

The ALPINE[®] Advance

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Jim Patton (right) says the ALPINE PHAZED NUTRITION PROGRAM™ that ALPINE DSM Nick Cressman (left) has developed for Patton's corn and soybeans has given him better plant health and higher yields.

PHAZED NUTRITION Puts Dollars in Grower's Pocket

Jim Patton is a strong believer in feeding his crops the right nutrition at the right time with the ALPINE PHAZED NUTRITION PROGRAM.

Patton has been using ALPINE G24 liquid starter since 2007, and started adding ALPINE foliar products four years ago in an effort to push his corn and soybean yields even higher.

"Our plant health and test weights have definitely improved. We've noticed more consistent crop growth from end to end of our fields, which creates a yield response and puts more dollars in my pocket," says Patton, whose soils range

from clay to sand on his 2,500-acre farm near Alliston, Ontario.

"More and more, growers like Jim are realizing their fertility program shouldn't end with the last pass of their planter or drill each spring," says ALPINE District Sales Manager Nick Cressman. "Crops need to be spoon-fed through the season to address deficiencies caused by growing conditions and plant nutrient needs that peak at certain times – especially during flowering and grain fill. A foliar program lets growers match their fertility program with the exact nutrient needs of the plants as they pass through with a sprayer."

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ALPINE INSIGHT

ALPINE Approach is Rooted in 4Rs



Murray Van Zeggelaar

We're pleased to announce we are now official partners of the 4R Nutrient Stewardship Initiative – an industry-wide endeavor promoting greater awareness and adoption of the 4Rs.

We're certainly not newcomers to the 4Rs – applying the right nutrients at the right time, the right rate, and in the right place. Those principles have defined the ALPINE philosophy and our approach to nutrient management since the company began more than 40 years ago.

Back then we helped pioneer the 4Rs, leading the way with the introduction of our high-quality, liquid fertilizers in 1973. We provided Ontario growers with a more efficient and effective method of feeding their crops with our in-furrow, liquid orthophosphate starter – ALPINE G24. Unlike dry phosphate, it's immediately plant available in cold, dry soil, and doesn't have to break down and dissolve to become plant usable.

PHAZED NUTRITION Fits Like a Glove

Today we continue to lead the industry with our PHAZED NUTRITION PROGRAM – which fits like a glove with the 4R Nutrient Stewardship Initiative.

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Introducing New Bio-K Potassium for Soybeans



A Safe, Superior Source of Potassium

As Ontario soybean growers look for ways to push their crop yields higher, they will soon have access to a new and better source of potassium (K) that's unlike any other potash fertilizer on the market.

Bio-K is being unveiled across Ontario this fall – providing growers with the safest and most efficient way of feeding K to soybean crops, says Tommy Roach, Director of Specialty Products & Product Development for Nachurs Alpine Solutions.

Five Times Faster K Uptake

“**Bio-K** has the highest absorption rate of any potash product on the market, and it's the safest form of K for seed and foliar application due to its very low salt index,” explains Roach, noting trials have shown it doesn't harm seeds or burn leaves.

What makes **Bio-K** so different from other K sources is that it's a K acetate, says Roach. “Plants produce acetate naturally; it's a building block for many vital plant functions. That's why **Bio-K** is absorbed by plants so much faster and more efficiently than other forms of K – because plants

recognize the acetate as a natural organic acid they produce themselves.”

Roach points to an independent study that showed the foliar absorption rate of K acetate on soybeans was 47.1 per cent compared to 9 per cent or less with other forms of K (see chart below). “Plants don't produce chlorides, nitrates, or sulphates, so those K sources are far less efficient at getting into the plant,” he explains, noting Nachurs Alpine Solutions is the only company that manufactures K acetate for the agriculture market.

Field trials testing **Bio-K** on soybeans were conducted at multiple sites across Ontario this year. “We applied **Bio-K** with our ALPINE HKW6® seed-placed starter,

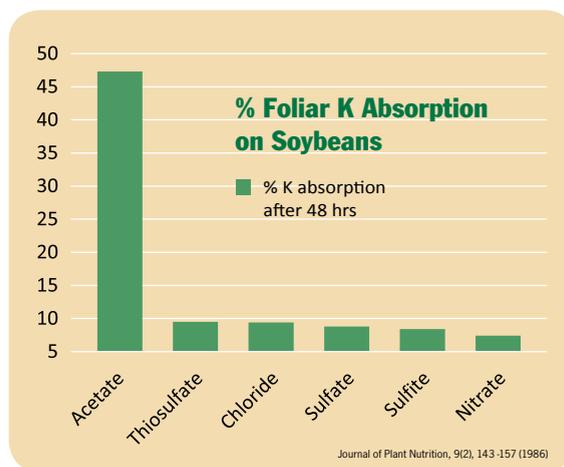
and also tested a foliar product, ALPINE K20-S™, containing **Bio-K**,” says Ken Brett, ALPINE Sales Manager for Eastern Canada.

“Those trials compared **Bio-K** to check strips with no starter, and to strips treated with ALPINE G24 and ALPINE G20®. We're expecting the results to be similar to US trials that have shown quicker and more even emergence, better plant health, excellent tank-mixing ability, and higher yields,” says Brett.

Best Solution for K-Deficient Soils

Many Ontario growers have been discovering that their soils are running low in K, adds Roach. “**Bio-K** gives them a safe and effective method of getting K into their plants – both in-furrow and as a foliar product,” he says, noting K is especially important for soybeans, which have a long reproductive stage. K helps in the formation of starches, sugars, and proteins, and aids in seed production.

Growers who use traditional ALPINE liquid starters – ALPINE G24 and ALPINE G20 – on soybeans already see an average 2-bu/acre yield advantage, says Brett. “Because **Bio-K** is such an efficient form of potash, we anticipate it will exceed the performance of our existing starters on soybeans and give Ontario growers additional advantages on their crops next spring.”



ALPINE INSIGHT – CONTINUED FROM PAGE 1

Like its name, the ALPINE PHAZED NUTRITION PROGRAM takes a phased approach to nutrient management. It feeds crops the nutrients they need throughout the growing season – rather than throwing down all of your nutrition in the spring, not knowing whether the crop will be able to use all of it or not.

Our District Sales Managers (DSMs) work closely with growers, using tools like tissue and soil samples, and even infrared technology to determine exactly what their crops need. We help growers develop the best overall nutrient program to maximize their crop potential – no matter what the season brings.

If it's dry and the crop isn't performing well, our PHAZED NUTRITION PROGRAM allows growers to hold back some nutrients until the crop can better utilize them later in the season. Nutrient deficiencies can

be addressed as they arise, with foliar-applied micronutrients. And when growing conditions are excellent, PHAZED NUTRITION gives you the option of adding extra nutrients, such as nitrogen foliars, to push yields to their full potential.

Feeding Crops What They Need

The economic benefits of PHAZED NUTRITION and the 4Rs are obvious. By feeding crops what they need, when they need it, growers can drive yields higher without wasting money on unnecessary nutrients – getting the biggest bang for every crop nutrition dollar they spend.

The environmental benefits are equally important. By not adding excess nutrients to the soil, we help protect and sustain a healthier environment. These are issues that many growers, and industry leaders like ourselves, are becoming increasingly concerned about. It's part of what drives

demand for ALPINE products, and it's why you can expect to see the 4R logo on a lot more ALPINE marketing material going forward.

We're committed to the 4Rs and our PHAZED NUTRITION PROGRAM because we're committed to keeping ALPINE customers at the forefront of nutrient management – while at the same time, helping safeguard a sustainable and profitable future for our customers and our planet.

All the best,

Murray Van Zeggelaar
VP Marketing



ALPINE G24 – A Strong Advantage on Many Crops

Steve Bradley is among a growing number of Ontario farmers who are discovering that ALPINE G24 offers a definite advantage on a wide variety of crops – not just corn.

“A lot more growers are using ALPINE G24 on potatoes, tomatoes, peppers, tobacco, and many other crops because of the consistent yield response and strong root growth it delivers – similar to what we’ve seen in corn for many years,” says Brad Nicholson, an ALPINE District Sales Manager (DSM) in southwestern Ontario.

Higher Yields; Bigger Potatoes

Bradley grows 650 acres of table and processing potatoes with his father and brother on their family farm – C. J. Bradley and Sons Ltd. – near Leamington, Ontario. They’ve noticed a yield advantage, more even emergence, and bigger, better quality potatoes since they started using ALPINE G24 three years ago.

“Our plant health has been great with ALPINE G24 and that’s contributed to higher yields,” says Bradley. “We’ve also noticed bigger vines, which are essential to producing a good crop.”



C. J. Bradley and Sons Ltd. has enjoyed a yield advantage, more uniform plant emergence, and bigger, better quality potatoes since adding ALPINE G24 to their fertility program.

More uniform crop emergence has meant harvest is more predictable and on target, he adds. “It’s given us a consistent start date for harvest because the crop matures roughly at the same time.”

The Bradleys switched to ALPINE G24 in 2012 after gradually doubling production, which prompted a change in their fertility program. “We put down 1,200 lbs of dry fertilizer per acre and the potato planter will

only hold 5,000 lbs, so we could only plant 4.5 acres per fill,” says Bradley. “We needed a quicker way to get the crop planted.”

‘A Little Kick’ in Cold Soil

They decided to broadcast the dry phosphate in a separate pass, “but we still needed to get some phosphorus close to the roots to give the crop a little kick and get it going in cold soil,” says Bradley. By mounting a liquid kit

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PHAZED NUTRITION – CONTINUED FROM PAGE 1

“With a large portfolio of ALPINE products, we can address whatever the grower’s soil and tissue tests tell us the crop needs,” adds Cressman, who works closely with Patton on developing a PHAZED NUTRITION PROGRAM tailored to his farm and growing conditions each year.

Filling the Florida Pods

In 2012 when a dry spell was setting his soybean crop back, Cressman suggested Patton combine ALPINE SRN – a slow-release nitrogen (N) foliar – with ALPINE TMR-F®, a fully balanced liquid foliar with N, P, K, and micronutrients.

“We were trying to keep the plants going and give them a boost to fill the top pods, which we call Florida pods because they’ll pay for a trip to Florida if you can fill them,” says Patton. “It really put the bushels in the bin when we finally got rain. We had a 5-bushel yield advantage on those beans.”

Patton has also combined ALPINE SRN and ALPINE TMR-F on his corn with great results. “It keeps the plants going and gives us yield,” he says.

Better Plant Health

This year’s tissue tests showed low zinc and boron levels in Patton’s corn and soybeans, so Cressman recommended ALPINE Fortified® foliar. “ALPINE Fortified was the best option because of its higher boron and N content,

which gave the plants the extra boost they needed after a cool, wet start to the season,” explains Cressman.

“We went with straight ALPINE Fortified on the soybeans and custom blended in some ALPINE MicroBolt Zn® on the corn,” says Patton. “ALPINE products work well for us because we can custom blend in whatever we need. It’s not a one-blanket-fits-all approach. They’re also plant safe. There’s no leaf scorching and they tank mix well.”

Creating Payback

Patton adds, “We’re trying to create payback and yield by maximizing the output of our crops. We’ve stuck with ALPINE products because they suit our management strategy really well, and you can see the difference in our plant health and performance.”



Jim Patton sprays ALPINE foliar on his corn and soybeans to address nutrient deficiencies and push yields.

to their planter and adding ALPINE G24 to their fertility program, they now plant 20 acres between fills, and give their crop the boost it needs each spring.

“ALPINE G24 gives plants a faster start because it’s right there in the root zone and contains liquid orthophosphate – which is immediately plant available in cold soils, unlike dry P fertilizers that have to break down and dissolve,” explains Nicholson.

ALPINE G24 is also efficient at getting micronutrients into plants right away to

prevent any deficiencies, adds Nicholson, noting the Bradleys blend ALPINE MicroBolt Zn with ALPINE G24, applying it directly in the seed row.

Easy to Handle

“It’s a lot easier to handle than dry fertilizer,” says Bradley. That’s because ALPINE G24 has a neutral pH that doesn’t corrode and rust equipment or plug up hoses, explains Nicholson.

Bradley says they initially applied ALPINE G24 at 10 gallons per acre (GPA) the first year, “but it worked so

well that we bumped it up to 15 GPA the next year.” They’re now experimenting with higher rates, hoping to push yields further.

“This year, we had a few rows that were so wet that we double planted and topped up the ALPINE G24 to 30 GPA,” says Bradley. “The result was a lot more vines and even bigger potatoes, so we might try 30 gallons again next year on more acres.”

“We get great results with ALPINE G24 so we plan to stick with it,” adds Bradley. “It definitely works for us.”

Tremendous Demand for ALPINE Foliar Products

Tremendous growth in demand for ALPINE liquid foliar and micronutrient products is keeping ALPINE delivery driver Sam Gingerich busy. Gingerich logged up to 4,000 km each week this summer delivering ALPINE products to dealers across Ontario.

“Demand for our foliar nutrition products is increasing at a strong pace because growers are more focused on producing higher yielding crops, and our products have proven they can enhance yields,” says Ken Brett, ALPINE Sales Manager for Eastern Canada. “A lot more growers also own self-propelled sprayers, which make it very easy for them to tank mix ALPINE foliar fertilizers and spray them on with crop protection products.”

Prompt, Reliable Delivery

“This year marks Sam’s third season on the road since we purchased our own in-house delivery truck to service that increasing demand for our foliar products,” adds Brett. “Every year he gets busier.”

While third party carriers are still contracted for deliveries as needed, “having a dedicated ALPINE delivery truck allows us to respond to orders more quickly and ensure products are delivered in a timely manner,” explains Brett.

Timely delivery is a crucial factor when it comes to ALPINE liquid foliar and micronutrient products because most growers apply these nutrients with herbicides and fungicides, which have a very tight timing window, says Brett.

Tight Window

“When growers decide to use a foliar, they have to act quickly before that window passes. And they’re often responding to tissue tests that identify a nutrient deficiency, so it’s important that we deliver those products quickly.”

Brett notes the top-selling ALPINE foliar products that have been driving demand include ALPINE SRN, ALPINE TMR-F, and ALPINE MicroBolt® micronutrients, which growers blend with foliar products to help optimize plant health and enhance yields through the growing season. With crops now harvested, Brett says the delivery truck will be busy delivering



As demand for ALPINE foliar and micronutrient products keeps growing, the ALPINE commitment to prompt, reliable delivery is an advantage growers gain by dealing with a local manufacturer.

ALPINE applicator equipment and liquid tanks through the winter.

A Local Advantage

As demand for ALPINE foliar products keeps growing, and as new ALPINE foliar options are introduced, Brett says the ALPINE commitment to provide prompt, reliable delivery is an advantage growers gain by dealing with a local manufacturer. “Because we produce our high-quality starter and foliar fertilizer products right here in New Hamburg, Ontario, we can react swiftly to market demand and deliver our products quickly when customers need them.”



the starter fertilizer company®

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Agriculture
more than ever