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Summer/Fall Newsletter 2018

Important Seed Discount Dates

Before November 16 th	8%
Before December 20 th	7%
Before January 18 th	6%



WHY DICAMBA?

With the emergence of glyphosate and PPO resistant weeds, the need for a new technology has never been more important. If you have season-long competition of waterhemp (more than 20 plants per square foot) it has been shown to reduce soybean yield by 44 percent. Waterhemp that emerged as late as the V5 stage in soybeans can reduce yields up to 10 percent. With our soybean yields reaching higher than ever before, the yield potential is there if we start with our fields clean and keep our fields clean by using the Xtend System. If you look at your soybean fields today and you see weeds, **You Need Dicamba**. Please take the time to talk with one of our seed reps to discuss Dicamba Tolerant Soybean variety's.

SOYBEAN RESPRAYS

During our 2018 spraying season our locations had great success with using Engenia herbicide (Dicamba) to control waterhemp, giant rag, marestail, and lambsquarter in our fields. Right now we have a tool in our tool box to help reduce our

seed bank and clean up our soybean fields. If you decide not to plant Xtend soybeans in 2019, have a weed control problem and those beans need to be resprayed a 3rd time, that 3rd pass will be paid by the farmer. We will not be able to get respray money from our chemical reps, since it has become evident the Roundup/Burner combination is not working.



WHAT SHOULD YOU DO ABOUT VOLUNTEER CORN CONTROL IN DICAMBA FIELDS?

You may have noticed that the volunteer corn control in your Dicamba soybean fields was not the best in some cases. The chemical companies will rarely admit that any of their products cause or are subject to antagonism. They actually did warn us that there may be some reduction in volunteer corn control. We did up the rates on the products we use for volunteer corn control in the Dicamba fields but may have to adjust them up a little more next year and possibly add some MSO to the mix in problem fields.



WHAT WILL YOUR NEIGHBORS PLANT IN 2019?

We know it is crazy to be thinking about the 2019 growing season when we haven't harvested the 2018 crop yet, but the communication about what your neighbors will be planting in 2019 starts now. As we go into harvest 2018 we ask you the farmer to take time and be asking your neighbors about what soybean trait platform they will be planting in 2019. We have had a few instances where a grower was planning on planting all Round-up beans and through communication with his bordering neighbors a few neighbors decided to plant Dicamba beans just as an insurance policy from drift. If we do not know what your neighbor's beans are, we are going to treat them as conventional or regular round-up ready, which means they might not get sprayed until the wind conditions are good. The reason we added the upcharge to Dicamba spraying is because (for example) if a grower has 10 different soybean fields we might have to go back to the same area 4 different times because of the wind direction blowing towards a susceptible crop. The key to our successful 2018 Dicamba spraying of 9300 acres was if the wind is blowing towards a susceptible crop then we DID NOT SPRAY.



AVAILABLE FINANCING OPTIONS

We are now able to offer competitive and flexible financing options for fall and spring fertilizer through John Deere Financial. JDF has shown to be a great and simple tool for financing seed and crop protection in the past and will still be available offering competitive rates. If you are interested in learning more, ask your Agronomy representative about this today!



ADVANCED GRAIN PROGRAMS

Please contact our grain buyers to talk about our advanced grain programs. Accumulators are a great way to earn an extra 15 to 25 cents on the market. With the trade war putting pressure on prices we can use all the help we can get. Also we offer a carefree way to market your grain by the people who know. You can use the Merchants Plus program to allow the professionals to price your grain. As always we believe that a comprehensive marketing plan will lead to your best outcome. Call us today to talk about a plan.

**MARK YOUR CALENDAR!!!
YOU WON'T WANT TO MISS OUR ANNUAL
CUSTOMER MEETING – MARCH 14, 2019!**



**Champion for Agriculture
Professional Speaker
Family Business Consultant
Author**

Jolene Brown will have you laughing while you learn! She's an award winning communicator, a 2017 inductee into the prestigious CPAE Speaker Hall of Fame and an honored recipient of the Certified Speaking Professional, the highest earned designation of speaking achievement worldwide! She's known as a Champion for Agriculture whether from the platform, in the magazines, on television, or on the radio.

Jolene is a walking-talking spokesperson and consultant for the family-owned business. With her keen insight and result-centered approach, she's been invited to sit at lots of kitchen tables and family business meeting rooms. Her popular book, *Sometimes You Need More Than a 2x4!*, contains how-to-tips so those in agriculture can increase productivity, profitability and peace of mind.

In Jolene's newest book, *Holy Crap! I Married a Farmer!*, she celebrates her "sisters in agriculture." She honors their

multiple and valuable roles by bringing them useful tips, real life stories and lots of laughter.

As co-owner and active partner on their Eastern Iowa corn and soybean farm, her practical experience includes plugging a grain auger, hypnotizing chickens and entertaining folks behind the equipment parts counter.

Jolene cares deeply about the ag industry and is on a mission to share leading-edge best practices. She's a passionate supporter, promoter and champion for the people who feed, clothe and fuel the world.

Her worldwide audiences appreciate her fun-filled humor and real life stories. They leave with take home value, great big smiles on their faces and eager to return for more.

www.JoleneBrown.com

**CONTACT YOUR LOCAL OFFICE TO SIGN UP
FOR THE 2018 YIELD COMPETITION!!!**

Don't miss your opportunity to be our next

\$1,000 winner!

