



# ARKANSAS PLANT FOOD ASSOCIATION

Newsletter

December 2010

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Women and cats will  
do as they please,  
and men and dogs  
should relax and get  
used to the idea.

## MISSION STATEMENT

"The association shall foster and promote the dissemination of useful and practical information regarding all forms of plant food and lime, their application to crops of all kinds, better cultural practices, and other related information which would result in the production of better crops and increased farm income."

## MESSAGE FROM THE PRESIDENT

Greetings to All,

I wanted to say thank you for allowing me to be your president this year. It has been a pleasure to work with the board and Dan for the last ten months. I will be handing over the Presidency to Jim Magness at the January Conference.

I also want to say a special "Thank You" to Ms. Lottie. I have always enjoyed working with you and thank you for all your time and effort to the APFA.

Ms. Lottie asked that we use her salary from this year to offer out an additional scholarship for a student. That will allow the APFA to offer an additional \$1,600 to a student for 2011. Thank you, Lottie, for your generosity.

J. Todd Berry  
2010 President APFA

## UPCOMING EVENTS

The 2011 Arkansas Crop Management Conference is scheduled for January 18-21, 2011. Once again, it will be held at the Wyndham Riverfront in North Little Rock. You can make your reservations at any-time by calling 866-657-4458. The group rate is \$89 per night.

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## COLLECTING SOIL SAMPLES THE RIGHT WAY

By Dr. Leo Espinoza, UAES, Little Rock

The dry weather we experienced this year complicated the collection of soil samples. With the ground being very hard, collecting a 4 or 6 inches sample can be challenging and there is the temptation to collect a very shallow one.

Dr Mozaffari, the director of The Soil Test Lab in Marianna, looked at some of the samples they have received and, according to him, they looked like the soil had just been scratched off from the surface. As many of you may know, there are significant implications when a sample is not collected

We were all saddened to hear of the death of Tony Frizzell's Father.

at the proper depth. Stratification of nutrients (decreasing concentration with depth) is not uncommon especially with the reduced tillage, common these days.

A shallow soil sample may erroneously show a concentration higher as the nutrients tend to concentrate in the surface. Soil pH tends to change significantly with soil depth as well. As a reminder, our current recommendations are to collect soil samples 4 inches deep for rice and soybean and 6 inches deep for cotton, corn, and grain sorghum. Current research is being done based on such depths. On this same line, we also recommend to try to collect the sample during the same time every year for more consistent results. The behavior of phosphorus and potassium in soil is affected by temperature and moisture.

Also, don't be surprised if the numbers on your soil test report look significantly different from previous years. The dry weather we had this year could affect the readings as clay particles tend to shrink and held nutrients tighter than normal. Soil pH would tend to be lower as well. Significant increases or losses in the concentration of nutrients from one year to another are not common under most conditions. The value of soil testing is not necessarily in having one sample, but rather a history of samples for each field so anomalies can be easily identified.

Dr Mozaffari also tells me that 2010 is a record year. By the end of the year, close to 160,000 samples would have been analyzed! This is almost a 100% increase compared to just a few years ago. The increase, as you all know is due to the popularity of grid sampling.

If you submitted a sample and it arrived after November 12, it may not be run this year due to the large numbers of samples received. Dr Mozaffari estimates that when they come back from the Christmas break, there will be around 20,000 samples waiting to be analyzed. So keep this in mind when wondering what happened to your soil sample, and please be patient. We are very fortunate to have highly qualified personnel running the lab, but there is a limit to how many samples they can run in one day without compromising the quality of the results.

### **APFA SECRETARY'S RESIGNATION**

Lottie Mitchell has served the APFA as secretary of the organization since 1998 and has now elected to step down from that post.

She is now employed full-time at Helms Fertilizer in North Little Rock and we wish her well. When you see Lottie, please tell her how much you appreciate her contributions to the APFA.

Pam Guffain is Vice President-Member Services and she can be contacted at 202-515-2704 or [pguffain@tfi.org](mailto:pguffain@tfi.org).

### **The Fertilizer Institute's new address is:**

The Fertilizer Institute  
425 Third Street, S.W., Suite 950  
Washington D.C., 20024  
Pho: 202-962-0490; Fax: 202-962-0577  
[www.tfi.org](http://www.tfi.org)

### **GREEN MARKET'S FERTILIZER FORUM**

A variety of fertilizer prices have increased dramatically – in large part, due to a lack of supply in the system coupled with soaring global demand. Industry players are wondering if prices could once again see 2008 levels.

In response to the price swings of the last two years, key distributors are forming new distribution models and companies, developing smarter sourcing practices, expanding and creating terminals, and increasing mergers and partnerships.

The experts on our distinguished panel are all at the forefront of this surge in business activity, and provided details about their current projects, addressed the rapidly changing market variables that are driving their decisions, and answered the questions you are asking: why here, why now, and what are the long-term impacts of these new models?

### **Our Speakers**

- \* Douglas M. Stone – President, Consolidated Sourcing Solutions
- \* Jeff Greseth – Director of Supply and Trading, Crop Nutrients, CHS, Inc.
- \* Michael Brito-Amador – President, Agricultural Solutions, LLC

Order your CD recording today!

- \* Call: 800.531.0007 [ +1.973.718.4700 ext. 2]
- \* Email: [subserve@ioma.com](mailto:subserve@ioma.com)
- \* Visit: <http://greenmarkets.pf.com/fallwebinar/>

Includes the live Question and Answer session which followed the main program.

## APFA PROGRAM AGENDA

## OFFICERS AND DIRECTORS

### Tuesday Afternoon, January 18th, 2011

1:00-1:50 Fertilizer Industry Outlook  
David Asbridge, President, NPK Fertilizer  
Advisory Services

1:50-2:40 IPNI Update/NPKS Worldwide Reserves  
Dr. Steve Phillips, Southeast Regional  
Director, IPNI

2:40-3:00 Break

3:00-3:45 New Fertilizer Technologies  
Dr. Rick Norman, Professor of Soil  
Fertility/Plant Nutrition, University of  
Arkansas Division of Agriculture

3:45-4:15 Tissue Analysis  
Dr. Nathan Slaton, Professor & Director of  
Soil Testing, University of Arkansas  
Division of Agriculture

4:15-4:45 Differences in Soil Test Results in Wet vs.  
Dry Years  
Dr. Leo Espinoza, Associate Professor  
Extension Soil Scientist, University of  
Arkansas Cooperative Extension Service

4:45-5:00 Questions?

Wednesday, November 3, 2010

Todd Berry, President, Success Grain Company  
Jim Magness, President Elect, Gavilon, Inc.  
Nathan Slaton, Vice President, University of Arkansas  
Dan Gladden, Executive Director, The Gladden Group

### Ex-Officio Directors

Clint Jayroe, Immediate Past President  
Larry Jayroe, Rep to Ark. State Plant Board  
Jamey Johnson, Director of ASPB Feed and Fertilizer  
Division  
Dr. Leo Espinoza, Ark. Agricultural Extension Service  
Dr. Nathan Slaton, Ark. Agricultural Experiment Station  
Dr. Rick Norman, Ark. Agricultural Extension Service

### Board of Directors

Gary Jayroe, Jimmy Sanders, Inc.  
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Ralph Lunsford, Atlantic-Pacific Agriculture Company  
Tony Lucius, Jimmy Sanders, Inc.  
Stan Baker, Helm Fertilizer, North Little Rock, AR  
Tony Frizzell, Bruce Oakley, Inc.  
Larry Fortner, CHS, Inc.  
Josh Searcy, Alliance Application Equipment  
Tony Holder, Helena Chemical Company

### Total Fertilizer Summary Arkansas Fertilizer Tonnage Sales Reported From July, 2009 to June, 2010

	<u>Total</u>	<u>Bag</u>	<u>Container</u> <u>Bulk</u>	<u>Liquid</u>	<u>Use</u> <u>Farm</u>	<u>Nonfarm</u>
Multi-Nutrient	353,493.40	30,577.15	312,523.87	10,392.38	343,135.25	10,358.15
Nitrogen	598,725.82	4,287.00	527,661.96	66,776.86	597,580.25	1,145.57
Phosphate	24,409.05	186.88	21,527.38	2,694.81	24,398.03	11.02
Potash	69,684.13	813.39	68,422.91	447.83	69,441.30	242.83
Organics	-3.00	0.00	-4.00	1.00	-3.00	0.00
Sec/Micro	2,897.40	1,119.05	1,474.73	303.62	2,749.52	147.88
Lime	5,419.25	398.45	5,020.80	0.00	5,379.61	39.64
Miscellaneous	11,482.45	7,737.05	2,748.97	996.42	8,703.92	2,778.53
Total	1,066,108.50	45,118.99	939,376.60	81,612.92	1,051,384.88	14,723.62

## CORPORATE MEMBERSHIP 2010

Farm Service Inc, Hoxie, AR, Larry Singleton  
Adams Fertilizer Equipment, Dewitt, AR, Billy Adams,  
[www.adamsfertequip.com](http://www.adamsfertequip.com)  
Oakley, Inc., North Little Rock, AR, Tony Frizzell,  
[www.bruceoakley.com](http://www.bruceoakley.com)  
Success Grain, Success, AR, Todd Berry,  
[www.successgrain.com](http://www.successgrain.com)  
Morris Farm Center, Piggott, AR, Gary Dobbins,  
[www.morrisfarmcenter.com](http://www.morrisfarmcenter.com)  
American Plant Food Corp., Pittsburg, TX, Joe  
Eddleman, [www.apfcorp.net](http://www.apfcorp.net)  
Home Oil Company, Osceola, AR, Wade Castleberry,  
[www.homeoil.net](http://www.homeoil.net)  
Lonoke County Coop, Lonoke, AR  
England Liquid Fertilizer, England, AR, Sue Burgess,  
[www.englishliquid.com](http://www.englishliquid.com)  
Helm Fertilizer, North Little Rock, AR, J T Brehmer,  
[www.helmfertilizer.com](http://www.helmfertilizer.com)

Stratton Seed Company, Stuttgart, AR, Wendell  
Stratton, [www.strattonseed.com](http://www.strattonseed.com)  
CHS, Inc., Minneapolis, MN, Larry Fortner,  
[www.chsinc.com](http://www.chsinc.com)  
Midwest Lime Company, Batesville, AR, ,  
Whitmore Fertilizer, Inc., DeWitt, AR, Jack Whitmore,  
Gavilon, Inc., Greenville, MS, Jim Magness,  
[www.gavilon.com](http://www.gavilon.com)  
Jimmy Sanders, Inc. Forrest City, AR, Larry Jayroe,  
[www.jsanders.com](http://www.jsanders.com)  
Gillett Grain Company, Gillett, AR, Dale Reed  
Helena Chemical Company, DeWitt, AR, Bobby  
Bradberry, [www.helenachemical.com](http://www.helenachemical.com)  
Tri-County Farmers Association, Jim Batchelor  
Alliance Application Equipment, Josh Searcy,  
[www.allianceeq.com](http://www.allianceeq.com)  
Agrotain International, Josh Long, [www.agrotain.com](http://www.agrotain.com)  
Atlantic-Pacific Agriculture Company, Ralph Lunsford,  
[www.atlantic-pacificag.com](http://www.atlantic-pacificag.com)

Have you checked out the new  
APFA web site yet? Take a look at  
[www.arkplantfood.com](http://www.arkplantfood.com).



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ARKANSAS



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