

# Agronomy Newsletter: Fall 2020

From the Desk of Alex Emehiser

## Topics:

- **Takeaways From a Challenging Year**
- **Local Testing**
- **Plenish Soybeans**
- **Corteva Chemical Pre-Pay Offerings**
- **2020 Corn and Soybean High Yield Winners**
- **Product Spotlight: P0720AM**

## Takeaways From a Challenging Year

2020 has been a year for the history books in many ways. The growing season we experienced this year was just as challenging and unpredictable. While some of our customers experienced drought and record low yields, there were also small areas that were fortunate enough to get timely rains and harvest record high yields. This type of variability was like nothing any of us had experienced before. Field averages for corn within a few miles of each other had differences of over 100 bushels per acre. It was a firm reminder of how important water is for our crop each year. Slight differences in amount and timing showed just how critical a single rain can be. Challenging weather is a great opportunity to learn more about our hybrid lineup, and to help us make recommendations for future years. We never hope for a tough year, but with the hand we are dealt, we may as well use it to grow in the future. I will highlight a few things we were able to learn during this tough year.

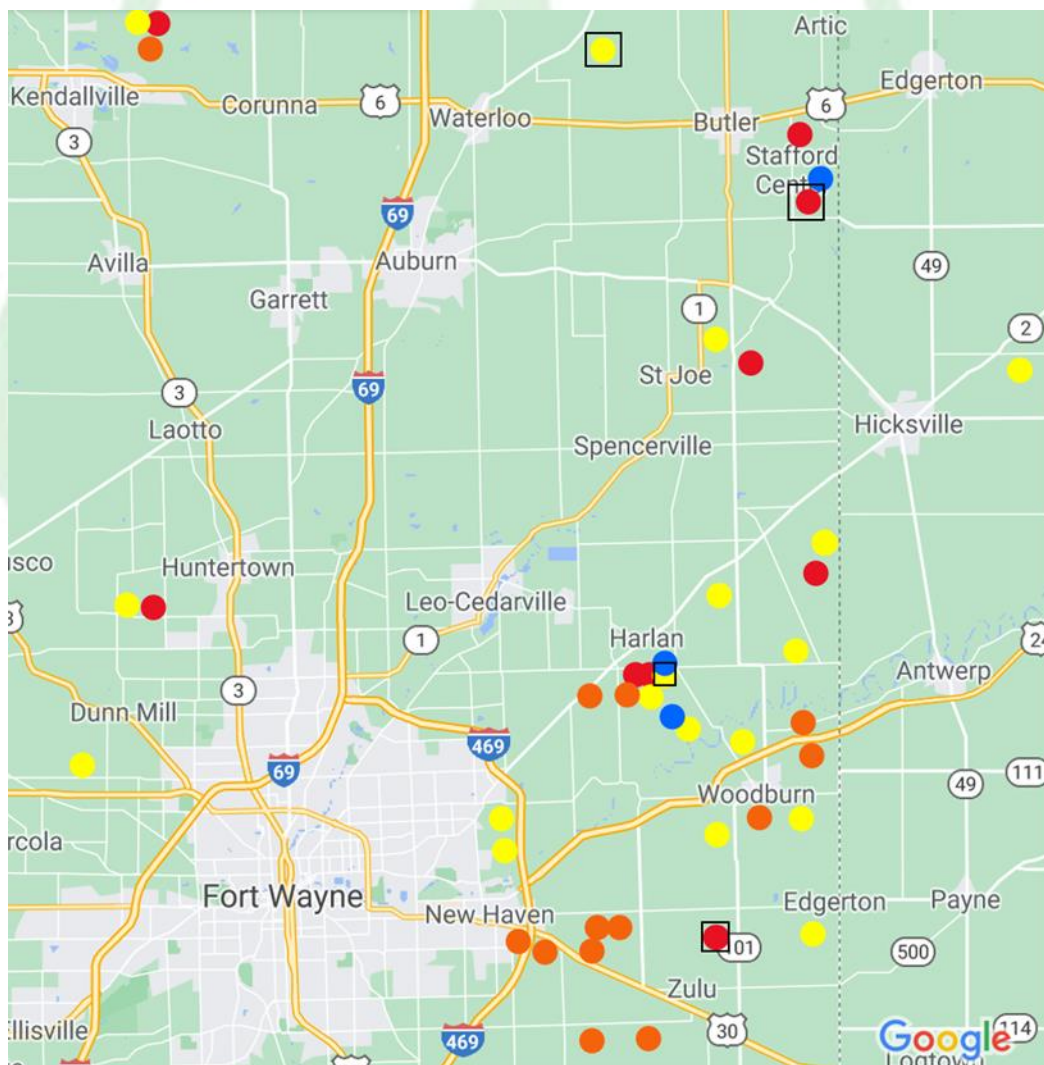
- Heavy rains in May caused emergence issues for corn and soybeans that were planted beforehand. We were able to observe products that handled stress emergence above and beyond the rest of the lineup. A few standouts include P0720AM, P0574AM, P0688AM, P1197AM, and P1359AM. Another differentiator in emergence was our seed treatment offering for both corn and soybeans. With multiple modes of action for fungicide protection on the corn, we noticed our products faced less seedling disease and seedling blight than many of our competitors. Also, our proprietary Lumisena soybean fungicide has industry best protection against phytophthora, and we had several customers comment on the improved emergence vs. competitive seed treatments.
- Dry weather through much of the area gave us a good look at drought tolerance on our hybrid lineup. While several hybrids performed as good as or better than advertised (P0720AM, P0977AM, and P1197AM), we were also able to find the ones that aren't as well adapted. One surprise to us was P1077AM, which did not handle the drought stress as well as we expected.

- Soybeans are more resilient than we give them credit for. While this isn't news to anyone, this year only confirmed it. Soybeans were able to go through the same tough conditions as the corn crop, and in most areas they still had relatively high yields. Another year of data also showed that earlier planting for beans will bring the highest yields. The average over the last 4-5 years has shown that we lose around  $\frac{1}{4}$  **bu/acre per day** of delayed planting.

While we were able to learn a few things this year, it is important not to place too much emphasis on this year while making decisions for next year.

### Local Testing

The map below shows our local testing for the 2020 Season: **RED**=Soybean Test Plot, **BLUE**=Wheat Test Plot, **YELLOW**= Corn Test Plot, **ORANGE**= Weighed Side by Side Comparison



By studying the map, you can see how serious we take our local product testing. When we make product recommendations to our customers for their farm, it is based on a combination of: background information from our Pioneer Agronomy team, IMPACT Testing Data, our local test plot data, and season long observations of the local test plots. This type of highly localized testing is essential to the way we do business. By spreading our test plots over the varying soil types and management practices of the operations we work with, we are able to learn more about each product in one year than we would be able to with only a handful of plots. By the time a product makes it on your farm, it has been tested and scrutinized to fit in the best placement and management practices to help you succeed. If you see an area on the map that you think should have a dot on it and you are interested in planting a test plot with us next year, let us know!

### **Plenish Soybeans**

For those of you not familiar with Plenish Soybeans, they are a premium soybean developed by Pioneer. They are what we call High Oleic Soybeans, their soybean oil has a different composition than a standard soybean. They produce a healthier oil for food markets, which allows processors to sell them at a premium price. This premium filters down to the grower as well. Currently, Bunge is offering a 65 cent premium for harvest delivered beans, and a 75 cent premium for on farm stored beans. This is an excellent opportunity to increase your profit per acre while still being able to grow a Roundup Ready Soybean. At 55 bu/acre yields, that is an increase of \$35-\$41 per acre. We have an excellent lineup of soybeans that were developed to perform on our soils, and have excellent agronomic traits. Bunge is taking delivery of these soybeans in Decatur, Custer Grain in Garrett, Hicksville Grain, and Edon Farmers' Co-op (Ohio). If this is something you are interested in, we would be glad to go over the details with you.

### **Corteva Chemical Pre-Pay Offering**

There have been a few changes to the chemical pre-pay program for this upcoming year. I will highlight the important ones below, and as always if you have any questions we would be glad to talk through it with you on an individual basis.

- **Corteva Cash:** in order to earn your Corteva Cash for the 2021 Season, a grower must fund their TruChoice Account with at least **\$7,500** for chemical prepay by **January 15<sup>th</sup> 2021**
- **Prepay Savings:** By funding a prepay account with at least \$7,500, a grower will get a 10% bonus added to the account for cash, and 5% added for Deferred Pay. To earn these extra dollars in your TruChoice account, it must be funded by **January 15<sup>th</sup>**.
- **Seed Savings:** There are seed savings tied to funding a Prepay account. The levels below show the seed savings based on the level of prepay
  - **\$7,500 Prepay:** Save **1%** on total Seed Bill
  - **\$25,000 Prepay:** Save **2%** on Seed Bill
  - **\$50,000 Prepay:** Save **3%** on Seed Bill

## **2020 Corn and Soybean High Yield Winners**

The high yield strips from this year are shown below. The yields shown are the top 5 for both corn and soybeans, with no repeats for one operation. These would be weighed strips from either test plots or side by side comparisons. As always, we appreciate everyone who takes the time to plant test plots and weigh comparisons. It helps us learn more about our products, while showcasing the new products on your farm.

### **Corn:**

1. Jon Smith: P0977AM – **278.8 bu/acre**
2. M&J Farms: P0977 – **263.5 bu/acre**
3. Strong Farms: P1197AM – **256.7 bu/acre**
4. Coomer Farms: P1077AM – **254.7 bu/acre**
5. Bill Vonderau: P1359AM – **253.8 bu/acre**

### **Soybeans:**

1. M&J Farms: P28A42X – **92.1 bu/acre**
2. Rainmaker Farms: P35A55X – **76.8 bu/acre**
3. Steve and Jeremy Robertson: P26T57E – **63.6 bu/acre**
4. Jim and Scott Thompson: P35A89L – **58.9 bu/acre**
5. Dean Malcolm: P37T51PR – **51.9 bu/acre**

### **Product Spotlight: P0720AM**

P0720AM emerged as our clear leader hybrid in the 105-110 day maturity range this year. Bringing top end yield and agronomics that allow it to move over a variety of soil types, P0720AM will be one of our highest volume hybrids for 2021. Below are a few of the key characteristics.

- Excellent Emergence
- Strong Stalks and Roots
- Above average Drought Tolerance
- Great Northern Corn Leaf Blight Tolerance, and slightly below average for Gray Leaf Spot
- Top end yield ability, and stability on tougher soils
- Over 3 years of Testing: **+8.3 bu/acre** advantage vs. P0688AM

**+3.1 bu/acre** advantage vs. P0825AM