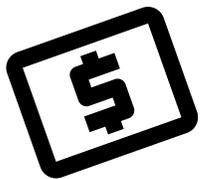


# TSM<sup>®</sup> Budget System

## Questions to Consider

1. Are you on a build-up or maintenance fertilizer program?
2. Are you getting expected yields in your present fertilizer program?
3. Do you desire to find where costs could be cut; where they should not be cut?
4. Do you own or cash rent?

*You Control the PocketBook!*



## Important Aspects:

- The goal of TSM<sup>®</sup> is maximum ROI for your fertilizer program, along with achieving fertility balance in your field. Your fertilizer budget determines how quickly you will get there.
- Allows you to determine what you are able to spend on your fertilizer program.
- Your allotted fertilizer budget will equal your fertilizer program through the TSM<sup>®</sup> Program.
- Budgeted amounts may be broken down into individual fields or landlords

*\*Let TSM<sup>®</sup> put you on a budget which we believe can give you Maximum Economic Yield as a starting point. From there, the budget can be adjusted up or down, as desired.*

## In Depth:

- Budgets are determined by the rate of *speed* we want to get to balance, the 'index' or pounds needed to balance, and nutrient cycles. When a budget is determined, the "pounds needed to balance" index will be used to convert your money into fertilizer applications. Some fields will go over budget and some under, but in the end your budget will equal your program.
- Budgets are rates per acre of fertilizer. Remember, pounds of fertilizer needed to get to fertility balance will change every year based on crop removal last year and crop and yield goal for the coming year.
- We prefer to fertilize each crop, each year to control the nutrient cycles. By doing this we control price per acre and cycles.
- Our unique fertilizer calculations determine a fertilizer ratio of P:K. When changing a budget, one should always keep the same P:K ratio intact.

## *When the budget is tight:*

*If your fertility levels are good, you may drop down a budget level or two and still get good results until you can afford to go back to a higher budget. This will allow you to not sacrifice yield and still be able to control the nutrient cycles with balanced fertility!*

*TSM's<sup>®</sup> Budget System has shown great success and results!  
Go to [www.totalsoil.com](http://www.totalsoil.com) to view the research.*

