From the Agents Desk.....

Buyer Beware

We have all heard the old saying “if it’s too good to be true then it probably is.” When fertilizer prices get high, all sorts of inexpensive products pop up claiming to be the greatest thing since sliced bread. My only advice to that is “buyer beware.” Many of these products claim to have the yield effects of conventional fertilizer for a fraction of the cost. However, once you look at what is actually in these products and compare the cost you soon start to realize they are snake oil.

For Example last year I had a call from a producer that was interested in one of the products. The product was an 8-16-8 liquid fertilizer that came in a 2.5 gallon jug. The label said to apply only 16 ounces per acre. It cost $130 for 2.5 gallons.

So lets look what you get for $130. In 2.5 gallons of this product you have 2.2 lbs of actual Nitrogen. That means even if you use all the whole 2.5 gallons to one acre you would only be applying 2.2 lbs. of N. That is not very much N considering our recommendation is usually 50 lbs of N per acre. So how much is it costing me? When you compare apples to apples by putting the price on a price per nutrient basis, the price for one pound of N in this product was $58.16. The current price for one pound of N from Ammonium nitrate is $0.70. Wow! Buyer Beware!

So the bottom line is if it sounds too good to be true it probably is, and always make sure you totally understand what you are getting in these types of products.

In 2008, Extension tested some of the major “non-traditional fertilizer products.

I have attached a graph (next page) from this study to reinforce my point to beware of these types of products.

On a separate note, I hope you will take the time to read the Montgomery County Extension Demonstration Report I have included with this newsletter. It contains the results of all the on-farm demonstrations completed in 2012. Please contact me if you have an idea for an on-farm demonstration.
Evaluation of nontraditional fertilizers for bermudagrass yield - Total Yield

Total of two harvests (7/28 & 10/17)

Bars topped by the same letter are not different at the 0.05 level.

Yield (lbs DM/acre)

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<th>0</th>
<th>1000</th>
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<th>3000</th>
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<tbody>
<tr>
<td>Ammonium Nitrate</td>
<td>A</td>
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<td>Urea + Monty's Pit Food</td>
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<td>Urea + Sea 90 Mineral</td>
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<td>Urea + Fish Emulsion</td>
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<td>Monty's Pit Food</td>
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Treatments applied on 6/27 and 8/5
AN, Lq. Urea, & Urea applied at 75 lbs/acre
Monty’s Pit Food - 1.5 pints/a
Sea 90 Mineral - 2 lbs/a
Fish Emulsion - 4 g/a
Cattlemen’s Livestock Auction Barn
Glenwood, Arkansas

6:00 p.m. Techniques of Pregnancy Checking
Jimmy Driggers
Garland Co. Extension Agent—Staff Chair

Brad McGinley
Montgomery Co. Extension Agent

6:30 p.m. Supper

7:00 p.m. General Herd Health
Dr. Jeremy Powell
Assoc. Professor, U of A Animal Science Dept.

7:45 p.m. Johnsongrass & Other Summer Grasses Control
Mike McCarter,
Pike County Extension Agent- Staff Chair

Jerry Clemons
Clark County Extension Agent- Staff Chair

8:15 p.m. Adjourn

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NO COST FOR MEAL, HOWEVER PLEASE PRE-REGISTER FOR MEAL PLANNING PURPOSES.

Call the Extension Office at 867-2311 to register or for more information.