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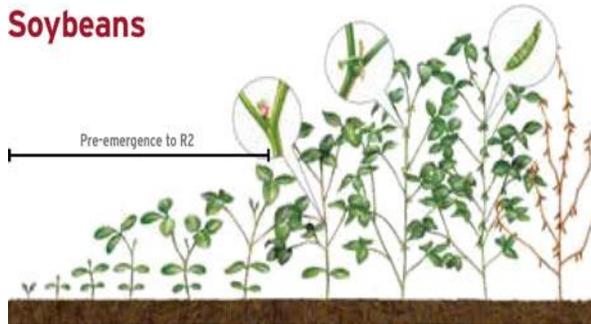


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Newsletter Spring 2018

Soybeans



DICAMBA SPRAYING

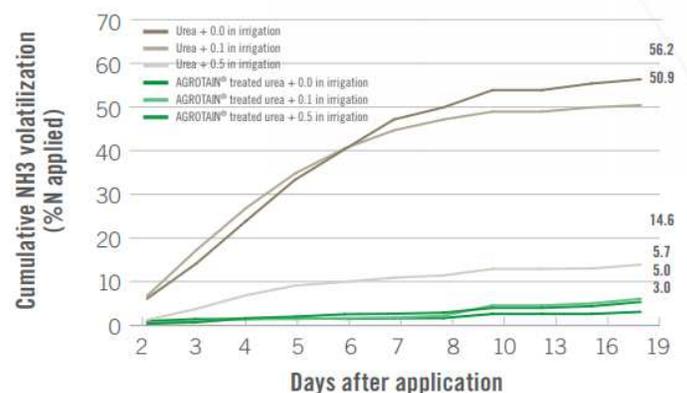
The in crop applications we are doing this year will be targeted to begin at the second to third trifoliolate leaf stage of the soybean. The very last stage we can legally spray this product is full R1 stage. It is too late if there are fully developed flowers at the top two nodes of the plant. The drop dead date for applying Dicamba is between June 23 – June 27, depending on the variety and planting date.

Please help us by identifying and communicating which of your fields are going to be planted with Dicamba tolerant soybeans as soon as possible.

CONTACT US FOR YOUR SMALL SEED NEEDS!
We would like to be your small seed supplier for CRP seed mixes, waterway seed, pasture mixes, oats, grasses, legumes, and lawn seed. Contact your local office for all your small seed recommendations.

AGROTAIN ADDRESSES UREA/AMS SIDE DRESSING CONCERNS

In past years, we have fielded calls from concerned growers regarding the volatilization of urea applied for side dress application due to lack of or timeliness of rainfall. We understand your concerns as this is a significant cost per acre. Without Agrotain Advanced, up to 40% of surface applied urea not incorporated through adequate rainfall (>.5") could be lost. (Below is a chart supporting this data.) Experience has shown that it is more important for timely application than trying to forecast the weather.



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

Don't miss your opportunity to be our next **\$1,000 winner!**



DO YOU KNOW WHAT SEED TREATMENT YOU ARE BUYING?

There are so many different types and brands of seed treatment out there today that it makes it hard to know just what you are getting. Make sure that you are getting what you think you are paying for. Just because your seed guy says you are getting the full package doesn't mean you really are. Even iLevo, for example, can be applied at 2 different labeled rates and one doesn't work for SDS. If you have questions or concerns talk to your local seeds person and make sure that you are getting what you want and what you think you are paying for.



GRAIN MARKETING CLUBS

Does marketing your crop seem like throwing darts at a wall? It doesn't have to be that way. We have started marketing clubs that allow you to learn with your peers. Kelly Brees, our grain merchandiser, has been leading these clubs for the last few weeks. We currently have two locations – one is in Tiffin and one is in

Muscatine. Contact the Nichols office for more details.



PRE-PLANT CHECKLIST

The 2018 planting season is right around the corner. Here are a few things to do to gear up for planting:

1. Clean/Power wash planter
2. Visual inspection and repair broken parts
3. Check drive system and grease chains
4. Inspect seed tubes, gauge wheels, and closing wheels
5. Confirm seed meters/vacuum system work properly
6. Hookup planter to tractor and check hydraulic lines
7. Level the planter and ensure proper height
8. Create a plan for planting order and hybrid placement
9. Make adjustments based on soil conditions and residue
10. DIG! Check seed depth early and often during planting

Top end yield starts with proper seed depth and uniform spacing. We want you to have a successful 2018 and that starts with getting the seed in the ground!

REMEMBER WE CAN TREAT ALL YOUR SOYBEANS EVEN IF YOU DID NOT BUY THROUGH US!



Why buy Talc from other suppliers when we can apply it directly for you?

We have Changing Times talc/graphite applicators. This allows us to custom treat any seed with talc and graphite for this planting season. We also carry 80%-20% talc graphite blends in a 10 pound jug or a 20 pound pail at each facility.



PLANT BY SOIL TEMPERATURES & CONDITIONS AND NOT BY CALENDAR DATE

Planting early can contribute to maximizing yield potential; however planting into wet and cold field conditions may lead to poor emergence and less than ideal final plant populations. When planting corn and soybeans, farmers should focus on examining existing field conditions, soil temperature and moisture, with less emphasis on calendar dates.

Corn

The optimum time for planting corn in Iowa falls between April 20th and May 5th and the optimum planting depth for corn is 2 inches generally speaking. Planting less than 1.25 inches deep can result in poor crown development, rootless corn or root lodging. Soil moisture conditions are usually suitable for field work if soil from the top 3 to 4 inches breaks apart between your fingers instead of forming a ribbon or ball. Excessive soil moisture at planting should be avoided as sidewall compaction in the seed furrow may develop from the disk openers slicing wet soils.

Soybeans

The optimum time for planting soybeans in Iowa is the last week of April through the first week of May, later planting should be considered if soil temperature is below 55 degrees. Soybean seed should be placed at 1 to 1.5 inches deep and no deeper than 2 inches. Planting too deep can inhibit emergence in stressful situations, such as soil crusting and compaction.

WEATHER TRENDS SUMMARY FOR 2018

April - Above average rainfall and about normal temperatures

May – Slightly less than average rainfall and about 2 degrees warmer than average temperatures

June - .8 less than normal rainfall and 1 degree above for temperatures

July - .8 less than normal rainfall and 1.1 degrees above average temperatures

August - .48 inches rain above normal which is 2.3 inches more than 2017 and .8 degrees less than normal temperatures

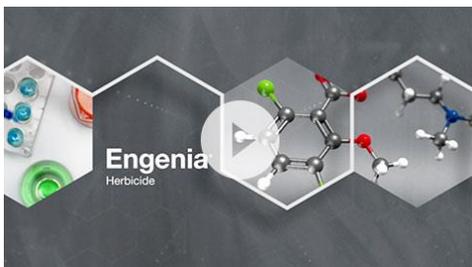
To recap the summer looks to be drier than normal with a wet August. This should be good for soybeans. In addition, there are not many days forecasted with over 90 degree temperatures so it should be good for the corn too.



THANK YOU FOR THE OUTSTANDING ATTENDANCE AT OUR ANNUAL MEETING!

Attendance at our annual meeting was great again this year. Mike Pearson was informational and entertaining. I think we all enjoyed listening to him and took back some interesting thoughts about marketing our grain.

If you have any ideas for subjects you'd like to have us cover in future meetings, please let someone at the local office know. As always we will continue to search for great speakers that cover topics that matter to you!



RECAP OF DICAMBA SPRAYING POINTS FROM ANNUAL MEETING

The successful application of Dicamba on soybeans is important to us and you. Therefore, we are also supplying a written highlight of the information Greg O'Toole covered during the annual meeting. If you have any questions, please do not hesitate to contact your local office for more information.

- Every Dicamba application must have a buffer.
- We may have to return to fields 2 and possibly 3 times.
- We plan to verify surrounding fields for Dicamba tolerant beans or not.
- Drop dead dates for spraying are going to be June 23 – June 29, depending mostly on variety and weather.
- There will be no late season trophy hunting with the product (i.e. 3 ft. Waterhemp).
- This may influence some of the times we have to spray. We may have to spray when it's wet.
- Our strategy to mitigate our risks is to spray early (somewhat like we did before the onset of roundup ready crops).
- We do spray over 20,000 acres of corn with Dicamba but the soybean product will be 4 times the concentration of Dicamba.
- We have found spraying small crops really reduces potential risk. Thus the use of a residual product in the tank is going to be a necessity.
- If the rain won't stop we may need to make some tracks or switch weed control programs.
- When planting these Dicamba beans do them first to eliminate planter clean out issues.
- We will not be able to spray split fields.