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### Winter Newsletter 2017

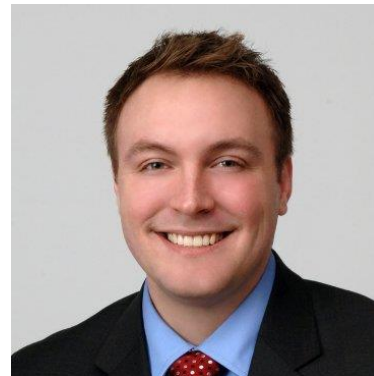


#### **Got Marestail? We have a tool to fix that problem!**

In the past several years, marestail (horseweed) has become more of a problem in no-till or reduced tillage situations in soybeans, especially when these burndown applications contain only glyphosate. Dow AgroSciences has introduced a new product called Elevore. Elevore contains Arylex, a new group 4 growth regulator, to provide thorough control of marestail up to 8" tall and other winter annuals. Elevore can be tank mixed with other a pre-emerge herbicides, has a low use rate of 1 oz/acre and looks to be an excellent fit for no-till or reduced tillage situations if you have a marestail problem. Please contact your agronomy specialist for more information or visit: [ElevateYourBurndown.com](http://ElevateYourBurndown.com).

**Mark your Calendars for March 8, 2018 (at the Rendezvous in Muscatine, IA).**

**We want you and a guest to join us for drinks/dinner and guest speaker Mike Pearson**



Mike Pearson is a farmer, former banker and host of nationally syndicated Market to Market television program since 2012. He and his wife Heidi run a cow-calf heard and farm outside of Grinnell, IA. His presentation will include an update and outlook for the farm markets and the global trend impacting these markets. Join us to learn and laugh with Mike Pearson!

**REMAINING SEED DISCOUNT DATE**  
**Ends January 17, 2018 – 5%**

**PREPAY FERTILIZER & CHEMICALS**  
**NOW THROUGH JANUARY 12, 2018**



## NEED HELP MAREKTING YOUR CORN & SOYBEANS?

Thanks to all the customers who supported our new grain facilities this fall. The 24 hour automation in Nichols was a huge success. Now we come to the challenging part of grain marketing. Make sure to contact Kelley Brees, our grain merchandiser, for marketing this crop. **We have marketing strategies that can get you \$4 corn and \$10.50 plus beans.**

Everyone should love those prices with the big yields we got this year!



## OVERVIEW FROM WEATHER TRENDS 2018 GROWING SEASON

April looks to be 2.3 degrees cooler than last year and .4 warmer than normal. Rainfall is projected to be .16 inches less than normal.

May is projected to be 2 degrees warmer than average with rainfall slightly under average.

June rainfall is projected to be .83 inches under average but 1.5 inches more than last year with temps averaging .9 degrees above average.

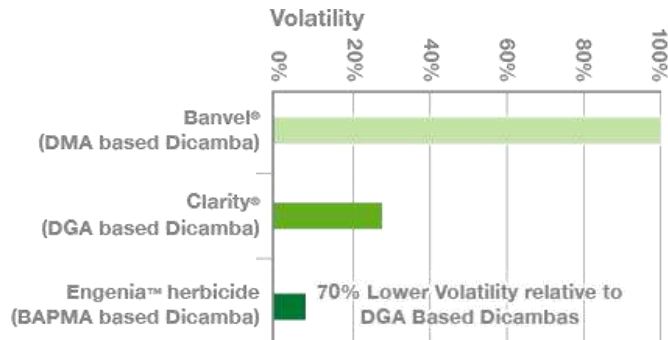
July rainfall is projected as .83 degrees under average and 2.47 inches under last year with temperatures 1 degree above normal average.

August rain is predicted to be 2.28 inches above last year and .48 inches above average with temperatures 3.3 degrees warmer than last year and .8 degrees below average.

In summary it doesn't look to be too bad of a production year for our local area but definitely a change from last year when we had no rain in August. Maybe next year will be the year for some of the later soybean varieties to have strong yields? Time will tell!

## Our Choice for Dicamba is Engenia!

After several discussions O'Toole Inc., Nichols Ag, and Muscatine Ag have decided for the 2018 growing season that when it comes to applying Dicamba herbicide in soybeans we have chosen the Engenia herbicide platform from BASF. BASF first invented Dicamba technology clear back in 1958 and its first release of a Dicamba herbicide in 1964 with Banvel. The Engenia technology did not just add a drift reduction agent to the older chemistry instead BASF has reinvented the Dicamba molecule to have a higher molecular weight which means a much lower volatility and on target application.



Along with the lower volatility aspect of using Engenia herbicide the lower use rate was something that appealed to us as a company. Engenia herbicide has a use rate of 12.8 oz. per acre vs the competitor at 22 oz. per acre. We will most likely be injecting Dicamba to try to eliminate contamination issues so the lower the use rate, the more acres out of a tank.

### Summary of Application Requirements

- **Sprayer Cleanout**- Triple rinse, use a detergent-based commercial cleaner before and after application
- **Susceptible Crops**- Do not apply when wind is blowing towards adjacent susceptible crops
- **Record Keeping**- Applicators must keep application and cleanout records for 2 years
- **Mandatory training**- prior to applying, applicators must complete dicamba training
- **Downwind Buffer**- minimum 110 ft. buffer from downwind susceptible crops
- **Avoid Inversions**- DO NOT apply when temperature inversions exist in field
- **Spray Volume**- no less than 10 GPA, 15-20 GPA recommended

- **Boom Height**- Do not exceed 24 inches above crop canopy
- **Wind Speed**- only spray when wind is between 3-10 MPH
- **Ground Speed**- Do not exceed 15 mph when applying
- **Daytime Spraying**- only apply from sunrise to sunset



**Don't be left out in the cold!**

**Contracting is a great way to avoid high winter propane prices. If you don't already contract with us, call us at 319-723-3103 and we can add you to our list to contact when 2018 contract prices are available next spring!**

**Congratulations to the 2018 Yield Competition Winners!  
Read on to learn about their results!**



Corn Winner



Scott Powell

1<sup>st</sup> place DKC64-35 VT2PRIB @ 285.32 bu/acre  
2<sup>nd</sup> place DKC60-69 DGVT2PRIB @ 284.20  
bu/acre  
3<sup>rd</sup> place DKC64-35 VT2PRIB @ 283.25 bu/acre



Soybean Winner



Brett Zindle

Muscatine Ag Soybean Winner  
(Continued)

1<sup>st</sup> place AG2836 82.3 bu/acre  
2<sup>nd</sup> place AG2836 79.0 bu/acre  
3<sup>rd</sup> place AG27X7 67.11 bu/acre



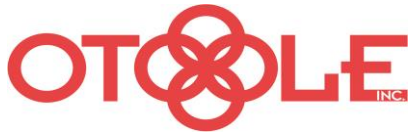
Corn Winner



Russ VanAcker

1<sup>st</sup> place: DKC59-34 @ 275.3 bu/acre  
2<sup>nd</sup> place: NK1452-3220 @ 261.2 bu/acre  
3<sup>rd</sup> place: NK1284-3000GT @ 257.1 bu/acre





### Soybean Winner



Tim Whittaker

- 1<sup>st</sup> place: S27-J7 @ 83.0 bu/acre
- 2<sup>nd</sup> place: S30-V6 @ 82.2 bu/acre
- 3<sup>rd</sup> place: S27-J7 @ 72.3 bu/acre



### Corn Winner



Jerry Gerot

### Nichols Ag Corn Winner (Continued)

- 1<sup>st</sup> place: DKC64-35 VT2 @ 292 bu/acre
- 2<sup>nd</sup> place: DKC62-78 DGVT2 @ 282 bu/acre
- 3<sup>rd</sup> place: A6499 @ 280 bu/acre



### Soybean Winner



Kent Yoder

- 1<sup>st</sup> place: AG2935 @ 79.3 bu/acre
- 2<sup>nd</sup> place: AG2935 @ 76.8 bu/acre
- 3<sup>rd</sup> place: AG2836 @ 75.1 bu/acre