



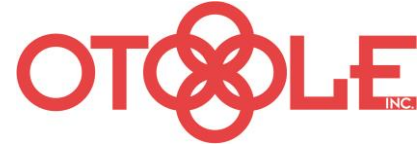
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## Newsletter Spring 2021

### Soybean Trait Platforms...Know What You Are Planting!

As we start our 2021 planting season, we need to revisit the importance of knowing what soybeans you are planting this year. With 6 different trait packages available to choose from, communication is key in making sure the right herbicides are applied to the correct soybeans. Here are some very easy things you can do as farmers to help us insure a correct application.

- **Soybean Bag tags**

If you are **NOT** purchasing all your soybean seed from us and we are spraying your fields, we will need to see a bag tag that states the herbicide traits. This can easily be done by taking a picture of it with your phone, and sending it to us.

- **Custom soybean planting**

If you are a person that has your soybeans planted by someone else, it would be wise to have a conversation with them and let them know what trait platforms you are using. For instance: if your custom planting guy shows up to plant your beans and he just got done planting **LL GT 27 Soybeans**, and you have all **Enlist** soybeans. When we go to

spray Enlist on this field it will definitely kill the LL GT 27 soybeans that were left in the planter.

- **Old seed from last year**

It would be a good idea to take note of what trait you planted last year in case it is different from what you will be planting this year. There is always the chance you will run short on seed and when you go to the shed to grab an old seed bag from last year it may be different.

- **Communicate with your neighbors**

One other easy thing to do is talk to your neighbors to find out what soybean traits are next to your fields. With the EPA having regulations on wind direction and buffers, this will help us give you a more timely application if we know what is next door.

Soybean herbicide-tolerant traits		
Herbicide trait platform	Herbicide tolerance	Herbicides
XtendFlex	glyphosate glufosinate dicamba	Roundup PowerMax and any other glyphosate brands; Liberty and any other glufosinate brands; XtendiMax, Engenia, Tavium, Fexapan (expected for 2021)
Enlist E3	2,4-D choline glyphosate glufosinate	Enlist One and Enlist Duo; Durango DMA and any other glyphosate brands; Liberty and any other glufosinate brands
Roundup Ready 2 Xtend	glyphosate dicamba	Roundup PowerMax and any other glyphosate brands; XtendiMax, Engenia, Tavium, Fexapan (expected for 2021)
LibertyLink GT27	glyphosate glufosinate isoxaflutole	Roundup PowerMax and any other glyphosate brands; Liberty and any other glufosinate brands; Allite 27 (soil-applied and only in selected states/counties)
LibertyLink	glufosinate	Liberty and any other glufosinate brands
Roundup Ready 2	glyphosate	Roundup PowerMax and any other glyphosate brands

SOURCE: JEFF NABEL, CERES SOLUTIONS. NOTE: ALWAYS CHECK MANUFACTURER WEBSITES FOR APPROVED TOLERANCES FOR ENLIST AND DICAMBA HERBICIDES. LABELS ARE SUBJECT TO CHANGE, AND WEBSITES SHOULD BE CHECKED REGULARLY, AS REQUIRED BY THE LABELS THEMSELVES.

## DICAMBA UPDATE



In the ever-changing crazy world, we live in today, it has never been more important to stay up to date with the regulatory changes. The EPA has issued a 5-year label for Engenia, Xtendimax and Tavium dicamba products to be used in crop on dicamba tolerant soybeans and cotton. Below you will see a summary of the new application requirements for 2021.

- Soybean Application cut-off dates:
  - Engenia- June 30<sup>th</sup>
  - Xtendimax- June 30<sup>th</sup> or R1 growth stage
  - Tavium- June 30<sup>th</sup> or V4 growth stage
- The use of a pH buffering agent along with the use of a Drift Reduction Agent is now mandatory for all dicamba applications on DT crops.
- Certified applicators record keeping form must now include an area where the name and rate of pH buffering agent must be documented.
- Engenia herbicide can only be used for pre-plant, pre-emergence and post emergence on dicamba tolerant soybean and cotton; conventional crop and non-crop uses have been removed from the new registration.

- Certified applicators must do their state mandatory certification to be able to spray Engenia, Xtendimax or Tavium.
- Sensitive Areas- leave 240' downwind buffer (changed from 110') to sensitive areas (non-residential, uncultivated areas and bodies of water)
- Endangered Species- Leave 310' downwind buffer in counties with endangered species with 57' buffer on all other sides of the field.
- Always read and follow label instructions.

## Corn Nitrogen Hedge Update

We are already looking at the 2022 corn nitrogen hedge. Currently the forward indications have us in a buy signal. Once we start getting liquidity in the forward nitrogen contracts expect a phone call. Also new to this year we are building a new 1,500 Ton dry nitrogen dome for urea. This will allow us to hedge the highly volatile urea market and to better serve our customers.

## DON'T SKIMP ON INPUTS



The 2021 growing season is right around the corner and with it comes the

potential for great yields and substantial revenue per acre.

Commodity prices are at levels we haven't seen in some years. Inputs like fertilizer and chemicals preserve and increase yields and 2021 is a great year to build fertility levels in the soil. Increasing soil fertility improves crop production and sustainability. Growers who aren't treating seed have an opportunity to capture yield increase with seed treatment.

Spending added income on overlapping residual chemical programs will reduce the weed seed bank. Spoon feeding nitrogen or split applying N reduces risk of nitrogen loss and delivers the critical nutrient at key times in the growing season.

We have shown considerable data on fungicide use in both corn and soybeans. Late season plant health bolsters yield and retains pod/grain fill.

Your crop is valuable, so you can't afford to miss out on yield boosting practices! Contact your agronomy provider for advice on how to effectively manage your acre for a high yielding environment.

### SBA/PPP Loans

If you haven't already, talk to your banker about available loans due to COVID relief. At the time of writing this article there was money still available but time is running out. Most farming operations were eligible for \$20,000-\$40,000 of forgivable loans depending on your situation.

**SIGN UP FOR  
GROWER360 TODAY!**

A custom application job of 97.98 acres was started at 9:12 AM and completed at 9:18 AM on 11/18/2020.



Product	Rate	Total Amount
Dap (18-46-00)	173.913 Lbs / Acre	17040 Lbs
Potash (0-0-60)	100 Lbs / Acre	9800 Lbs
ESN Urea (44-0-0)	156.126 Lbs / Acre	15300 Lbs

Grower360 is a very user-friendly online platform where you can access all your information about your business done through our companies.

***One of the best features is that you will automatically receive an email with a map of the field and products we applied as soon as the work is completed!***

Nichols Ag, Muscatine Ag and O'Toole all offer this access so contact your local office at any time to get registered!

### MORNING MARKET BRIEF

Our Grain Merchandiser at Nichols Ag, Caleb Kaufmann, has created a daily newsletter called the Morning Market Brief. In it he gives insight into the corn and soybean markets aimed to help growers better understand what is going on in these markets in a short and sweet manner.

He does not give specific trading advice but rather an explanation as to why price may be moving in a certain direction.

If you are interested in receiving this as an email please reach out to your local

salesperson or Caleb himself at [calebkaufmann@nicholsag.com](mailto:calebkaufmann@nicholsag.com) or 563-299-0633.

## CASE IH AIM COMMAND FLEX



**ALL** the post sprayers at Nichols, Muscatine and Letts have the 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 (regardless of the terrain). It applies a precise rate on the inside and outside around corners and contours.

The sprayers have a 36 section GPS controlled boom 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!

## PROPANE UPDATE



The 2020/2021 propane season saw prices starting off very low in September and ending up very high by the end of February. It appears the price increases will continue since fracking and domestic energy are under pressure from current policies. It will be important to summer fill and contract propane for the 2021/2022 winter season to protect yourself against the volatile market.

### Blue Flame Propane offers 3 product choices for dust control

We offer naturally safe Tree Sap dust control product. In addition, we offer a Calcium Chloride Product only. This product attracts moisture and is produced from a natural brine deposit found underground so it is also safe for the environment.

The third product is a Tree Sap/Calcium Chloride product blend which gives you the benefit of both product characteristics.

The county you live in determines the registration and application deadlines so call us today so you don't miss your chance to get signed up for this service!