

GREEN MARKETS

FERTILIZER MARKET INTELLIGENCE WEEKLY

Prices • Politics • Economics • Transportation

Molasses-based Save-a-Tree fertilizer now in Texas

Nampa, Idaho—The Idaho distributors of the uniquely named Dr. JimZ's Secret Formula Save-a-Tree fertilizer, which blends nutrients with molasses, has added 23 retail stores in Texas and has its eye on additional outlets in the Midwest and eastern states and Europe. "We are negotiating with a large distributor in the Midwest which covers the Midwestern and eastern U.S., as well as Germany and have selected other European countries," according to Jos Zamzow, son of Jim Zamzow, the inventor of Save-a-Tree and vice president of TerraLife, Inc. "Our goal is to offer national distribution by the second quarter of 2008 and international distribution in the future." Dr. JimZ, who was given the title for promoting research, came up with the formula for Save-a-Tree almost 20 years ago. Named as such for saving the 110-year-old Harrison tree near the state capitol, it is also effective on shrubs, flowers, and vegetables. The liquid fertilizer uses as a base sugar cane molasses because it smells good, does not attract ants, and discourages nematodes. Jos Zamzow explained that the molasses is combined with nitrogen, phosphate, and sulfur in a proprietary blending method that involves fermentation. "Suffice it to say that this is the key step to making our product the only non-leaching manufactured product in the world," Zamzow added. He said the vast majority of the nitrogen is derived from the protein in the molasses, which is considered an ammoniacal source. The phosphorus comes from an unprocessed soft rock phosphate. The 4-1-0 liquid fertilizer, sold in 1, 2.5, and 5 gallon bottles, also contains both macro and micro nutrients, which Zamzow said encourages soil health instead of crop and plant growth, the purpose of commercial fertilizers. Users are mainly home gardeners, Zamzow reported, but some landscape contractors and golf courses in Idaho buy wholesale amounts.

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SPOT BARGE PRICES \$/FOB U.S. Gulf

Ammonia	535-538
Urea (g)	380-395
Urea (p)	370-380
DAP	690-740

*All prices, see pages 4-5