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Summer/Fall Newsletter 2019

Important Seed Discount Dates

8% November 15, 2019

7% December 20, 2019

6% February 21, 2020

Don't Confuse Xtend and Enlist Crop Systems



VS



Seed and Chemical Financing

Did you know that most of the chemical companies and seed companies offer low rate or 0% financing when you buy their products? There is usually a minimum dollar amount but the nice thing about it is you can still get the early pay discounts and low to 0% financing until December of 2020. Ask one of your local sales reps about the qualifications and how to sign up if this interests you.

MARK YOUR CALENDAR!!!
YOU WON'T WANT TO MISS OUR ANNUAL CUSTOMER MEETING – MARCH 19, 2020!
Keep reading for more information about the event!

Know what you are planting! Enlist and Xtend Soybeans are **NOT** one in the same. **Xtend Soybeans** are herbicide tolerant to Glyphosate (Roundup) and Dicamba (Engenia, Xtendimax, or Fexapan). **Enlist E3 Soybeans** are herbicide tolerant to Glyphosate (Roundup), Glufosinate (Liberty), and 2,4-d Choline (Enlist One). If you were to spray an Enlist field with Dicamba, it will kill it. Same goes for spraying an Xtend field with 2,4-D Choline, it will kill it. In 2018 & 2019 there were fields all over the midwest that were wrongly sprayed because people didn't know exactly what was in their planter.

That being said, these are both great tools to control herbicide resistance weeds. When used in combination with a strong pre and multiple effective modes of action, they become a powerful crop protection system.

For the 2020 crop year our locations will be mainly focused on the Xtend system, for

a couple of reasons. (1) Enlist alone won't work on 2,4-D Resistant marestail, (2) Seed Supply, there will be more Xtend soybeans planted than Enlist. (3) Yield, Xtend has the best and newest genetics of today. We would like to see how the Enlist soybeans yield in the real world.

If your heart is set on planting Enlist soybeans, NEW for 2020, NK will be offering a full lineup of Enlist E3 soybeans, maturities 2.4 through 3.6. Please consult one of our seed specialist at one of our locations today (supply is limited). We can help provide insight on what crop system is right for you.



CASE IH AIM COMMAND FLEX

For the upcoming 2020 season all locations will have Case IH Sprayers with 120 foot booms equipped with the newest Case technology, Aim Command FLEX. The new machines are an investment towards efficiency and accuracy. We will be able to cover more ground with the larger booms and precisely place product with Aim Command FLEX. The sprayers have 36 boom control sections that allow us to minimize over/under applying product during turns and overlaps, ensure optimal crop coverage, manage droplet size and pressure for on demand drift control, and have the ability to spray consistently at a wide range of speeds. We look forward to bringing this technology to your farm!



HOW CAN I MAKE MY CROP MORE PROFITABLE?

This is a question we get asked often. Grid sampling is the best way to get the most efficient return on your fertilizer dollar. Fields sampled on 2.5 acre grids are spread with a variable rate, spreading less on the higher testing areas. It's also a good tool for finding less productive spots such as areas that may be too wet and need tile.

NICHOLS HAS ADDED A NEW DRYER!

Nichols Ag has expanded its drying capacity just in time for the fall with a new tower dryer. We can now dry over 8,000 bushels of corn an hour between all four grain locations (Nichols, Muscatine, Tiffin & Frytown) and have over 150,000 bushels of wet storage ready to go.

Be sure to utilize our 24/7 corn dump in Nichols. Call today to get setup with a personal keycard to access the dump after normal operation hours.

GROWER 360

Grower360 is an online portal that ties into our company software and allows you to access a detailed view of all your agronomy and grain business. On the agronomy side Grower360 will show field boundaries, soil

tests, maps, weather, invoices, bookings, and a detailed timeline of activity for each field. For grain, Grower360 gives a real time view of all grain activity from scale tickets to contracts (along with storage) to settlements. Grower360 is a very user friendly portal that can be utilized to assist in making on-time and informed decisions. Please contact Caleb Kaufmann or Tatum Thompson at Nichols to get setup for Grain or Agronomy today! Or contact your local sales person at O'Toole and Muscatine to get set up for Agronomy at those locations!

NITROGEN HEDGING SUCCESS!

We are proud to share with you the success of our UAN nitrogen corn hedging program. At this time people who participated in our hedging program have currently saved \$8/acre over current fall ammonia/corn prices and \$14/acre over current UAN/Corn pricing. The ratio is what we care about because we use nitrogen for corn. We were able to do this based on the favorable UAN markets and the jump in corn price.

Going forward we are still waiting for our opportunity in Urea. It got pretty close when the corn price was high but it has been trading at a premium to other forms of nitrogen because of an increase world demand and the compressed US growing season. UAN (without hedging) was a bargain this summer because of EU anti-dumping penalties. Once we get better clarity in what the penalties are it is our feeling that that market will appreciate. We are currently seeing that in the forward paper curve.



Climate Field View is your digital data platform that gives you data driven insights to maximize your return on investments within your operation.

Climate Field View will help uncover valuable field insights year-round to easily optimize your crop performance and inputs by using digital field health maps.

By using these digital data platforms, Climate Field View will help you better analyze hybrids, yields, seeding rates, nitrogen inputs, fungicide applications, and much more for every acre in your operation.

Climate Field View is an easy way to put all of your operations data in one place, no matter what type of equipment you may have and can connect with JD Link.

Start your One Year Risk Free Trial of Climate FieldView™ today by contacting your local agronomy and seed sales rep.

Yield Health Imagery



Climate Fieldview Continued

Side by Side Visualization



**O'TOOLE INC. IS LOOKING FOR AN EXPERIENCED APPLICATOR. IF YOU OR ANYONE YOUR KNOW MAY BE INTERESTED IN THIS POSITION, PLEASE CONTACT KELLY OTOOLE AT 319-726-3103 OR
KELLYOTOOLE@BLUEFLAMEPROPANELLC.COM**

**MARK YOUR CALENDAR!!!
YOU WON'T WANT TO MISS OUR ANNUAL CUSTOMER MEETING. IT WILL BE HELD AT THE RENDEZVOUS IN MUSCATINE, IA
MARCH 19, 2020!**



Damian Mason

Damian Mason is a Businessman, Agriculturist, Speaker, Podcaster, Writer, and Consultant.

Damian speaks on the two subjects he knows best: Business and Agriculture. Since 1994, he has spoken to nearly 2,000 audiences in all 50 states, 5 provinces, and 7 foreign countries.

Damian is a graduate of Purdue University. He also studied comedy writing and improvisation at The Second City - Chicago. Damian is a member of the Screen Actors Guild and the National Speakers Association. He is one of less than 1000 public speakers in the world to hold the Certified Speaking Professional designation.

When he's not traveling for work, Damian can be found on his Indiana farm with his wife Lori, or escaping from winter at their Arizona residence.