



Sharing Solutions for Your Farm

Complete Fertilizer System

Dry Fertilizer System

Liquid Fertilizer System

Auto Steer Carts

****Editor's Note:** If you cannot see the images in this newsletter, click within your e-mail system to view/load graphics or change your settings to allow graphics to be viewed in recieved e-mails.

Newsletter Highlights

[What's New](#)

[Links to Articles of Interest](#)

[A Letter from Lewis](#)

[Agronomy-Banding Fertilizer](#)

[Seven Personality Traits of Top Sales](#)

[People](#)

[Technical Information for Montag](#)

A Letter from Lewis Brazil, Territory and Sales Manager



Welcome to the second edition of Montag's e-newsletter. Our first issue of the e-newsletter was a bit of a learning exercise and one of the things we learned was that we need to do a better job of communicating on a regular basis with our customers. In the past we've used different tools to communicate with you about product announcements, news and industry events, and other information of interest at Montag. But the world is a fast moving place, and today people want information faster and in a readily usable format. That's why we're proud to send you this second improved issue.

Montag has always taken great pride in being a "solutions provider" to the markets we serve. When I go out and call on customers I am always so proud to hear them tell me what the Montag relationship has meant to them over the years. I am also struck that given all of the terrible economic news we seem to get hit with every week, Montag customers remain positive because they know they have the total and uncompromising support of Montag who will provide them with high value solutions for their customers.

In each issue, our e-newsletter will include a message from me or someone else from Montag who might have relevant information to share, information on best business practices from leading business publications, product and service information you can use, tradeshow and industry meeting updates as well as our take on a wide variety of topics we know you will find relevant. We know our customers have faced many challenges and opportunities in the last few years and we want to provide this forum for keeping you up-to-date on the current events and information affecting all of us.

We'll be able to use the full power of the World Wide Web by linking our newsletter articles to internet sites with expanded information on each topic. In addition to responding to our customer's requests for electronic communications, we'll also be doing more to help our environment. We'll consume fewer paper products and we'll eliminate the energy needed for production, printing, delivery and disposal. We are sure you'll find our topics and information useful and we welcome your comments and suggestions regarding current and future topics.

Please email them to: info@montag.com

Whats New



4X4's

The knuckle U-joint design allows more flexibility on uneven ground. This is a new option available when ordering carts, please contact us for more information.

We have raised the tent by 4 inches



This will reduce bridging of fertilizer. Additionally, beneficial in humid environments. Air meters built after 9/25/12 have the product change.

We are utilizing DigiStar Scales



Digi-Star scales have the capability of ISO connection to display on your current display screen.

We now have two section control in 8 and 12 row sections.

**Product Feature
New Hydraulic Block-With
Pressure Return Gauges,
Alarm & PWM Solenoid**



The new hydraulic block shown here, has many benefits over the old system. A hydraulic issue can be diagnosed quickly with pressure & return gauges. Relief port to protect fan motor if too much pressure is applied. Along with relief port is an alarm to notify operator. Replaceable pwm solenoid, convenient and less expensive to replace. Also with the block is an Eaton piston style fan motor. Can upgrade to block (K-0040) with old pwm valve.

Who We Are

At Montag Mfg., we specialize in fertilizer equipment. Our complete fertilizer application system will help you start reaping the benefits of deep band fertilizer; it adapts to most field applications where liquid or dry fertilizer banding is preferred. Our high capacity, auto steering fertilizer caddy "steers" itself to precisely follow in the tracks of any implement. The two-wheeled unit is designed primarily to deep band granular fertilizer, but can also be used in any row crop applications - liquid or dry.

Agronomy—Advantages to Banding Fertilizer

There are several advantages to banding fertilizer. We would like to share a few with you today which make what we do so important here at Montag:

- Places fertilizer where seedling root systems can more readily use the nutrients
- Provides crops additional nutrients if side dressed during the growing season
- Improves nutrient use efficiency
- Requires less fertilizer per acre than broadcasting
- Positions fertilizers so that they are more available to the crops than to the weeds
- Improves crop tolerance of root diseases
- Permits application in one operation with planting or in separate operations
- Retains nutrients during soil erosion
- Releases tied-up nutrients and reduces nutrient tie-up
- Promotes rapid early plant growth by increasing P availability
- Promotes winter hardiness through improved P and K nutrition
- Lessens P and K fixation by limiting surface area contact with the soil

Additionally there are cost benefits associated with banding fertilizers, below is an example of how banding fertilizers can reduce your long term costs

Cost Benefit Analysis from Banding P & K Dry Fertilizer							
	Pounds/Acre 300#						
	Cost/Ton 650 tons						
Acres	500	1000	1500	2000	2500	3500	4000
Total fertilizer cost \$	\$ 48,750.00	\$ 97,500.00	\$ 146,250.00	\$ 195,000.00	\$ 243,750.00	\$ 341,250.00	\$ 390,000.00
40% saving in fertilizer \$	\$ 19,500.00	\$ 39,000.00	\$ 58,500.00	\$ 78,000.00	\$ 97,500.00	\$ 136,500.00	\$ 156,000.00
30% saving in fertilizer \$	\$ 14,625.00	\$ 29,250.00	\$ 43,875.00	\$ 58,500.00	\$ 73,125.00	\$ 102,375.00	\$ 117,000.00
20% savings in fertilizer \$	\$ 9,750.00	\$ 19,500.00	\$ 29,250.00	\$ 39,000.00	\$ 48,750.00	\$ 68,250.00	\$ 78,000.00

Seven Personality Traits of Top Salespeople

One of the missions we have for this newsletter is to bring information to our readers that we think will help them in their personal and business development. This article from The Harvard Business Review does a great job of identifying personality traits that will help salespeople better serve their customers. At the same time, they will be adding to their own self-realization as people who represent their companies and are, therefore, part of the company "brand."



Articles of Interest

[Benefits of Fertilizer Placement](#)

[More information on Fertilizer placement](#)

[Strip Till Benefits](#)

[Growers with experience using strip-till with a fertilizer program](#)

[Micro-Nutrients](#)

Tradeshows



[3i Show. July 11th-13th. Dodge City, Kansas.](#)



[Farmfest. August 6th-8th. Redwood County, Minnesota.](#)



[DakotaFest. August 20th-22nd. Mitchell, South Dakota.](#)



[Farm Progress Show. August 27th-29th. Decatur, Illinois.](#)

Contact us with questions or for more information

Phone: 712.852.4572

E-Mail: info@montagmfg.com

Website: www.montagmfg.com

If you ask an extremely successful salesperson, "What makes you different from the average sales rep?" you will most likely get a less-than-accurate answer, if any answer at all? Frankly, the person may not even know the real answer because most successful salespeople are simply doing what comes naturally.

Over the past decade, I have had the privilege of interviewing thousands of top business-to-business salespeople who sell for some of the world's leading companies. I've also administered personality tests to 1,000 of them. My goal was to measure their five main personality traits (openness, conscientiousness, extraversion, agreeableness, and negative emotionality) to better understand the characteristics that separate them their peers.

[Click here to continue](#)

Technical Support for Operating Montag Equipment

Montag Meter Controller Base Settings

Use these values when setting up controller of any manufacture. Normally closed style pwm valve that operates at 110 Hz with a Raven protocol. Also note John Deere operators with GS3 dry rate controller that John Deere now has a Dry Air cart update. Without this update the controller is thinking a box spreader is being used.

Section Control

If you are considering section control for a dry product application, you will need a controller that is capable of controlling two sections that will over lay terrain maps. Controller OEMs are making great progress in this area – contact Montag for more information on your specific needs.

