



2022 Early Order Product Cash Discount Program

More information on page #5

AT-PLANT “JUMP START YIELD”

Worried About High Fertilizer Prices?

Nitrogen fertilizer prices are shattering records. Supply chain challenges are getting worse. Inflation and shortages are becoming the norm.

What’s your next move? Plant less corn next spring? Cut back on fertilizer to save money?

“The nitrogen situation is troubling,” says Dennis Klockenga, a CCA certified crops specialist with ProfitProAG. “I hear some farmers saying they’re not going to put on any fertilizer, other than some nitrogen on corn. Others figure maybe they’ll use a starter.”

While there’s a lot of uncertainty in the fertilizer market right now, there are factors you can control. “It’s important to look at your soil test first and then decide your fertilizer strategy, so you’re not heading for a train wreck,” Klockenga says.

There are other ways to control the controllables on your farm, manage your fertilizer bill and get your crop off to a strong start in 2022. “You need to get the soil microbes going,” Klockenga says.

That starts with proper residue management, which is phase one of

FARM INSIGHT Featured Content

- * Page #1–2...Phase 2:
At-plant – “Jump Start Yield”
 - » Bigger payoffs at harvest begin with a strong start at planting
- * Page #3...Manure 101
- * Page #4...Navigating the 2022 Crop Production Challenges
- * Page #5...2022 Early Order Cash Discount Program
- * Page #6...ProfitProAG’s Agronomic & Livestock Consultant Team

In Next Month’s FARM INSIGHT

- * Phase 3: In-season – “Stay Green”
 - » Lower plant stress at the reproductive phase to raise yield potential

ProfitProAG's three-phase *Controlling the Controllables* "Recipe for Success." It continues with phase two also included here! (We'll cover phase three in a later article, so stay tuned.)

Phase I: Residue Management

What if you could get free fertilizer? Roughly four tons of corn residue per acre are left behind by a 180 bu/A corn crop. That material contains 80 pounds of nitrogen, 30 pounds of phosphorus, 190 pounds of potash, 16 pounds of sulfur, 35 pounds of calcium, and 25 pounds of magnesium. These nutrients are free, when you break down crop residue biologically and release these nutrients to feed next year's crop.

Josh Knapke, who farms with his family in west-central Ohio near Rockford, knows how effective this "second harvest" can be. Knapke admits he and his brother were skeptical at first, though, when Klockenga suggested the residue management system.

Knapke sprayed ProfitProAG's residue management product onto his fields following the 2020 harvest. He was shocked when he saw the results in the spring of 2021. "There was no residue left," says Knapke, who raises corn, soybeans and wheat, with some corn-on-corn acres. "When we did vertical tillage, the stalk residue just disintegrated."

The product can be applied in the fall as long as outside air temperatures are in the 40's during the day, Klockenga says. It can be used on all crop residue, including cornstalks, small grains, soybeans and more. "We recommend spraying the product with 15 gallons of water per acre to get good coverage," he adds.

Residue management is a key part of a new approach the Knapke brothers are taking to build soil health and boost yield potential, from eliminating ripping to adding more cover crops. The Knapke's holistic system means they don't use any commercial fertilizer, other than 28% UAN.

"To me, it's not a hassle to spray the corn stubble before we put the sprayer away for the winter, especially when you consider all the benefits you're getting," Knapke says.

Phase II: At-Plant

After unlocking crop nutrients through residue management, get your crop off to a strong start next spring for early-season plant health and vigor. Biological seed coatings and the right starter package supply key nutrients to seedlings and enhance plant health all season-long.

"I recommend an in-furrow starter, especially to get phosphorus to the plants early on," Klockenga says.

Phosphorus is especially important in cold, wet soils to promote early-season plant vigor. ProfitProAG's Yield Booster is a 20-14-12 mix. This dry product blends well and stays in solution. It contains nitrogen, phosphorus, potassium and sulfur, along with trace elements.

Also consider soft-rock phosphate as a phosphorus source, Klockenga says. It's an effective alternative to MAP and DAP. Both MAP and DAP are acid-treated phosphorus, meaning the phosphorus is stripped from the source material, creating fertilizer with a high phosphorus content. The problem? Magnesium and calcium can easily tie up this phosphorus in the soil.

"DAP and MAP are quick-release fertilizers, but only about 10% of the phosphorus is available that first year you apply it," Klockenga says. "Soft-rock phosphate doesn't have this problem. It does break down slower and consequently it won't tie up with magnesium and calcium plus as it breaks down in the soil, that phosphorus and trace elements—including 30% calcium—are available to plants."

All this can be part of ProfitProAG's *Controlling the Controllables* "Recipe for Success," which can be customized to your farm's specific needs. It's a proven, simple system to help you build healthier soils that produce healthier crops that nourish healthier livestock that produce healthier food.

"The "Recipe for Success" is worth considering, especially if you want to control the controllables and set your crops up for success in 2022," Klockenga says.

For more information, contact ProfitProAG at **507-373-2550**.

Manure 101

Got manure? If you're tired of dealing with crusting, bottom solids, odor and flies, we've got solutions. ProfitProAG offers options to control foam at pump-out, reduce sludge and odor, improve pumpability and regain pit capacity. You've got an important resource with manure. We can help you get the most value from it.

Manure Management Hassles? Improve the value & reduce handling cost

These products handle the most difficult manure management issues.



Enhance the nutrient value of manure

- ✓ Reduces crusting & bottom solids
- ✓ Reduces odor & flies
- ✓ Reduces gases
- ✓ Improves pumpability



Control Manure Foam at Pump-out

- ✓ Fast-acting
- ✓ Reduces agitation foam for full tankers



A dry biological stimulant technology

- ✓ Reduces top solids and bottom sludge
- ✓ Reduces odor



Knock down foam in swine pits

- ✓ Reduces the potential hazard of pit foam
- ✓ Regain pit capacity

Livestock producers who combine these products are seeing huge benefits!

- REDUCED**
- Odors • Flies • Agitation
 - Solids/Crusting • Lethal Gases

**For more information or to place an order call:
ProfitProAG – 507-373-2550**

100% Performance Assurance Guarantee

Navigate the 2022 Crop Production Challenges

Fertilizer prices are shattering records. Supply chain challenges are getting worse. Inflation and shortages are becoming the norm. What's your next move? Plant less corn next spring? Cut back on fertilizer to save money?

With all this uncertainty, *Farming the Controllables* is vital. ProfitProAG's three-phase "Recipe for Success" makes this simple and can set you up for success in 2022.

Join Dr. Jim Ladlie, founder and CEO of ProfitProAG, on **Wednesday, December 15 at 3 p.m.** during the 2021 Farm News Ag Show in Fort Dodge, where he'll explain:

- **Phase I Residue Management.** What if you could get free fertilizer? Roughly four tons of corn residue per acre are left behind by a 180 bu/A corn crop. That material contains 80 pounds of nitrogen, 30 pounds of phosphorus, 190 pounds of potash, 16 pounds of sulfur, 35 pounds of calcium, and 25 pounds of magnesium. These nutrients are free, when you break down crop residue biologically and release these nutrients to feed next year's crop. Learn more about how easy and cost effective this "second harvest" can be.
- **Phase II At-Plant.** Jump start your yield, and get your crop off to a strong start with early-season plant health and vigor. Biological seed coatings and the right starter package supply key nutrients to seedlings and enhance plant health all season-long. Establishing healthy plants below and above ground is critical to maximizing the crop's genetic yield potential.
- **Phase III In-Season.** This "stay green" phase is designed to mitigate plant stress, which is critical when the reproductive phase of yield development begins. Foliar application of nutrients, energy and stress-reducing technology builds resilience and uniformity in a crop-production system. The end result is increased seed numbers, weight and nutrient density in grains. Forages show improved nutrient content, energy, taste, storability and reduced mycotoxins.



“ Our 'Recipe for Success' system of biology-based crop production helps you build healthier soils that help produce healthier crops that nourish healthier livestock that produce healthier food.

–Dr. Jim Ladlie, founder and CEO of ProfitProAG

Customize this three-phase "Recipe for Success" to build healthier soils that produce healthier crops that nourish healthier livestock that produce healthier food.

Let's talk

If you're looking for ways to make your farm more sustainable and profitable, it's time to explore options beyond the industrial Ag system. Visit us at **Booths 9 and 10** at the 2021 Farm News Ag Show to start the conversation. We look forward to meeting you.





2022 Early Order Product Cash Discount Program

- This 2022 crop discount program includes the **Farming the Controllables “Recipe for Success,” Crop Production System** and the **Fall Crop Residue Digestion Program**.
- All products for conventional and organic operations (exceptions listed below)³.

Deadline Discount Dates	2022 Retail Early Order Product Cash Discount ^{1,2}
September 1 – 30, 2021	12%
October 1 – 15, 2021	10%
October 16 – 31, 2021	9%
November 1 – 15, 2021	8%
November 16 – 30, 2021	7%
December 1 – 15, 2021	6%
December 16 – 31, 2021	5%
January 1 – 15, 2022	4%
January 16 – 31, 2022	3%
February 1 – 29, 2022	2%

¹Cash or check **must be** received by discount deadline date for percent discount desired. Discounts **do not** apply to freight.

²Freight to be invoiced at time of shipping.

³Products and services **NOT** included in the 2022 Early Order Product Cash Discount Program.

- Commercial fertilizers
- Manure pit treatment products
- Human products
- Manure treatment services

For more information or to place an order call:

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Our NEW website is up!

If you feel like the current industrial Ag model hasn't delivered on its promises, we hear you. We invite you to check out our new, user-friendly website (profitproag.net) filled with practical, proven solutions to help you get more from every acre, animal and gallon of manure.

As you explore profitproag.net, click on the "Recipe for Success" tab. We know every farm is unique. That's why we partner with you to create a personalized, customized plan that gives you the greatest full-season plant potential & profitability by *Farming the Controllables*.



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