

Nitrogen Decisions: Challenges & Trends in the Supply Chain

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Setting the Stage

Bill Epps

Question 1

What is different in grower buying habits now that margins have been squeezed with lower farmer margins?

Question 2

How does consolidation in the fertilizer production sector of the industry affect fertilizer prices and markets?

Question 3

When do you buy?

How much do you buy based on
unknown crop mix?

Question 4

How does the paper market affect your buying decisions and do you use it to hedge risk?

Question 5

What will be the availability of products in relation to the time of the season it's utilized?

Question 6

How do you cost average nitrogen prices in an unstable environment and remain competitive?

Question 7

How are you handling risk management in volatile times?

Question 8

How do you pass risk down the supply chain?

Question 9

Can you truly make a good decision in an unstable market, whether it's nitrogen price volatility or grower intent based on commodity markets?

Question 10

How is technology and equipment effecting nitrogen decisions?

Question 11

How do you handle
buying appetites of
the new millennials?

Question 12

What is the best approach to the farm gate when you buy on the wrong side of the market?

Question 13

Is taking a stance on cheapest Nitrogen source really going to put that product in high demand?

Audience Questions

Thank You

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