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CRITICAL TIMING YIELDS

Big Response

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Justin Rufenacht, Tri-flo Propane and Fertilizer of Archibold, OH, manages a custom application service in conjunction with their propane, fertilizer and chemical supply business. They added custom 360 Y-DROP application service in 2015.

"I liked the idea of mid-season and late season nitrogen as soon as I saw it." Justin says, "Since we started doing custom Y-DROP, we've seen two very different types of growing seasons, and seen very different results. In 2015, Y-DROPs gave us the ability to go in after V8 which was critical because it was so wet early in the season. So the timing was critical. And the response was big. In our dry season last year, we still saw a yield increase. For us, timing is most important and the better placement of the Y-DROP is an added bonus."

"We have two types of customers that have moved to a Y-DROP System. One is a grower that wants the benefits of sidedress but don't want to do it themselves. The other group is the producer that is gunning for top yield." Justin adds, "For our business, we can cover so much more ground with the Y-DROP system than we can with our application bars. And we like the idea of going out at V8 or later." Justin sees the 360 Y-DROP custom work growing each season.

Tri-flo works to provide fertilizer solutions that fit their customer's needs and requests. 360 Y-DROP has been a good fit for their business and a profitable practice for their customers.

