

AGROVANTAGE® PRODUCTS

The Crop Management System of Champions

December 2019



CONKLIN CUSTOMER CONNECTION

THE LATEST IN AGROVANTAGE SYSTEM NEWS

CONTROLLING NITROGEN COST

Nitrogen is one of the largest fertility investments you make for your crops. Deciding which source, rate, timing, and application method can significantly impact the efficiency of your nitrogen investment. Conklin's AgroVantage team shares suggestions to help control your nitrogen investment to get you the best response possible.

Make your own applications. The timing of nitrogen applications is critical; you want to ensure nitrogen is available to the plants when they need it. The best way to accomplish this is to make the application yourself. This puts and keeps you in control, because you are able to make the application at the proper time instead of waiting until your application fits into the applicator's schedule.

Determine the right application method for your management program. Application methods can vary drastically, from broadcast and side-dressed to stream-bar/drop-nozzle, and y-drops, etc. This all depends on what equipment you have or have access to for your applications. Splitting up applications can be beneficial, depending on your soil characteristics. For example: Lighter, sandier soils with a lower CEC (Cation Exchange Capacity) do not have the same nitrogen-holding capacity of heavier soils with a higher CEC, and will therefore benefit from mid-season nitrogen applications.

Are fertilizer additives right for you? Many growers utilize a combination of UAN and ATS (or KTS), along with **Guardian®-L**, Conklin AgroVantage's softer chemistry liquid nitrogen stabilizer. The combination of UAN and ATS offers an easy-to-use liquid nitrogen that can be side-banded, applied with the planter, used in a stream bar/drop nozzle, or y-drops to place the nitrogen near the row to increase utilization. This allows you to apply nitrogen throughout the growing season, giving you the opportunity to decide if additional nitrogen is justified based on weather, grain prices, yield potential, and other determining factors. Compare this to applying all your nitrogen up front, which leaves significantly lower opportunities to adjust your application mid-season.

Guardian-L is an ideal nitrogen stabilizer to work with the combination of UAN and ATS or KTS to help keep nitrogen in the root zone longer. The sulfur acts as a mild urease inhibitor, which when paired with Guardian-L, a nitrification inhibitor, keeps the nitrogen in the root zone longer and provides a greater opportunity for uptake and increased return on nitrogen investment, while minimizing nitrogen loss due to leaching.

Take control of your nitrogen by including Guardian-L in your nitrogen application, making the application yourself at the time the crop needs it most, while reducing opportunities for loss.



Learn more about Conklin AgroVantage System's nitrogen management products:
www.conklinagrovantage.com



Proven products made for American farmers for over 50 years

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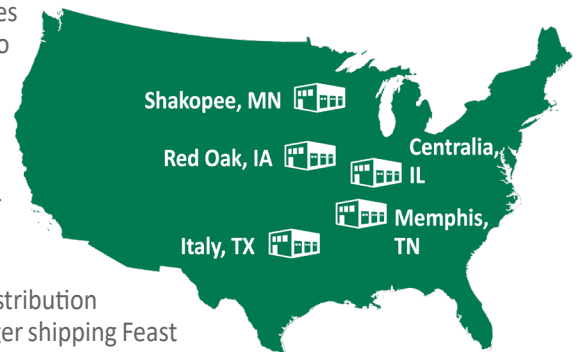
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NEW FERTILIZER AND COMPANION AG PROGRAMS AND PRICES BENEFIT GROWERS

Conklin's 2019-2020 Feast® Fertilizer Program offers farmers great pricing opportunities for its Feast starter and foliar fertilizers for their 2020 season. Conklin continues to provide early shipping rebates to growers to offer competitively priced fertilizer **WITHOUT** sacrificing the quality of Conklin's products. Pricing varies by location based on each location's efficiency in both manufacturing and purchasing of raw materials. Conklin encourages you to look into the various locations as your best final price may not necessarily be in the location that is closest to you and your farming operation.



This is the case for many Distributors and customers who utilized the Feast fertilizer distribution center in Middle Point, Ohio. Conklin announced in mid-November that it was no longer shipping Feast fertilizer out of this location. Conklin is always looking at cost and efficiencies, and as a result of reviewing its distribution network, the company decided it was no longer going to have Feast fertilizer manufactured and shipped out of Middle Point. However, many Distributors and customers realized shipping from one of Conklin's other distribution centers located in Centralia, Illinois, was more cost effective, even when paying additional freight, because their final price was lower.

Changes made to shipping during the rollout of the 2019-2020 Companion Ag Program allows customers to purchase over 500 pounds of packaged AgroVantage products (on a single order in one person's account) and Conklin will pay the freight on this order to one location. This is a tremendous opportunity to purchase totes, drums, and cases of AgroVantage System products—Feast fertilizer or AgroVantage Companion products—and have them shipped directly to your door.

Log into **Conklin Central** (www.conklin.com) and click on the 2019-2020 Feast Fertilizer/Companion Ag Program link for complete details.

JOHN DEERE FINANCIAL PROGRAM FOR CONKLIN DISTRIBUTORS AND CUSTOMERS

Conklin accepts John Deere Financial as a payment method for your AgroVantage purchases, whether you are using its revolving line of credit or have a multi-use account with a special terms credit limit.

If you have a "multi-use" account with a special terms credit limit, Conklin offers

special terms that include either Prime minus 1% or Prime plus 2%, depending on the date of your purchase. The program offers no payments until payment is due in full on your December John Deere Financial statement.

If you are planning to utilize your multi-

use account through John Deere Financial, Conklin would like to remind you that you need to make a payment to free up your line of credit for this year's purchase. Please allow two to three days for processing after making your payment to ensure that credit is available prior to your purchase.