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Winter Newsletter 2020



WEATHER TRENDS OUTLOOK FOR THE 2021 GROWING SEASON

If you look at our Winter newsletter outlook for 2020 it was very close (with the exception of the Derecho). **April 2021** looks to be right about average for temperature and very slightly above for precipitation. **May** is above normal temperature and below normal precipitation by .63 in. **June** temperatures are slightly higher than normal and precip total are .56 in. below average. **July** temps are slightly higher than average with rainfall .25 in. below average. **August** temps are just slightly above norm with precip .86 in. above normal (showing nearly 4.78" for August!). Perhaps longer season varieties will have success? Time will tell!

ANNUAL CUSTOMER EVENT

The tentative date for our annual customer event is March 11, 2021 (at the Rendezvous in Muscatine, IA). We do have a

commitment from the speaker we planned to have last year, Damian Mason. However, we will be monitoring the regulations for gatherings and will let you know if we will have to cancel the annual event again in 2021.

Damian Mason



Check out his website at: www.damianmason.com for more information!

NITROGEN HEDGING PROGRAM

We will be offering the Nitrogen Hedging Program again in 2021! Please make sure your local sales person knows you are interested so they can contact you when we see a good buy signal!

Tar Spots

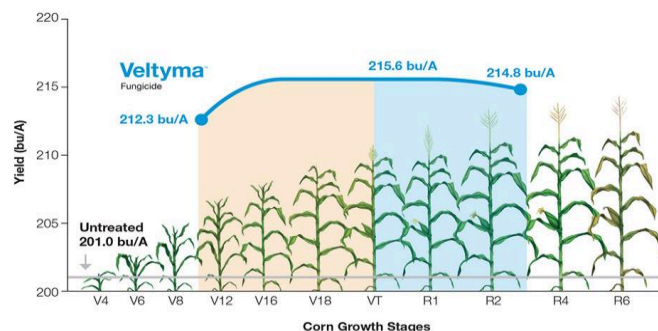


In 2020 one of our biggest corn yield robbers was tar spot. We saw very few fields this fall that didn't have some tar spots and luckily most of these were not yield limiting yet. However, tar spots do have a cumulative affect and could eventually have the potential to limit yield.

Tar spot is a fungal disease in corn that causes black specks to form on the leaves. Like other foliar diseases, the impact of tar spot depends on how early infection occurs and the severity of the infection. Severely-infected leaves at grain fill can limit sugar availability resulting in an inability to completely fill ears prior to black layer and an overall loss in kernel weight and yield. When photosynthesis is reduced because of a loss of leaf area, stalks may be cannibalized for sugars, which results in poor standability and lodging. Not all fungicides are effective against tar spot, our corn fungicide of choice is Veltyma.

Veltyma from BASF is a premium fungicide with a wider application window from V10 to R3. With a long residual of 55+ days, it gives us the advantage to apply before tassel and protect your corn crop from not only tar spot, but also other common diseases including gray leaf spot, northern corn leaf blight, and anthracnose.

Ask us about adding Veltyma fungicide to our crop protection plan.



2021 Soybean Traits

Planning for the 2021 growing season is underway. With the approval of Dicamba, decisions need to be made on traits and herbicides. The 3 main soybean traits are Enlist, Xtend, or Xtend Flex. Each soybean trait is Roundup Ready, but are tolerant to different herbicides like 2, 4-D, Dicamba, or Liberty. This year we are going to require documentation of soybean varieties. This can be a bag tag, text message, email, or signature with traits listed on a map. It is a necessary step to ensure that you as the grower and us as the custom applicator are on the same page. Please keep in touch with your agronomy advisor and we thank you for your cooperation.

REMAINING SEED DISCOUNT DATE

February 19, 2021 – 6 %

PREPAY FERTILIZER & CHEMICALS

NOW THROUGH JANUARY 8, 2021



2021 GRAIN MARKETING PLANS

It's never too early to be thinking about your grain marketing plan. Get a head start by utilizing an Accumulator contract. Accumulators done now for Harvest 21 delivery can net you near \$4.50 for a futures price! The corn market going into 2021 will be driven by demand and of course weather. By demand we look at the ethanol industry and global demand (exports). And for weather, not only is it a factor at home as we prepare planting intentions but we should keep a close eye on the South American growing season as they have already estimated a reduction in production due to dryness across key growing areas.

Sign up For Grower 360

We are now using software in our machines that syncs with our accounting and mapping systems. When we complete a custom application and we have your email in our system, you will receive a message with a picture of the field that was custom applied along with the products applied to that field. Grower 360 allows you to see invoices, prepay, and scale tickets. It's very simple to sign up and only takes minutes. Ask your local sales person about it.

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



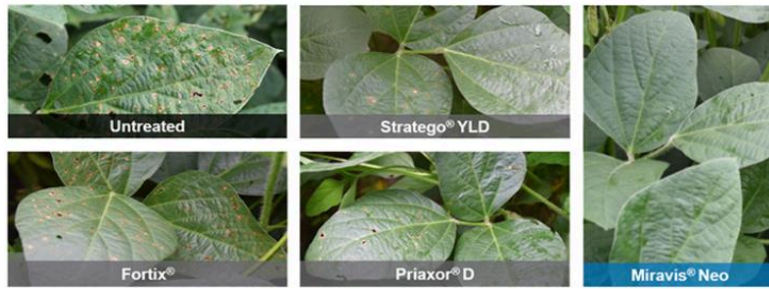
We repeated successful results of the Miravis Neo fungicide products we tested in Lett's as mentioned in our 2019 Winter Newsletter. Those positive results continued in the 2020 growing season as shown by the maps on the following page.

The product benefits are:

- Keeps plants healthier longer, in a way that is visually distinguishable from other treatments.
- Helps crops reach full yield potential with three active ingredients.
- Creates a reservoir within the wax layer of the leaf that withstands rain and degradation.
- Distributes evenly within the leaf for consistent protection.
- It is effective on frogeye leafspot. The older technologies have been shown to be resistant to this.

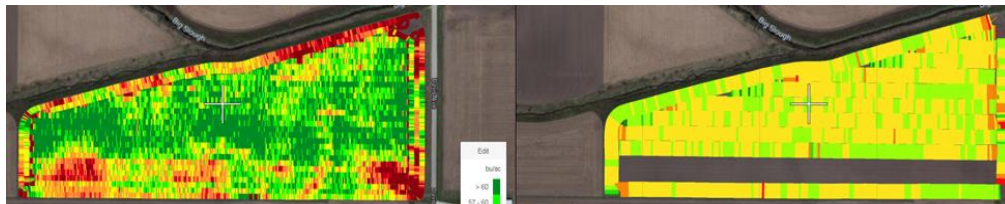
As you can see there is money to be made by managing the disease. Don't forget to take advantage of discounts during the prepay season.

In soybeans, Miravis Neo provides excellent, unmistakable frogeye leaf spot control and has proven performance against white mold and brown spot, keeping soybeans healthier longer.



Unmistakably Superior Disease Control and Plant Health

Miravis Neo fungicide combines propiconazole, azoxystrobin and Adepidyn fungicide – one of the most powerful, broad spectrum SDHI molecules available. Miravis Neo delivers superior plant-health benefits and improved preventive and curative control of key diseases for an unmistakably greener, healthier plant you can see.



In this example the advantage is an 8 bushel per acre gain or over \$80 dollars per acre.



In this case there was a 12 bushel per acre gain. This increased revenue by \$120 per acre.



This chart shows a 6 bushel per acre gain that still doubled their money.