



"Delivering Quality Solutions"

Agronomy and Grain Newsletter
Volume 1, Issue 2

Agronomy Update with Mike Shirley

Contact Mike: (785) 672-0412

With spring upon us we at Frontier Ag are ready to serve you. When its time please keep in mind there isn't anything you need for your farming operation, from financing and crop insurance to feed and fuel, that we don't have in one location.

This spring the hot topic is going to be phosphorus fertilizers, particularly starter blends and 10-34-0. Very tight and limited production runs have brought everyone's supplies to a fraction of historical needs. We will do our best to service our customers but realize that the industry as a whole will run out of 10-34-0 this spring. The solutions we are offering our customers to this problem are first, make sure you protect your phosphorus investment with AVAIL (10-34-0 requires too large of an investment to not get all the potential phos out of what your using), secondly, consider running a starter blend - we have several available from our own Frontier Ag starter blend (9-23-0-5) to Progerminator from ACLF, and lastly put it where you need it, broadcasting phos is okay but you are much better off with it in furrow or 2X2. Moving forward we will continue to do our best to see that our customers get quality products at competitive prices while at the same time being the **ONLY** ag supplier in western Kansas to service and support your whole farming operation.

As always we are your company, owned by you, and run by a local board and management team. We are very proud to work and live in western Kansas and any money we make is returned directly to you so please give us an opportunity to earn your business by "Delivering Quality Solutions" for the unique problems on your farm.

Seed Update with Pete Koster

Contact Pete: (785) 443-1304

As most of you have encountered, a common theme among seed companies this year has been tight supply in several key hybrids. An advantage that we hold over most of the competition is the variety and number of different seed companies that we carry. This advantage has allowed us stock pile several key varieties that we will have on hand to cover your in season seed needs.

We pride ourselves in keeping our owners and customers up to date on the newest technologies and farming practices in our territory. I would encourage you to give any of our seed specialists a call and ask them about Round-up Alfalfa, SmartStax Corn, Agrisure Viptera insect protection, Drought tolerance Corn, Nitrogen utilization crops, and No-till Cover Crops along with many other hot topics that are currently a part of the seed industry.

Seed Specialists: Micheal Dietz
(785) 754-8126

Ray Magnani
(785) 821-1826

Jayson Schoenfeld
(785) 269-7319

Focus On: Crop Scouting

Scouting your crops can be extremely beneficial for your operation. Here are a couple of quick tips.

Every farm needs one scout. No more. No less.

The keys to scouting are to be proactive and have one person in charge of the task for your operation. Designate one person to ensure it's completed without duplicating work and make sure the scout has the authority to make a timely application if needed.

Ken Ferrie, *Farm Journal* Field Agronomist

Scout before you spray

Insurance treatments don't offer a greater economic return compared to scouting and applying pesticides when necessary. In some cases, they actually return less.

Ian MacRae, University of Minnesota Entomologist

Grain Division Update

Frontier Ag Inc helps farmers protect their revenue and preserve equity by combining crop insurance, crop inputs and grain marketing. Together, our programs reduce risk, increase revenue and protect the equity in your operation. Frontier Ag is providing tools such as the Profit Matrix© to help you as a customer see results before deploying a strategy taking the guess work out of decision making. The Profit Matrix© can compare multiple approaches to input cost management, crop insurance, forward marketing, futures, and options hedging, giving you confidence in your plan. Schedule an appointment with Brandon White, at (785) 728-7423 to see the matrix in action.

Crop: Corn Load Values

Your Share of Acres:

Fertilizer:

Chemicals:

Fertilizer / Chemical Application:

Seed:

Custom Rates:

Irrigation:

Crop Insurance:

Hail Insurance:

Number of Months with Interest:

Interest Percentage: %

Land Cost:

Fixed direct \$/acre payment:

Misc Cost:

Total Costs:

Print Copy Charts

Compliments of

(860) 584-8888

FRONTIER AG INC
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Agent:
 Phone:

Description: 2011 Corn Matrix Display Percentage

Farm Weighted Avg APH Yield:

Farm Weighted Avg Expected Yield:

County Expected Yield (GRP/GRIP):

Crop Insurance Projected Price:

GRP Projected Price:

Type of Crop Insurance: RP

Coverage Level: 65 %

% Protection: 100 %

Bushel Gte Per/Acre:

Harvest Futures:

Harvest Basis:

Eushels per acre - Cash Forward Contracts:

Weighted Average Cash Price:

Eushels per acre - Minimum Price Contracts:

Weighted Average Minimum Cash Price:

Long Option Strike Price:

Short Option Strike Price:

Enrolled in Acre: <input type="checkbox"/>	% of APH	25	65	70	80	100	105	110	120
Farm Yield		20	52	56	64	80	84	88	96
Cash Price (Ration)	7.00	(\$68)	(\$92)	(\$64)	(\$8)	\$104	\$132	\$160	\$216
Cash Price	6.74	(\$72)	(\$96)	(\$69)	(\$15)	\$93	\$120	\$147	\$201
Cash Price	6.49	(\$76)	(\$100)	(\$74)	(\$22)	\$82	\$107	\$133	\$185
Cash Price	6.24	(\$80)	(\$104)	(\$79)	(\$30)	\$70	\$95	\$120	\$170
Cash Price	5.99	(\$85)	(\$109)	(\$85)	(\$37)	\$59	\$83	\$107	\$155
Cash Price	5.74	(\$89)	(\$113)	(\$90)	(\$44)	\$48	\$71	\$94	\$140
Cash Price (Now)	5.49	(\$93)	(\$117)	(\$95)	(\$51)	\$37	\$58	\$80	\$124
Cash Price	5.16	(\$94)	(\$118)	(\$102)	(\$61)	\$22	\$42	\$63	\$104
Cash Price	4.83	(\$82)	(\$106)	(\$109)	(\$70)	\$7	\$26	\$45	\$84
Cash Price	4.50	(\$71)	(\$95)	(\$98)	(\$80)	(\$8)	\$10	\$28	\$64
Cash Price	4.17	(\$59)	(\$83)	(\$86)	(\$90)	(\$23)	(\$6)	\$10	\$44
Cash Price	3.84	(\$47)	(\$71)	(\$74)	(\$80)	(\$38)	(\$22)	(\$7)	\$24
Cash Price	3.51	(\$36)	(\$60)	(\$63)	(\$69)	(\$53)	(\$39)	(\$24)	\$4
Cash Price	3.18	(\$24)	(\$48)	(\$51)	(\$57)	(\$67)	(\$55)	(\$42)	(\$17)
Cash Price	2.85	(\$13)	(\$37)	(\$40)	(\$46)	(\$58)	(\$61)	(\$59)	(\$37)
Cash Price (Low)	2.50	(\$1)	(\$25)	(\$28)	(\$34)	(\$46)	(\$49)	(\$52)	(\$58)
Weighted Avg Cash Pk Breakeven	\$20.13	\$7.74	\$7.19	\$6.29	\$5.03	\$4.79	\$4.58	\$4.19	

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Mark Your Calendar

Third Thursday Marketing Webinar
 Ransom and Goodland locations
 9:00 a.m. (CST)
 April 21, 2011

4-H & FFA Fitting & Showing Clinic
 Sponsored by: Frontier Ag Feed Division
 Wakeeney Fair Grounds
 June 3-5, 2011

Frontier Ag Annual Meeting
 4-H Building
 Oakley, KS
 June 7, 2011

Let us help you take further control of your operation today by taking advantage of our incredibly simple loan programs. The input loan program has been around and is currently boasting interest rates than can be as low 3%. Our newest loan program is the Grain Inventory Loan that allows our producers to market their grain for the right reasons at the right time and still have good cash flow. Currently, the Grain Inventory Loan rate is 5.5%. If you are ready to take control of your operation today, contact Frontier Ag Inc. and start taking the right steps towards your success.

Benefits from a Starter Fertilizer

The primary benefit of a starter fertilizer is an increase in early growth and crop uniformity, which is particularly important for corn. Corn and grain sorghum generally respond to starter fertilizers containing phosphorus with increased early growth; this response results in larger plants of more uniform size. Additionally, growth response may occur on sandy soils when proper rates of N and S are used, even if the soils have high P levels. Early growth response to a starter fertilizer may result in slightly earlier flowering or crop maturity. Earlier maturity may result in drier grain at harvest.

However, increased growth and earlier flowering do not always translate to higher yield. The response of corn to starter fertilizer also depends on several additional factors, including:

- Soil fertility levels
- Tillage system
- Nitrogen placement method
- Yield environment

Fertilizer enhancers help start the process

In order to utilize as much P as possible, Frontier Ag agronomists recommend using a fertilizer enhancer. And, since up to 75 percent to 95 percent of P fertilizer applied to the soil can be rendered unavailable to crops due to fixation, AVAIL Phosphorus Fertilizer Enhancer is a smart choice for growers utilizing a starter fertilizer program. AVAIL aids in increasing P availability to the plant. Proven particularly beneficial in a starter program, AVAIL is water-soluble and works in the microenvironment surrounding the P molecule (liquid or dry) to create a shield, protecting P molecules from positively charged molecules like calcium, magnesium, aluminum and iron that tie-up P; in turn, the P avoids fixation within the soil, allowing it to be available to the plant.

One example of research with AVAIL in corn starters is this 2008 trial Dr. Barney Gordon conducted at Kansas State University. In this trial Dr. Gordon compared 5 gal./A of 10-34-0 as a starter with and without AVAIL. The end yield result was a 9 bu./A advantage for the AVAIL treated starter.

Corn Starter Treatments	Yield- Bu./A
5 Gal./A 10-34-0	219
5 Gal./A 10-34-0 + AVAIL	228

Summary

Starter fertilizers can give your crops an extra boost to help increase early plant growth, nutrient uptake and yields. The addition of AVAIL will make sure that the phosphorus stays available for the plant to use.

Frontier Ag, Inc.
415 W 2nd
Oakley, KS 67748
785-672-3300

Talk to your Frontier Ag agronomy representative today about maximizing your phosphorus investment this spring by adding AVAIL to your starter fertilizer.

**For up-to-date market
information and weather visit:
www.frontieraginc.com**

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Here's to a Great Spring

As we enter another busy spring planting season, all of us here at Frontier Ag would like to thank you for your business, and ask that you keep us in mind with your seed, chemical, and fertility needs this growing season.

