National Alliance of Independent Crop Consultants
2011 Annual Meeting
Where the West Begins!
Fort Worth, Texas

PRESENTATIONS
New Innovations from Bayer CropScience

J. Bloomberg and G. Jordan
Bayer CropScience, RTP, NC 27709

2011 NAICC Annual Meeting
Emerging Technologies Session
Fort Worth, TX
BCS New Corn Innovations

Combines the No. 1 seed-applied insecticide for corn with a revolutionary complete nematode protection
- Protects against a broad spectrum of nematodes and provides control of wireworm, black cutworm and white grubs
- Features the living barrier science of VOTiVO
- Delivers yield increases up to 6-8 bu/A vs. Poncho 250

New Stratego® YLD fungicide
- Contains the newest triazole chemistry
- Provides improved disease control with increased yields – grey leaf spot, rust, anthracnose, etc.
- Utilizes low use rate SC formulation (4-5 fl oz/A)

Reliable, one-pass, season-long postemergence weed control
- Controls more than 65 grass and broadleaf weeds
- Controls weeds resistant to glyphosate-, PPO-, ALS- and dicamba-chemistries
- Utilizes a convenient, low use rate formulation

Sweet corn use added to label (registration expected in early 2011)
BCS New Soybean Innovations

**Belt™ Insecticide = Outstanding worm control**
- Fast-acting, long residual, minimal risk to beneficial insects
- Strong rainfast characteristics
- No known cross-resistance to conventional insecticides

**New Stratego® YLD fungicide**
- Contains the newest triazole chemistry
- Provides improved disease control with increased yields – Frogeye leaf spot, brown spot, etc.
- Utilizes low use rate SC formulation (4-4.65 fl oz/A)

**New Heads® Up seed treatment**
- Contains a naturally occurring extract from *Chenopodium* which triggers crop defense against diseases (SAR) and provides for yield benefits.
**BCS New Cotton Innovations**

**New PonchoVOTiVO for Cotton (2012)**
- Provides 40 days of powerful insect and nematode protection
- Offers stronger cutworm efficacy
- VOTiVO delivers up to 50-100lb/A seed cotton yield increase and a positive ROI

**Belt™ Insecticide = Outstanding worm control**
- Fast-acting, long residual, minimal risk to beneficial insects
- Strong rainfast characteristics
- No known cross-resistance to conventional insecticides

**GlyToI® A new trait offering from BayerCropScience**
- New glyphosate-tolerant technology (TX only in 2011, nationwide in 2012 and beyond)
- Newest member of the BCS trait family which includes LibertyLink and the under development HPPD trait
- Provides a true glyphosate trait alternative
A new preemergence herbicide for perennial crops

- **Active Ingredient:** Indaziflam
- **Mode of Action:** Cellulose biosynthesis inhibitor
- **Formulation:** 200SC (200 g ai/L) (1.67 lb ai/gal)
- **Planned Use Rate:** 5-6.5 oz/Ac (10.3 oz/Ac annual max)
- **Planned Crops:** Citrus, pome fruit, stone fruit, and tree nuts
- **Weed Control:** Extended residual grass and broadleaf control
- **Tank Mixtures:** May be applied with other PRE or POST herbicides
- **Registration:** 3rd Qtr., 2011
- **Crop Safety:** Excellent

New use crops added to label for 2011

- Citrus, pome fruit, stone fruit, olives
Respect the Rotation: A Comprehensive Partnership to Preserve Herbicide and Trait Technology

J. Rutledge, J. Bloomberg, A. Cotie and G. Jordan.
Bayer CropScience, RTP, NC 27709

2011 NAICC Annual Meeting
Emerging Technologies Session
Fort Worth, TX
The Challenge

• Glyphosate-resistant weeds cost growers exponentially.
  – Unplanned herbicide applications
  – Intensive manual labor
  – Reduced yields
  – Crop destruction or abandonment

• Glyphosate resistance threatens:
  – Efficient weed management
  – Conservation tillage
  – Land values
  – Profitable, sustainable production
The Cause

- Glyphosate-tolerant (GT) crops dominate the cotton, soybean and corn markets.
  - More than 1 billion acres have been treated with glyphosate during the past 13 years, according to the Weed Science Society of America (WSSA).
- Glyphosate-resistant weeds are spreading at an alarming rate.
  - 10 weed species confirmed in the U.S.
  - More than 20 states with confirmed cases.
What is Respect the Rotation?

• An initiative to:
  – Elevate the importance of herbicide mode of action rotation.
  – Improve grower adoption of herbicide diversity through rotation of crops, traits and herbicide classes.
  – Promote IWM by highlighting an essential action to improve weed resistance management.

• Working together, Respect the Rotation can:
  – Motivate growers to manage the spread of weed resistance.
  – Steward current and future weed management technology.
  – Promote sustainable and profitable row crop production.
  – Preserve conservation tillage opportunities.
How to Respect the Rotation

• Herbicide mode of action (MOA) rotation is essential to improve resistance management.
  – Rotate crops. Crop rotation provides opportunity for herbicide diversity.
  – Rotate herbicide-tolerant traits. Alternate herbicide-tolerant traits or use herbicide-tolerant stacks for more efficient rotation of both nonselective and selective herbicides.
  – Rotate modes of action. Rotate MOA and use multiple MOA to reduce the selection pressure caused by overusing a single MOA.
Additional IWM Elements

- **Know your weeds, know your fields.** Closely monitor problematic areas with difficult-to-control weeds or dense weed populations.

- **Start with clean fields.** Proper tillage or the use of a burndown herbicide program should be used to control all emerged weeds prior to planting.

- **Apply herbicides correctly.** Ensure proper application, including timing, rates and spray volumes.

- **Control weed escapes.** Consider spot herbicide applications, row wicking, cultivation or hand removal to improve weed management for subsequent growing seasons.

- **Reduce the seed bank.** Do not allow surviving weeds to set seed, which will help decrease weed populations from year-to-year and prevent major weed shifts.

- **Clean equipment.** Prevent the spread of herbicide-resistant weeds and their seeds.
Novel Herbicide Tolerant Traits for Cotton

Gary Henniger
Cotton Trait Development
Bayer CropScience
GlyTol®: 2m-EPSPS gene

- Bayer proprietary technology and promoter
- Provides built-in tolerance to glyphosate herbicide
- Over-expression of double mutation form of Enolpyruvylshikimate-3-phosphate Synthase gene (2m-EPSPS)
- Mode of action: binding inhibition of Glyphosate

11 Glyphosate formulations tested to date:

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Source: Schrönbrunn et al. 2001
FM 9103GT
- Early maturity
- Moderate growth habit
- Strong yield potential
- Responds well to Stance® plant regulator
- Very good fiber package

FM 9101GT
- Early/Medium maturity
- Excellent yield potential
- Responds well to Stance plant regulator
- Excellent storm tolerance
- Very good fiber package

Any brand of glyphosate herbicide registered for use on cotton may be used over-the-top of cotton containing GlyTol® technology, unless expressly prohibited on the herbicide label. Glyphosate use (rates, timing, procedures, etc) must follow the label directions for the glyphosate formulation used.
GlyTol®+ LibertyLink® Cotton

• The first stacked herbicide offering from Bayer CropScience
• Proprietary Bayer CropScience traits/technologies
  ▪ LibertyLink® cotton (event LLCotton25) expressing the bar gene, and GlyTol cotton (event GHB614) expressing the 2mepsps gene, providing season-long tolerance to both Ignite®280 and glyphosate herbicides (follow label directions).
• Glyphosate & glufosinate ammonium (Ignite) have distinctly different modes of action as well as broad and complementary weed spectra
  ▪ No documented record of weed resistance to glufosinate ammonium
• Rotation of herbicides with different modes of action is an important strategy in managing tough to control weeds and weed resistance
GlyTol®+ LibertyLink® Cotton – Today & Future

FM 9250GL

- Early maturity
- Excellent yield potential
- Very good storm tolerance
- Excellent fiber package
- Adapted to Texas High & Rolling Plains
- Glyphosate herbicide tolerant
- Ignite herbicide tolerant

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New Features Added to FieldRx Software to Improve Efficiency

NAICC Emerging Technology Session

Lance Ramthun, CEO
Ag Software Designs, LLC
Overview

- A web based program that will create Variable Rate Technology (VRT) files easily and efficiently.

- Provide Growers, Consultants, and Dealers a way to develop prescriptions (Rx) without an advanced knowledge of computer processing.
Upload Directly from FieldRecon

- Field Borders, and Sample Points Uploaded Directly
- No need to create SHP files
- Select Fields and click “Upload to FieldRx”
- Eliminates the need to keep track of SHP files.
Import Data Directly from Lab

- FieldRx automatically communicates with the Lab
- No need to download CSV files from the lab
- FieldRx matches lab results with sample points
- Improves efficiency
Share Orders With Dealers

- The Grower can specify the Dealers he works with.

- FieldRx will automatically send the Controller files to that Dealer.

- The Applicator can download the files immediately.
NutriSOLUTIONS™ Tool

National Alliance of Independent Crop Consultants
National Meeting,
Ft. Worth, TX
January 20, 2011

Jon Gehring
Research Manager
The Process

- Seller demonstrates nutritional expertise
- Dealer can cost effectively grow their micronutrient business

Tissue Sample Kit → Collect Sample → Submit Data → Insight Delivered → Increased Yield & Retail Profitability
• 2010 Results:
  • Over 36K tissue samples analyzed
    • Over 2.5MM acres touched
  • Fully integrated into over 150 Answer Plots
    • All Knowledge Event Sessions
  • Tremendous repository of data
    • Continue to mine it to leverage the insight....
  • Provided insight into this years crop and helped plan for next years crop
    • Helped position fall fertilizer sales for our dealers
  • Key Elemental Learning's from corn samples:
    • Ascend In-furrow
    • Focus on LS technology
    • Answer Plots
• Nitrogen – 60% samples deficient at V7

• Potassium – Deficiency increases with plant maturity

• Sulfur – Clean Air Act is working too well!

Nutrisolutions Corn Sulfur -
% samples deficient or low (16083 samples)
• 2011 Focus and Improvements
  • Educate!!! Educate!!! Educate!!!
  • Need to reduce the “one and out” sampling
  • It is essential to promote multiple sampling and the season long approach.
  • Automatic delivery of PDF (eliminate need to upload)
  • Expanding crops:
    • 16 new crops added to the 9 crops in 2010
    • Query Tool to impact local data needs
  • Stop by Winfield Solutions Booth to discuss.
Introducing DuPont™ Aproach™, Vertisan™, and Fontelis™

Fungicides that give you results, you can see the difference

Technical Overview
Tom Koranek
Vertisan™ EC and Fontelis™ SC

- Both fungicides contain 1.67 lb penthiopyrad/gal
- Broad label on vegetables, small fruits, tree fruits, tree nuts, wheat, corn, soybeans, canola, peanut, potato, alfalfa, cotton
- Broad-spectrum control of foliar and soilborne diseases
  - Preventive and curative activity
  - Systemic movement within the plant
  - Residual control and rainfast
  - Higher Yields and Improved Quality
- Application and harvest flexibility
  - Apply by ground, air, and chemigation
  - Minimum PHIs and broad MRLs
- October 2011 – Anticipated EPA Federal Registration
2.08 lb/gal SC picoxystrobin

DuPont’s unique strobilurin fungicide

Initial label – corn, soybean, cereals, dry bean & peas, and canola

- Examples of key diseases – Alternaria, anthracnose, Cercospora, grey leaf spot, rusts, leaf spots and blights, powdery mildew, white mold (Sclerotinia)

December 2011 – Anticipated EPA registration

Additional crops – all specialty
Aproach™ Key Benefits

- Unique movement properties
- Only strobilurin with vapor & xylem systemic activity
- Broad-spectrum disease control
- Foliar and SoilBorne Diseases
- Curative and preventative activity
- Application and tank mixture flexibility
- No crop phytotoxicity
- Plant health and improved yields
Thank You! Questions?
Drought Tolerance I

- Native trait approach driven by AYT™ system building upon industry-leading germplasm
- No yield penalty seen under well-watered conditions
- Conducting hundreds of on-farm system trials with lead hybrids in 2010
  - Validating on-farm performance
  - Proving return per acre advantages

Managed moisture stress environment at testing facility in California, 2009.

Competitive leader product vs. Pioneer drought tolerant hybrid under severe moisture stress
Drought Tolerance I
Pre-Commercial Hybrids*

Stressed conditions – >5% advantage over industry-leading checks*

Yield - Bushels/Acre

- Industry-Leading Checks*
- Drought Tolerant Hybrids

2008 - 2009 Pioneer Research Data – 20 locations, 40 reps
*Leading competitor and Pioneer farmer-adopted drought hybrids
2010 Drought Trials
SRES
Seed Research Equipment Solutions

PRESENTS THE
STEP 4 PRECISION PLANTER

Utilizing

Global Plot Management

- Create Field Plot Layouts From The Comfort Of Your Office
- View The Field Plots On Your Computer Screen As Well As Being Able To Detect Pivot Irrigation Tracks, Water Ways, Drainage Canals, Field Obstructions, Etc.
- Shift Plots Or Rotate Them To Fit The Field Requirements
- Random Plot Lengths And Populations
- Field Set Backs / Buffer Areas
- GPS Compatibility With Any RTK Signal
- Change Field Layout While In The Field In Minutes

Screenshots from the Global Plot Management System

This is an example of the GPS field layout
Field Mapping - Gator Mapping Out Water Ways
MAPPING PIVOT TRACKS
Laying Plots Over Your Field Mapping
TAKING THE ARMOR TO THE PLANTER AND START PLANTING
Agrisure Viptera™ 3111 Trait Stack: Multi-Pest Control

- Breakthrough control of the multi-pest complex
- First VIP in corn
- New tool for resistance management
- High-performance triple stack
- Proven control of corn borer, corn rootworm
- Tolerance to both glufosinate and glyphosate herbicides

Multi-pest control of:
- European corn borer
- Corn earworm
- Northern corn rootworm
- Western corn rootworm
- Black cutworm
- Western bean cutworm
- Fall armyworm
- Dingy cutworm
- Mexican corn rootworm
- Southwestern corn borer
- Southern cornstalk borer
- Common stalk borer
- Beet armyworm
- Sugarcane borer
## Multi-Pest Control with Agrisure Viptera™ 3111 trait stack

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<th>Insect</th>
<th>European Corn Borer</th>
<th>Southwestern Corn Borer</th>
<th>Western Bean Cutworm</th>
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**Insect Control Scale:**  
- = no effect; + = some; ++ = good; +++ = very good; ++++ = excellent  

*All competitor information based solely upon interpretation of publicly available information, including public presentations, regulatory submissions, and observations made in commercial fields.*
Pest Control Performance Results 2008-2010 (bu/A)

Agrisure Viptera Performance vs. Competitors 2010

- vs. competitive Pioneer® brand hybrids: 9.7 bu/ac
- vs. competitive Genuity® SmartStax™ hybrids: 9.0 bu/ac
- vs. competitive DEKALB® VT Triple PRO™ hybrids: 12.0 bu/ac

(26 Regulated Syngenta trials in 2010)
Unsurpassed multi-pest control

- Protection from emergence to harvest

Controls 14 above- & below-ground corn pests

- Corn earworm, black cutworm & Western bean cutworm plus 11 others

Nationally delivers 7.3 bu/A under ear-feeding pressure.

- Outperforming competitive Genuity® SmartStax™ and Genuity VT Triple PRO™ stacks and Pioneer® brand hybrids
● The industry’s **first water-optimized technology** for corn hybrids

● Delivers improved yields on **dryland and limited-irrigation acres** as well as acres prone to moisture stress\(^1\)

● Research demonstrates potential for up to 15% **yield preservation** under moderate to severe moisture stress\(^1\)

\(^1\) Syngenta research trials, 2008-10
Validating Gene Blueprinting™ and Agrisure Artesian™ Technology at Syngenta Managed Stress Environments

Yield loss from drought

Yield Preservation*

Well Watered Conditions | Moisture Stress Conditions
-------------------------|-------------------------
200 | 100
200 | 115

- Standard Hybrid
- Water-Optimized Hybrid

* Illustration purposes only.
Classification: PUBLIC
The Science Behind Agrisure Artesian™ Technology

- Gene Blueprinting™, a proprietary science process, allows Syngenta to identify and select multiple genes that have distinctive modes of actions responsible for moisture stress protection.

- Selected genes are introduced (backcrossed) into our elite germplasm for testing and evaluation in managed stress environments including dryland, limited irrigated, irrigated and non-irrigated acres.

- Gene Blueprinting uses multiple genes (vs a single gene) to impact all stages of plant development.
Agrisure Artesian™ Technology Phenotypic Differences (Syngenta Managed Stress Trials, 2009)

Leaf Scorch

Canopy Development
Agrisure Artesian™ Technology Phenotypic Differences (Target Stress Environment Trial – Late Grainfill Stress)

Hybrid with Agrisure Artesian™ Technology

Isoline Check

159 bu/A 56.3 Test Weight

130 bu/A 56.0 Test Weight
Spectrum Technologies, Inc.
“To Measure Is To Know”

Weather & Environmental Monitoring
Nutrient Management
Water Management
Integrated Pest Management

Affordable Measurements
Quality Research
Profitable Decisions

www.specmeters.com
Irrigation Stations

Includes WatchDog1000 Series Micro Station and 3 WaterScout SM 100 Soil Moisture Sensors with 20 ft (6 m) cables

Micro Stations also include the Protective Sliding Enclosure

Item 3685SM13 shown
WatchDog Plant Disease Micro Station

Data log current and historical plant disease severity indicators

Includes Watchdog Model 1450 Micro Station, leaf wetness sensor, rainfall sensor and radiation shield

SpecWare 9 (v9.2) software required to download and analyze data

University-validated disease models (sold separately) can be added for more accurate disease and pest monitoring

Item 3684PD1 shown
Plant Growth Micro Station

Includes Watchdog Model 1450 Micro Station, PAR light sensor and radiation shield

SpecWare 9 (v9.2) software required to download and analyze data

Item 3684PAR1 shown
How are your plants feeling today?
New for 2011: Avicta Complete Beans Provides Triple Protection Against Soybean Nematodes, Insects and Diseases

Avicta 500 FS is a Restricted Use Pesticide.
Large Scale Grower Trials in the South (ICC) - 2010

Positive yield response in 17 of 23 trial locations (74%)
Average yield increase of 2.8 bu/A or 5.9% over CruiserMaxx Beans

Avicta 500 FS is a Restricted Use Pesticide.
Key Benefits

- Promotes vigorous plant growth, quicker canopy and larger root mass
- First and only triple protection seed treatment for soybeans including a nematicide, fungicides and insecticide
- Excellent protection against a wide variety damaging nematode species
- Provides industry leading protection against broad spectrum of early-season insects and disease pathogens
- Proven to help increase plant stand, vigor and soybean yield potential – 75 percent positive yield response across nematode species with average yield increase of 2-4 bu/ac

Avicta Complete Beans

Avicta 500 FS is a Restricted Use Pesticide.
What is Avicta Complete Beans?

- A combination of separately registered products containing Avicta® seed treatment nematicide and CruiserMaxx® Beans insecticide/fungicide seed treatment combination.

- Offers immediate, consistent and reliable triple protection against nematodes, insects and diseases.
- Protects fields during the first three to four weeks after planting, helping ensure each seed reaches its full genetic yield potential.
- Helps complement the performance of nematode-resistant soybean varieties by offering an additional mode of action to protect against nematode damage.

Avicta 500 FS is a Restricted Use Pesticide.
New for 2011: Avicta Complete Beans Provides Triple Protection Against Soybean Nematodes, Insects and Diseases

Avicta 500 FS is a Restricted Use Pesticide.
Strong Growth Confirms Fungicide Benefits

Compounded annual growth rate 2007 to 2010:
- Corn 25%
- Soybeans 37%
- Wheat 12%

1Source: Syngenta Estimates
Protecting Critical Yield Stages

Quadris® fungicide early positions corn for maximum yield at a critical growth stage through:
• Preventive disease control
• Better stress response
• Increased Plant Performance™

Quilt Xcel™ fungicide at 10.5 oz/A can be used for additional curative disease control and resistance management.

Quilt Xcel™ allows corn to obtain maximum yield during grain development and fill through:
• Curative disease control
• Longer-lasting preventive disease control
• Plant Performance benefits

Leaves on the ear and above contribute 88% of the yield.
Leaves removed at R1 reduced yield by 12%.

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Plant Performance™ benefits result from plant responses (physiological) to Quadris® and Quilt Xcel™ fungicides that improve plant growth processes and reduce the impact of environmental stress¹.

### Improved plant growth for higher yields

- **CO₂ Incorporated into Biomass**
  - More Efficient Photosynthesis = Faster Growing Plants

### Increased water use efficiency resulting in more crop per drop

- **Corn Yield (Nebraska)**
  - More Crop/ Drop

### Extended grain fill final step in optimizing yields

- **Water stress induced 21 days after treatment with strobilurin fungicide**
  - Improved N utilization

¹Data generated in field, lab or glasshouse environments with some background disease pressure present.
Why Quadris Fungicide at the Reproductive Stage?

- Disease control and Plant Performance are critical during the reproductive stages as the number and size of seeds are determined:
  - At R3, soybean pods are beginning to develop and shortly after R4 begins, it’s the most crucial period of development in terms of seed yield. This crucial period of seed yield determination extends through R6.

- Quadris® fungicide produces visible results growers can see at harvest by improving soybean quality and promoting seed uniformity and size through:
  - Broad-spectrum disease control
  - Plant Performance™ benefits
Why Quilt in Wheat?

Use Quilt® fungicide for greater residual and Plant Performance™ benefits.

Benefits

✓ Proven broad-spectrum, longer-lasting control of wheat diseases.
✓ Power of Two™ chemistries for protectant and curative control.
✓ Stronger, higher yielding plants through enhanced Plant Performance benefits.

Use Quilt Xcel™ fungicide at 10.5 oz when:
Planned preventive application for greater residual and Plant Performance benefits.

Yield = Number of Heads/Acre + Number of Kernels/Head + Weight of Kernels
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