chemical analysis of rock phosphate, which is on the organic approved list, shows RP to have about 1000 times more cadmium than does Growers. Organic certifying agencies and certifiers have the authority to approve GMS for use in organic crop production, and some do so. But others, still observing the hippies era rule that ingredients should be "natural" and not processed or cleaned of toxicities, do not. So even where not allowed, some operators feel they can honestly justify

using Growers, because they are convinced in their own minds its integrity can only benefit crop and produce quality and still attain the goal of producing clean, uncontaminated food. ■

## On The Road Again

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This fall Growers Mineral Solutions is scheduled to set up and staff booths at the following upcoming farm shows. It's a great time to stop in and review your plant food and mineral supplement programs, hear about new developments at Growers or just chat with the folks who make it all happen—your friends and neighbors.

September 14-15 Wed.-Thur.	Central New York Farm Progress Mohawk, NY
September 20-22 Tues.-Wed.-Thurs.	Ohio Farm Science Review London, OH
September 13-15 Tues.-Wed.-Thurs.	Outdoor Farm Show Woodstock, ONT
October 18-20 Tues.-Wed.-Thurs.	Sunbelt Agricultural Exposition Moultrie, GA
November 18 Friday	Truck Patch Connection Berne, IN
December 6-8 Tues.-Wed.-Thurs.	Great Lakes Expo Fruit & Veg. Grand Rapids, MI

*Hope to see you!*

## Pricing Option for September and October

By Staff

As in past years, Growers Mineral Solutions is offering customers a 6% Cash In Advance of Delivery (CIAD) discount on the current price (November 2010) of GMS for September and October, the last two months of the Growers 2011 fiscal year.

For those with a clear crystal ball and seeing rising prices ahead, this is a great chance to cash in on current relatively low GMS prices and take a 6% discount to boot. The opportunity is there, too, for those customers wishing to move their total 2011 season purchases into a higher quantity, lower price bracket.

The option is to wait until the beginning of the 2012 fiscal year in November to take advantage of our anticipated regular CIAD discount offerings starting with 10% in November with succeeding 8%, 6%, 4%, and 2% CIAD discounts in the months following.

Notice we said "anticipated" above regarding future CIAD discounts. Our crystal ball is still real cloudy. All signs tell us our raw material prices may soon go up, meaning GMS prices necessarily will quickly follow. The last raw material price increase go around came on very suddenly and without warning. We don't doubt the next could be the same, but until it happens we do plan to continue offering our traditional CIAD discounts. However, if and when, raw material prices do go up, GMS prices and discounts, no doubt, will have to change accordingly and probably without advanced notice.

For those taking advantage of the 6% September and October, 2011 discounts, Growers does expect to make delivery shortly after receiving the orders. Orders received for the 2012 season will be made as designated or requested on the purchase orders. ■

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## *Second Generation Growers Man Discovers Adequate Liming—Finally*

### *Do Your Lime Test Strips!*

By Steven Cuddeback, Skaneateles, NY

In the spring of 2010 I bought 500 tons of high calcium lime and decided to spread it on some rented land with a poor soil test. I have a 10 ton lime-litter spreader and need to have the door all the way open, or the lime will bridge and not spread correctly. And because of field conditions, I couldn't drive very fast, so all that together, made the rate 4 tons an acre.

We have an Aurora silt loam soil type, and this ground is always very hard. The farmer before me didn't use very much fertilizer and the soil tests proved that. One 3.6 acre field on that rented ground never gave any yield, ever! Corn would yield 70-80 Bu/acre and soybeans went 15-20 Bu/acre.

I had always been told by Growers district manager John Sensenig to do lime strips to see how much lime it would take to get the best results. I had never taken time to do lime strips,

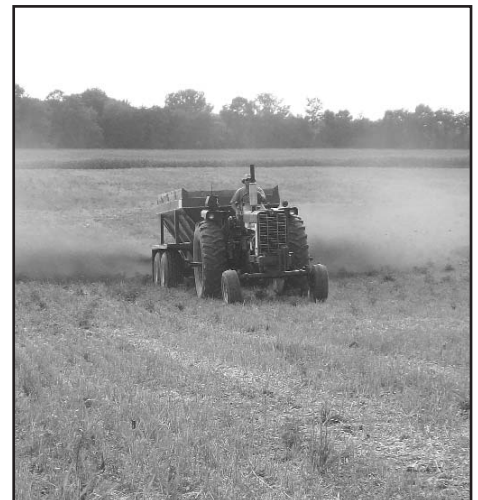
so on this day I doubled the lime on this 3.6 acre field and put down 8 tons of lime.

I chisel plowed all the fields, followed by a disk and packer and planted corn using 6 gallons of Growers on the seed and 30 gallons of 30% N solution, split applied. That is what I do for all the corn acres, and everything looked great all season long. When I started to combine, most acres were yielding 170 Bu/acre.

Then I entered the rented 3.6 acre field with the 8 tons per acre lime on it. As I was driving along, the rotor distress light kept coming on, and, for it to go out, I would have to slow down. I went around the field twice and on came the bin-full light. The grain buggy man wanted to enter this field but I didn't have any room for us both, so I backed out of the field to dump. The corn was Dekalb 45-79 and the moisture was 18% in late October. Our 500 Bu grain buggy was empty when I started this field and I filled it twice off the 3.6 acre field. I may not have filled the buggy completely, but I must have taken a good 900 Bu off. That would make the yield 250 Bu/acre for this field.

I have been with Growers since the early 1970's, and I do not want to think about all the money I could have earned had I only followed the directions every Growers Rep I have met over the years has tried to give me about lime test strips.

That being said, John Sensenig and I are going to try to break the 100 Bu soybean mark this year. I told John we will do what ever he thinks we need to do with lime, Growers, foliar



**Steve Cuddeback applying limestone with his 10 Ton Lime-Litter Spreader.**

feeding, using NA—whatever it takes! I also intend to wear out my lime spreader long before its time.

In line with comments made in his lime story, Steve, son Jason, and two grandsons are going for 100 bushel beans. They have put out 12 - 3½ acre strips, 6 beans and 6 corn. All strips are in 30" rows and each has received about 100 tons per acre of high calcium lime. They are also getting regular GMS foliar sprays with their highboy. To date, early August, it is too early to tell, but lots of pods are coming and they seem to be filling well. ■

### **The Growers Solution**

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### **More About Growers**

We hope you will find this newsletter helpful and interesting and we welcome your input. Please send letters-to-the-editor, comments, suggestions, etc. to: Growers, P.O. Box 1750, Milan, OH 44846, call 1-800-437-4769, fax 419-499-2178.

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