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### Summer/Fall Newsletter 2020

#### Important Seed Discount Dates

8% November 20, 2020

7% December 18, 2020

6% February 19, 2021



#### MAXIMIZING PROFITABILITY

Fall soil sampling is a great way to maximize your return on investment of dollars spent on fertilizer. Grid sampling allows for the most efficient placement of crop nutrients, talk to your local agronomist today about setting up a nutrition plan for your crop needs.



When it comes to raising healthy crops, you cannot rely on the benefits of just one essential nutrient. A well-rounded balance of key micro- and macronutrients is critical to maximizing your crop's yield potential. More and more, the most common deficiencies seen in corn and soybeans fields are sulfur and zinc. If you are

seeing yellowing in your fields, it is more than likely a sulfur or zinc deficiency rather than a nitrogen deficiency. We have a great product from Mosaic called MicroEssentials SZ. This dry fertilizer product contains 12N-40P-10S-1Z in every prill of fertilizer for even distribution on your fields. This fall have a discussion with one of our sales professionals about adding Micro SZ to your fertility plan.

**MARK YOUR CALENDAR!!!**  
**YOU WON'T WANT TO MISS OUR ANNUAL CUSTOMER MEETING – MARCH 11, 2021!**  
**IT WILL BE HELD AT THE RENDEZVOUS IN MUSCATINE, IA**



#### Damian Mason

**Since we had to cancel our meeting in 2020 we are pleased to announce that Damian Mason has agreed to join us in 2021!**



## 2021 Seed and Chemical Financing

Ask about financing for seed and chemicals for the 2021 crop. In a lot of instances you can get 0% or low rate financing for your 2021 inputs. We will be working with John Deere Financial and Rabo AgriFinance depending on the seed or chemical company. It's very easy to get signed up and can save you a lot of money over financing through your bank.



## Grass and Corn Antagonism with Auxin Herbicides

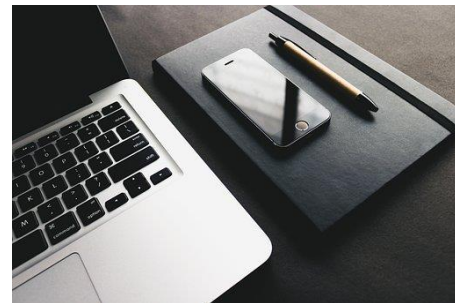
Have you been wondering why there has been so much corn in the bean fields this year? We are even starting to see some barnyard grass and fall panicum show up.

This is happening because in order for glyphosate or ACCase Inhibitors (corn herbicide) to work the active ingredient needs to move to the growing point quickly to kill the desired weed. However, with auxin herbicide (2-4d and

Dicamba) this movement is disrupted because they are changing how the plant grows and grasses are slower at moving chemicals to the growing points.

With corn it is normally just an eye sore. We get economic control. However, if we keep seeing barnyard grass and fall panicum we may have to change our strategy because these grasses can become economic problems. We would then have to separate our grass and auxin herbicides. This is a strategy we used to use in the non-GMO days.

The days of easy weed control are over and unfortunately we are going to have to keep refining our weed control methods to keep our fields clean.



## GROWER 360

We have a new online platform that allows you to access your account with our company.

Grower 360 is a user friendly and simple way to do things like check invoices, review grain contracts, look up scale tickets, and access statements or prepay funds.

Grower 360 is for every level of technology skill and can save you stress during the growing season. It has all the information you need to plan before, during, and after the crop year. The system is free to you but requires a valid email address. Stop in and talk with your input advisor to get setup.



## FALL STRIP TILL

We have invested in a new 24 row Dawn strip till bar. This new bar has individual row down pressure which dispenses the weight over the whole 24 rows. The advantages to Strip Till are many. The main advantage is the corn emergence in the spring will be 3 to 4 days faster. Having the fertilizer right under the row has huge advantages specially in low fertility, rented ground.

You can rent run down ground and still get great yields using this system. Strip Till gives you the soil conervation we all strive for without the yield penalty. Get with your local agronomy sales peson and commit early. Last fall got ugly and we don't want to leave acres not done.



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

Climate FieldView 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 FieldView will help you better analyze hybrids, yields, seeding rates, nitrogen inputs, fungicide applications, and much more for every acre in your operation.

Climate FieldView is an easy way to put all of your operation's data in one place, no matter what type of equipment you may have and with a qualifying purchase subscription fees are waived. To find out more about Climate FieldView contact your local sales person today.

**Fungicide Trial Results from 2020 are shown below:**

### Miravias Neo (Soybeans)



### Veltyma (Corn)



### Miravias Neo (Soybeans)



### Veltyma (Corn)

