



As harvest quickly approaches, I wanted to send out an update on a handful of important topics to consider as you make your way through the Fall. A special **THANK YOU** to all that took the time to join us for our customer appreciation dinner last week! We had a great crowd and a beautiful evening.

For those of you who were unable to attend, the biggest “take home” message of the night is we are making a move to Enlist E3 soybeans for the 2023 growing season.

This decision is two-fold...

- 1) It will greatly reduce the stress of post soybean decisions impacting non-dicamba crops.
- 2) It will allow growers and custom applicators to make their applications at the right time for weed control versus chasing a calendar date.

This has already proven to be a successful strategy across Iowa. For the 2022 crop it is estimated 44% of soybeans in Iowa carry the Enlist E3 trait. Pioneer is predicting this number to be 80-82% for the 2023 crop. In pockets that are heavily supportive of Enlist E3 soybeans growers are reporting a significant reduction in the soybean “cupping” that is showing up in areas that have continued heavy dicamba use.

We will still have XTend (dicamba) soybeans available for sale at least through 2024. The XTend A-Series soybeans have been a great package for Pioneer for several years. However, with the amount of dicamba being sprayed in recent years the “off target” movement and the “atmospheric load” impacting non-dicamba crops has become difficult to manage for everyone. While we have been very pleased with the performance of the dicamba beans in recent years, I have some real concerns about dicamba labeling in the near future. The EPA is reviewing the dicamba label once again with a public comment period open until October 16<sup>th</sup>. According to DTN...the agency (EPA) said “it found no evidence new measures put in place in October 2020 for over-the-top applications helped reduce the number of off-target incidents.” We all experienced the chaos that was generated last summer by moving the spray cutoff date up to June 20<sup>th</sup>. With the lawsuits across the country reaching much further than “cupping” of neighboring soybean fields, it is difficult to think they won’t continue to be more aggressive with the label changes.

There is no way to outguess the EPA. If for any reason they were to eliminate dicamba as a post application option in soybeans...it would leave us all in a real “pickle” spraying XTEND (dicamba) soybeans. However, banning dicamba would also eliminate a very effective tool from our corn weed control toolbox. There has arguably been less talk of dicamba use in corn, although I do know the Corn Growers Association is looking for farmers to send comments to the EPA in support of dicamba. If any of you are willing to take the time, I believe there is a link on their website to do that. With all the weed resistance issues we currently have I don’t think we can afford to lose any pesticides from our arsenal that are still working effectively.

That is already a lot to comprehend...with a lot more to come! We will certainly keep you posted as new information becomes available. While these are only predictions based on industry knowledge at this

point, we are well positioned in the Pioneer camp with our Enlist E3 package expecting more restrictive dicamba labels in the months ahead.

### **2023 Pioneer Programs and Pricing:**

For the first time in my 15 years with Pioneer it appears that the programs for 2023 have not changed!

- 1) We will still have the same TruChoice financing terms as last year.
- 2) The first cash discount date is December 2<sup>nd</sup>, 2022.
- 3) Early Commitment Incentive deadline is October 28<sup>th</sup>, 2022 (Paid by Dec 2<sup>nd</sup>)
- 4) The TruChoice Crop Protection program will still be 15% for cash prepay and 10% for deferred payment prepay. This is added money to your TruChoice account to be used toward Corteva Crop Protection products. This deadline is the end of February for Gold and Platinum level customers.

### **Fertilizer**

Wholesale Nitrogen prices have started to climb, so I would encourage you to lock in any fall applied nitrogen you can use. Anhydrous prices are down \$500-600/ ton since the peak last spring, so I would be surprised to see them going down much more. If anything, I would expect to see them work their way back closer to last year's numbers assuming corn and soybean prices stay strong.

Phosphate prices are down a couple hundred dollars from the high last spring. Potash is down about \$100/ton from its high last spring. That puts phosphate in the \$900s and potash in the \$800s. Both are up significantly from this time last year. Again, if grain prices stay strong, I doubt we will see fertilizer soften. I don't expect radical movement in dry fertilizer, but if Nitrogen starts to move, I expect to see dry fertilizers follow suit.

### **Lime**

Lime is still going to be your best dollar spent. Locally, lime is up a couple dollars a ton, but supply is super tight. The quarries aren't producing as much lime as they used to, and demand has increased. So unfortunately, demand is way ahead of supply. We are currently looking for some alternative sources. Weeping Water Nebraska has very high-quality lime, but at a premium price. However, I expect their supply will be more flexible than it is out of Malvern. We are also looking into some Municipal Water Treatment lime that would be reasonably priced with good supply. At this point we still don't know how well it will spread, or how fast it will be available to the plant. This product will not be a dusty powder, it will be more damp than we are used to working with. So... the jury is still out on how viable this option will be.... Please continue to communicate your needs and we will keep you posted as we learn more!

### **Soil Testing**

Soil testing is also a dollar well spent. I encourage you to continue to monitor pH levels on all farms. Most guys are good about staying on top of P&K, but pH often gets away from us over time. DNA soil testing is a new option for those of you wanting to move to the next level. DNA testing can determine levels of pathogens in your fields such as sudden death, nematodes, rootworms, fusarium, phytophthora, white mold, etc. These test results will help predict the benefits of seed treatments, fungicides, insecticides, and genetic traits to fight certain pests or pathogens. This is a very new concept, but I do think it may have potential to help unlock the issues with some fields that tend to underperform for no apparent reason. Let us know how we can help with standard soil testing, grid sampling, or DNA sampling.

### **Fall Spraying**

If you have interest in fall spraying of Basis or just 2,4D/Dicamba please let us know. We typically have waited until early November to spray, but the demand keeps growing. We need to have a good idea what work needs to be done so we can plan efficiently before the weather shuts us out.

### **Harvest Scouting**

I realize it is difficult to scout during harvest, but please continue to watch your fields. Hybrids react differently to stress and the extreme stress we saw this year will cause products to look very different than they did last year. We will certainly see more stalk quality issues than we did last year. If you walk your fields today, you will see more firing on the lower leaves with more severe firing and relocation of nutrients than I have seen since 2012. Fertility will always play a huge part in stalk quality and plant health. The higher fertility fields should handle the stress better, but no field will be completely safe from the late season effects of that stress.

I would try to get the high yield products in the bin as soon as possible. P1222AM, P1359AM, P1213AM, & P1563AM are a few that should bring a big “yield punch” this fall, but with the conditions through July/August it will be difficult for them to hold on forever. Products like P1353AM, P1870AM, P1380AM, & P1244AM are products that have traditionally handled stress a little better by leaving more in the plant and potentially should hold together a little better in the fall. With all that being said, soil types will likely have more impact on ALL products than we have seen in a while. This is becoming increasingly evident the last couple of weeks.

I think you will see that P1185AM, P1082AM, and P0953AM are turning fast and should dry down very well. Where you can manage the variation in moistures we will experience, I expect many of these acres could be ready to go before the soybeans. If you have any questions or concerns, please call and we would be happy to help you take a look.

### **Yield Calibrations**

Please don't hesitate to call if you would like help calibrating your combine. This year we may see fields that are close to crop insurance guarantees, so having your monitor calibrated properly may be more critical than the past few years.

I appreciate your patience reading through this entire update! Agriculture continues to be complex, and there are a lot of important decisions to be made within each operation this time of year. I felt it was important to share as much as is palatable, as you prepare for some long days (nights) putting an end to the 2022 crop and planning a successful 2023.

As always please keep safety first this fall!

Ryan , Melanie, Manny, & Drayton