

## Agricultural Sales Contest Information

### Agricultural Service - Precision Ag Services Consulting - 2 Year Division

#### **Scenario for Sales Contest:**

##### **General Overview:**

For this contest you will be acting as a YieldPoint Specialist (Variable Rate Specialist) for the local CHS Ag Services location. Our Farmer has stopped into the dealership and is looking for information and to purchase **YieldPoint Services** for 1 of his field. The field will be going into Corn. Below is his scenario, please research what is going to be the best fertility plan to fit the customer's needs? We have Urea (46-0-0), MESZ (12-40-0-10S-1ZN) and Potash (0-0-60). He has CHS spread his fertilizer for him and CHS has a twin bin machine. Please research the soil test information and fertility recommendations for the different crop choices to find what the best solution is for our customer based on performance & price. Assume the Zone creation and Fertilizer prescription writing will be free.

##### **Customer Profile:**

Hi, my name is Mike and I am looking for a recommendation on how much and what kind of fertilizer I should apply to my field. I farm 2000 acres of corn, wheat & soybeans. I have not yet made up my mind on how many acres of each crop I am going to plant on the entire 2000 acres for the upcoming year. I am looking to you for advice on a fertility plan and to possibly purchase fertilizer for this field to get started. I am open to any and all suggestions and recommendations on different fertility products and rates.

--What do you have to offer and what do you think is the best fertility program for my needs and best return on investment?

##### Here is a list of other important items:

- I am 35 years of age
- I am considered to have a progressive farming style and have Variable Rate technology at my farm
- I would like to plant more acres of Corn than that of Wheat and Soybeans
- I would need you to apply the product for me.
- Cost of production is important.
- See the attached soil tests for information and recommendations for the different crops.

**Product and Service Information: Fertilizer prices are as of 3/15/16 and are subject to change.**

**Option #1:**

MicroEssentials MESZ (12-40-0-10S-1ZN) \$525/Ton  
 Urea (46-0-0) \$300/Ton  
 Potash (0-0-60) \$330/Ton

**Services to be sold:**

Application per Acre VRT \$6.50  
 Application per Acre Conventional \$5.00

Conventional Sampling per Field \$100.00  
 Zone Sampling per Acre \$2.25

**Field 1 Conventional Sample**

Nutrient In The Soil		Interpretation	1st Crop Choice		2nd Crop Choice		3rd Crop Choice	
		VLow Low Med High						
Nitrate	0-6"	12 lb/ac						
	6-24"	27 lb/ac						
	0-24"	39 lb/ac						
Phosphorus	Olsen	15 ppm						
Potassium		236 ppm						
Chloride								
Sulfur	0-6"	36 lb/ac						
	6-24"	360 +lb/ac						
Boron								
Zinc								
Iron								
Manganese								
Copper								
Magnesium								
Calcium								
Sodium								
Org.Matter								
Carbonate(CCE)		0.9 %						
Sol. Salts	0-6"	0.32 mmho/cm						
	6-24"	0.64 mmho/cm						
			Soil pH		Buffer pH		Cation Exchange Capacity	
			0-6" 7.8		6-24" 8.2		% Base Saturation (Typical Range)	
							% Ca % Mg % K % Na % H	

Field 1 VRT Sample Green Zone

Nutrient In The Soil		Interpretation				1st Crop Choice		2nd Crop Choice		3rd Crop Choice			
		VLow	Low	Med	High								
Nitrate	0-6" 6-24"	6 lb/ac 18 lb/ac	*****			Corn-Grain		Soybeans		Wheat-Spring			
	0-24"	24 lb/ac				YIELD GOAL		YIELD GOAL		YIELD GOAL			
						185 BU		40 BU		70 BU			
						SUGGESTED GUIDELINES		SUGGESTED GUIDELINES		SUGGESTED GUIDELINES			
						Broadcast/Maint.		Broadcast/Maint.		University			
						LB/ACRE	APPLICATION	LB/ACRE	APPLICATION	LB/ACRE	APPLICATION		
Phosphorus	Olsen	9 ppm	*****				N	***		N	150		
Potassium		255 ppm	*****				P <sub>2</sub> O <sub>5</sub>	51	Broadcast	P <sub>2</sub> O <sub>5</sub>	35	Broadcast	
Chloride							K <sub>2</sub> O	10	Band (2x2) *	K <sub>2</sub> O	10	Band (Starter) *	
Sulfur							Cl			Cl			
Boron							S			S			
Zinc		0.67 ppm	*****				B			B			
Iron		16.4 ppm	*****				Zn	5	Broadcast	Zn	2	Broadcast	
Manganese							Fe	0		Fe	0		
Copper							Mn			Mn			
Magnesium		1186 ppm	*****				Cu			Cu			
Calcium		4629 ppm	*****				Mg	0		Mg	0		
Sodium		26 ppm	****				Lime			Lime			
Org.Matter		4.4 %	*****										
Carbonate(CCE)													
Sol. Salts	0-6"	0.37 mmho/cm	*****			Soil pH	Buffer pH	Cation Exchange Capacity		% Base Saturation (Typical Range)			
	6-24"	0.8 mmho/cm	*****			0-6" 8.0		33.8 meq	% Ca	% Mg	% K	% Na	% H
						6-24" 8.1			(65-75)	(15-20)	(1-7)	(0-5)	(0-5)
									68.5	29.2	1.9	0.3	

VRT Sample Lime Zone

Nutrient In The Soil		Interpretation				1st Crop Choice		2nd Crop Choice		3rd Crop Choice			
		V	L	M	H								
Nitrate	0-6" 6-24"	9 lb/ac 12 lb/ac	****			Corn-Grain		Soybeans		Wheat-Spring			
						YIELD GOAL		YIELD GOAL		YIELD GOAL			
						165 BU		40 BU		70 BU			
	0-24"	21 lb/ac				SUGGESTED GUIDELINES		SUGGESTED GUIDELINES		SUGGESTED GUIDELINES			
						Broadcast/Maint.		Broadcast/Maint.		University			
						LB/ACRE	APPLICATION	LB/ACRE	APPLICATION	LB/ACRE	APPLICATION		
Phosphorus	Olsen	10 ppm	*****			N	177	N	***	N	155		
Potassium		235 ppm	*****			P <sub>2</sub> O <sub>5</sub>	97 Broadcast	P <sub>2</sub> O <sub>5</sub>	48 Broadcast	P <sub>2</sub> O <sub>5</sub>	30 Broadcast		
Chloride						K <sub>2</sub> O	45 Broadcast	K <sub>2</sub> O	60 Broadcast	K <sub>2</sub> O	10 Band (Starter)*		
Sulfur						Cl		Cl		Cl			
Boron						S		S		S			
Zinc		0.87 ppm	*****			B		B		B			
Iron		29.8 ppm	*****			Zn	5 Broadcast	Zn	2 Broadcast	Zn	Not Available		
Manganese						Fe	0	Fe	0	Fe	0		
Copper						Mn		Mn		Mn			
Magnesium		1103 ppm	*****			Cu		Cu		Cu			
Calcium		3562 ppm	*****			Mg	0	Mg	0	Mg	0		
Sodium		25 ppm	****			Lime		Lime		Lime			
Org.Matter		4.6 %	*****										
Carbonate(CCE)													
Sol. Salts	0-6" 6-24"	0.35 mmho/cm 0.79 mmho/cm	*****			Soil pH	Buffer pH	Cation Exchange Capacity	% Base Saturation (Typical Range)				
						0-6" 7.7 6-24" 8.2		27.7 meq	% Ca (65-75) 64.3	% Mg (15-20) 33.2	% K (1-7) 2.2	% Na (0-5) 0.4	% H (0-5) 0.4

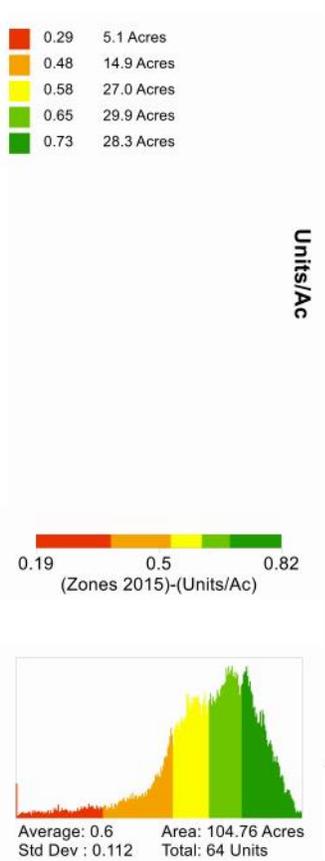
VRT Sample Yellow Zone

Nutrient In The Soil		Interpretation				1st Crop Choice		2nd Crop Choice		3rd Crop Choice			
		V	L	M	H								
Nitrate	0-6" 6-24"	6 lb/ac 15 lb/ac	****			Corn-Grain		Soybeans		Wheat-Spring			
						YIELD GOAL		YIELD GOAL		YIELD GOAL			
						150 BU		40 BU		70 BU			
	0-24"	21 lb/ac				SUGGESTED GUIDELINES		SUGGESTED GUIDELINES		SUGGESTED GUIDELINES			
						Broadcast/Maint.		Broadcast/Maint.		University			
						LB/ACRE	APPLICATION	LB/ACRE	APPLICATION	LB/ACRE	APPLICATION		
Phosphorus	Olsen	12 ppm	*****			N	159	N	***	N	155		
Potassium		196 ppm	*****			P <sub>2</sub> O <sub>5</sub>	78 Broadcast	P <sub>2</sub> O <sub>5</sub>	42 Broadcast	P <sub>2</sub> O <sub>5</sub>	20 Broadcast		
Chloride						K <sub>2</sub> O	41 Broadcast	K <sub>2</sub> O	60 Broadcast	K <sub>2</sub> O	10 Band (Starter)*		
Sulfur						Cl		Cl		Cl			
Boron						S		S		S			
Zinc		0.72 ppm	*****			B		B		B			
Iron		21.3 ppm	*****			Zn	3 Broadcast	Zn	2 Broadcast	Zn	Not Available		
Manganese						Fe	0	Fe	0	Fe	0		
Copper						Mn		Mn		Mn			
Magnesium		1001 ppm	*****			Cu		Cu		Cu			
Calcium		3647 ppm	*****			Mg	0	Mg	0	Mg	0		
Sodium		27 ppm	****			Lime		Lime		Lime			
Org.Matter		4.1 %	*****										
Carbonate(CCE)													
Sol. Salts	0-6" 6-24"	0.36 mmho/cm 0.65 mmho/cm	*****			Soil pH	Buffer pH	Cation Exchange Capacity	% Base Saturation (Typical Range)				
						0-6" 7.7 6-24" 8.2		27.2 meq	% Ca (65-75) 67.0	% Mg (15-20) 30.7	% K (1-7) 1.8	% Na (0-5) 0.4	% H (0-5) 0.4

VRT Sample Red/Orange Zone

Nutrient In The Soil		Interpretation				1st Crop Choice			2nd Crop Choice			3rd Crop Choice		
		VLow	Low	Med	High	Corn-Grain			Soybeans			Wheat-Spring		
Nitrate	0-6" 6-24"	*****				YIELD GOAL			YIELD GOAL			YIELD GOAL		
						125 BU			40 BU			60 BU		
	0-24"					SUGGESTED GUIDELINES			SUGGESTED GUIDELINES			SUGGESTED GUIDELINES		
						Broadcast/Maint.			Broadcast/Maint.			University		
							LB/ACRE	APPLICATION		LB/ACRE	APPLICATION		LB/ACRE	APPLICATION
Phosphorus	Olsen 9 ppm	*****				N	127		N	***		N	125	
Potassium	131 ppm	*****				P <sub>2</sub> O <sub>5</sub>	78	Broadcast	P <sub>2</sub> O <sub>5</sub>	51	Broadcast	P <sub>2</sub> O <sub>5</sub>	30	Broadcast
Chloride						K <sub>2</sub> O	60	Broadcast	K <sub>2</sub> O	60	Broadcast	K <sub>2</sub> O	30	Broadcast
Sulfur						Cl			Cl			Cl		
Boron						S			S			S		
Zinc	0.49 ppm	*****				B			B			B		
Iron	18.1 ppm	*****				Zn	6	Broadcast	Zn	4	Broadcast	Zn		Not Available
Manganese						Fe	0		Fe	0		Fe	0	
Copper						Mn			Mn			Mn		
Magnesium	974 ppm	*****				Cu			Cu			Cu		
Calcium	3640 ppm	*****				Mg	0		Mg	0		Mg	0	
Sodium	49 ppm	*****				Lime			Lime			Lime		
Org.Matter	3.0 %	*****				Soil pH			Cation Exchange Capacity			% Base Saturation (Typical Range)		
Carbonate(CCE)						Buffer pH			% Ca	% Mg	% K	% Na	% H	
0-6" 6-24"	0.51 mmho/cm 0.97 mmho/cm	*****				0-6"	7.9		26.9 meq	(65-75)	(15-20)	(1-7)	(0-5)	(0-5)
Sol. Salts						6-24"	8.1			67.7	30.2	1.3	0.8	

Zones with Acre Breakdowns



Bare Soil to see variability in the soil. Customer does own the fields on the East and West side, so that might be a sales option to keep in mind also.

