

NUTRIFOCUS LIMITED

December 2008

KEEPING THE SPOTLIGHT ON CROP NUTRITION

Contact Neil Taylor

NutriFocus Limited

Tel 01243 261342

Fax 0870 6221142

Email neil@nutrifocus.co.uk

DECEMBER UPDATE

Apart from a limited demand for urea the fertiliser market over the last month has been quiet. Urea prices appear to have stabilised, AN is still firm and P & K prices have fallen a little but here any major price reduction has been negated by the weakening of the £.

The NFU and others are advising farmers to wait until the last minute before making any further purchases but a sweeping statement like this is dangerous. The whole industry is in totally uncharted waters. Recent Industry stats suggest there could be a million tonnes of fertiliser to deliver in the 1st quarter of 2009. This is an impossible task. There is not the stock, production capacity, delivery capacity or finance in place to achieve this and buyers will be let down.

The key for any spring purchases will be to get the balance between best available price and a suitable delivery slot. There is a saying that the cheapest product is always last to arrive and that "cheap" purchase is fine to arrive in March if it is PK to be applied as a maintenance but it is a different matter if it is an NPKS grade that was wanted for Feb application.

If you have fertiliser to purchase drop us a fax or an email stating what you want and when you want to apply it. We will keep you updated with relevant prices and we may even be able to suggest a lower cost alternative.

4 THINGS, OTHER THAN LAST MINUTE SHOPPING, TO DO BEFORE CHRISTMAS:

- * Let us know if you have any fertiliser to purchase (see above).
- * If you have not already done so then book your spreader calibration.
- * Call us to book a few soil mineral nitrogen tests.
- * Study the 9 Defra guidance leaflets on the new NVZ Rules (available on our website if you don't have them)

Only joking on the last item but please don't forget that for those already in an NVZ the new rules start to apply from 1st January.

We would like to thank our customers and clients for their

**support over the last year and to take
the opportunity to wish everyone a**

VERY MERRY CHRISTMAS and a

HAPPY NEW YEAR.



For information on any of the above items or for any fertiliser or lime requirement or to opt out from receiving further copies of this newsletter please call 01243 261342