

AGGRAND[®] NEWS

Dealer Increases Yield, Saves Money With AGGRAND Program

AGGRAND Dealer Phil Wagner of Defiance, Ohio started a comparison study on winter wheat in the fall of 2010. He wanted to see how AGGRAND Natural Fertilizer 4-3-3 incorporated into an existing chemical fertilizer program. The outcome? He saved money and increased his yield.

It was his first experience using AGGRAND products on his large acreage.

The Application

Last fall, Wagner applied two gallons per acre of AGGRAND fertilizer on two fields. This spring, he applied 37 gallons per acre of urea ammonium nitrate (UAN) to one field and 31 gallons UAN and two gallons AGGRAND 4-3-3 per acre to the other.

Wagner farms approximately 400 acres; his crops are wheat and soybeans. He used AGGRAND Natural Fertilizer 4-3-3 on 74 acres of soybeans this year.

WHEAT HARVEST — Dealer Phil Wagner's winter wheat field harvester.



GETTING THE JOB DONE — Dealer Phil Wagner uses this 1,000-gallon mixing tank to blend AGGRAND fertilizer with water.

“Results were awesome, especially with the very hot and dry summer,” Wagner said.

The summer of 2011 was hot and dry in Ohio, with long stretches of temps near or above 100 degrees F.

“There was no rain at all for about six weeks,” Wagner said. Yet, his soybeans stayed richly green and one field of 36 acres yielded an average of 66 bushels per acre. “The natural fertilizer helped the roots go down deep so there was no stress on the plants,” he said.



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Register Now for AGGRAND Training Meetings

AMSOIL is conducting three AGGRAND Training Meetings during a four-week period in January and February 2012.

Registration is free and open to Dealers of all levels. Training materials and refreshments will be provided, and corporate staff will be on hand to conduct sessions in fertilizer basics, AGGRAND product selection and more.

Dealers interested in expanding their profit potential through the AGGRAND product line are strongly encouraged to attend.

Preregistration two weeks in advance is recommended to ensure a place is reserved for you. To preregister, contact Julie Jacobson at 715-392-7101 or complete the registration form.

AMSOIL secured sleeping room rates for Dealers who want to stay overnight. When registering, Dealers should tell hotel personnel they're with the AGGRAND group. It is Dealers' responsibility to make reservations.

Sacramento, Calif. — Jan. 11, 2012, 6-10 p.m.

Crowne Plaza Sacramento Northeast
5321 Date Avenue
Sacramento, CA 95841
916-338-5800
\$84 if staying the night

Arlington, Texas - Jan. 25, 2012, 6-10 p.m.

Hilton Arlington
2401 East Lamar Blvd.
Arlington, TX 76006
817-640-3322
\$129 if staying the night

Richmond, Va. —Feb. 8, 2012, 6-10 p.m.

Holiday Inn
445 International Center Drive
Sandston, VA 23150
804-236-1111
\$79 if staying the night

Success Gets Attention of Farmers

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The Results

Wagner had a 10-bushel per-acre yield increase on the AGGRAND-added plot, using 17 percent less UAN. On top of that, the test weight per bushel was a near-record 63.5 pounds, three and a half pounds better than normal.

"I saved 15 percent on fertilizer liquid, 28 percent on nitrogen, at \$400 per ton, and 187 gallons per ton," Wagner said. "I used 31 gallons per acre on wheat. That adds up fast."

Wagner is sold on the benefits of using AGGRAND products. "I'm going to buy 1,000 gallons for next year," he said.

He believes his experience will lead to more sales of AGGRAND products for him.

"I am having some farmers taking a close look at AGGRAND products. I am sure this test trial will generate new customers," he said "I am sold on AGGRAND. It's good for the soil and good for yields."

He decided to use AGGRAND products after attending AMSOIL University, where he learned the benefits of natural fertilizers in feeding the soil rather than depleting it with chemicals. He sees more earthworms in the soil since introducing the natural fertilizers to the soil and knows that means it is becoming further enriched.



***WINTER WHEAT** — AGGRAND Dealer Phil Wagner's winter wheat crop in Defiance, Ohio. Wagner realized increased yields using AGGRAND natural fertilizers.*

Lawn Flourishes in Dry, Hot Season With AGGRAND Natural Fertilizers

From large, commercial farms to lawns in town, AGGRAND Natural Fertilizers get high marks from users.

Direct Jobber Doug Crawford of Oklahoma City, Okla. started using AGGRAND fertilizers on his damaged yard when he bought his home in 2009.

“The guy who owned it before me used chemicals on the lawn,” Crawford said. “He got everything from Kelly green to dead (patches) with the chemicals.”

To make it worse, just before Crawford bought the home someone’s car dumped hot oil all over the lawn. “The area around the magnolia had no grass because the oil had killed it,” he said.

Crawford planted Fescue grass, a shade-loving variety, that thrives in cold and loves water.

He started using AGGRAND Natural Liquid Fertilizer (NOF) and Natural Liquid Lime (NLL) and water. He mixed AGGRAND Natural Fertilizer in a 50:50 ratio on the front lawn, with a more dilute mix on the back. He applied Natural Liquid Lime full strength to the area near the magnolia tree. He applied the fertilizer four times throughout the season.

“I just kept it up,” Crawford said. The lawn recovered beautifully and drew the attention of neighbors and passersby.



In fact, a friendly competition developed with a neighbor, Steve, whom Crawford calls “Mr. Competitive.”

“He commented earlier this year on how good the lawn looked in the midst of the drought and heat,” Crawford said. It was particularly gratifying to Crawford because the neighbor had scoffed at using natural or organic products.

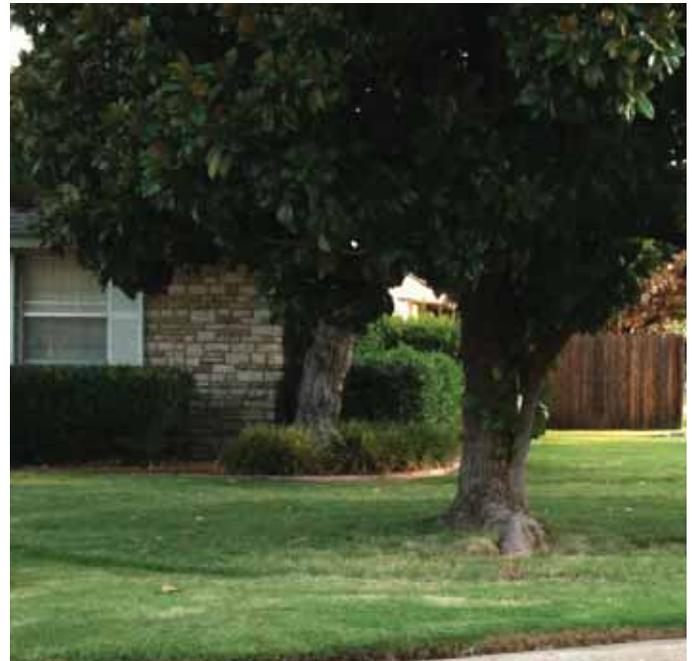
Crawford said his neighbor, who has a well, watered more often than he did during the season that started in April. “Yet people would stop and say, ‘Oh, your lawn looks so nice. This lawn has never looked so good.’”

Crawford has been a Dealer for the past 10 years, but has been more serious about developing his business in the past five, he said.

His lawn is a great selling point for AGGRAND products. Not only does it open many opportunities for him to promote AGGRAND products, he already is seeing a cash benefit in that his newest customer is a commercial account with 6,000 acres that he will change over to an AGGRAND fertilization program in the next planting season.



OIL SPILL KILLS GRASS — Hot motor oil killed the grass around this magnolia tree. Dealer Doug Crawford used AGGRAND Natural Fertilizer and Natural Liquid Lime when he reseeded the area shortly after he bought this home in 2009.



LAWN RECOVERY — The recovery of the lawn near this magnolia tree demonstrates the benefits of AGGRAND Natural Fertilizers.



AGGRAND Natural Liquid Fertilizer

- Multi-purpose – excellent results on flowers, fruits, vegetables, lawns, trees, crops and houseplants
- Formulated for foliar feed or soil application
- Promotes plant vigor, contributing to disease and stress resistance
- Convenient liquid concentrate
- Can be mixed with other AGGRAND products for easy application



AGGRAND Natural Liquid Lime

- High-quality, super-fine limestone
- Specifically formulated for foliar and root applications
- Use on lawns, pastures and hay fields
- Combine with AGGRAND Natural Fertilizer to supply additional calcium
- Easy-to-apply liquid concentrate produces no dusty mess

AGGRAND News Issues Online

AGGRAND News is a quarterly publication that offers detailed information on AGGRAND fertilizer use and application. It is available online at www.aggrand.com in the “Articles” section of the website. Dealers gain access to the AGGRAND archive back to 2001 by logging into the AGGRAND Dealer Zone “Articles” section. Most issues include testimonials of how Dealers and customers apply AGGRAND fertilizers. You’ll also find helpful growing tips and general horticulture information.



AGGRAND application rates and experiences featured here have been submitted by sources independent of AGGRAND. Your experiences may vary. Optimal application rates can vary due to soil condition, crop type, weather patterns and many other factors. AGGRAND recommends and supports soil analysis to determine optimal application rates.

866-292-4700 www.NaturalFertilizer.us

Jeff Fisher

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AGGRAND

Minimum 10% Post-Consumer Fiber



Our Address
 To submit a testimonial or question, write to:
 AGGRAND News
 AMSOIL Building
 Superior, WI 54880

Al Amatozo President and CEO, AMSOIL INC.



“I formulated AGGRAND fertilizer, so I know it is second to none.”

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