



NUTRIFOCUS LIMITED

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KEEPING THE SPOTLIGHT ON CROP NUTRITION

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The UK produced AN price is firm and continues to rise, albeit slowly. Imported AN is currently about 10% cheaper than the UK product. Internationally Urea prices are falling. We have seen a price reduction within the UK but some of the advantage has been lost due to currency movement with the £ buying 15% less \$ than a couple of months ago.

Phosphate and Potash prices have remained stable but this is more as a result of UK suppliers trying to liquidate stocks rather than a weakening of the market. We understand that internationally 1 or 2 Ammonium Phosphate producers are looking to protect their prices by cutting output to balance supply to current low demand. Going forward demand is expected to pick up.

Forward prices hang in the balance. Demand has dropped as buyers refuse to pay the price but there are other issues to consider. China is trying to control inflation and has for the third time this year increased the export duty on mineral fertiliser and according to Reuters Russia may be about to do the same. *"Russia could double or triple export duties on mineral fertilisers if producers do not sell to domestic farmers at an "acceptable" price, First Deputy Prime Minister Viktor Zubkov said"*. Russia are significant exporters of fertiliser, currently supplying 10% of the world potash so any such action would have a significant impact.

Closer to home we are starting to look at how much N to apply next spring. The correct use of nitrogen will always be very cost-effective however with higher input prices and lower output values the optimum rate of application is reduced. The winter cereal recommendations in RB209 are based on a breakeven ratio of 3:1 (i.e. 3kg grain needed to pay for each 1 kg of N) whereas the current breakeven ratio is 15:1.

NVZ CHANGES: Whilst the aim of the new NVZ legislation is to prevent pollution by nitrates the onus on most farms will be one of decision justification and record keeping.

All farms will be LEGALLY REQUIRED to have a formal fertiliser plan and for farms currently in an NVZ that requirement kicks in on 1st January 2009.

From January recording your fertiliser applications on your office computer will not suffice. Your fertiliser plan will need much more detail and information. You must calculate and comply with farm and field Nmax figures and you will have to show that you have made a considered, field by field, decision on how much nitrogen to apply. You will need to be able to prove that you have taken into account the crop requirement, previous cropping, soil nitrogen supply and have adjusted your applications to allow for any Nitrogen from organic manures and the plan must be in place BEFORE the application of any Nitrogen fertiliser takes.

WITH SO MUCH AT RISK, WHY NOT LEAVE YOUR FERTILISER PLANNING TO NUTRIFOCUS? IT IS WHAT WE DO!

We are happy to provide potential clients with references from existing clients including farms which have had EA and IPPC inspections. Call us for more information about NutriPlan.

NB: The requirement for a formal fertiliser plan applies to ALL farms not just those using manures. For farms that will be in the new NVZ the requirement for such record keeping starts on 1st January 2010.

New NVZ boundary maps at: <http://web.adas.co.uk/defra/>

Statutory Instrument covering these regulation at http://www.opsi.gov.uk/si/si2008/pdf/ukxi_20082349_en.pdf

For information on any of the above items or for any fertiliser or lime requirement please call 01243 261342