

ZFSelect® Seed

NEWS

A publication of Zeeland Farm Services, Inc.®

November
2012

ZFSelect

Bean Team Update

By Dan Bailey, Seed Business Manager, Zeeland Farm Services

Since Roundup Ready® soybeans were introduced by Monsanto in the early 1990s, they have dominated the marketplace in Michigan and beyond. In fact, more than 90 percent of the nearly 2 million acres of soybeans grown in the state this year were Roundup Ready® varieties.

But non-GMO soybeans have gained a stronger foothold recently, for several reasons.

It is the belief of many growers that non-GMO beans simply don't measure up to GMO varieties in terms of yield. However, according to 2012 test plot results, several varieties of Zeeland Farm Services' ZFSelect non-GMO soybeans surpassed the yield of many Roundup Ready beans.

Our ZFSelect 830 LL soybeans and 1125 LL varieties consistently outperformed plot averages in many of the regions tested.

For example, the 830 LL yielded 42.1 bushels per acre in the MSU Ingham County Central Zone, which was the best

in the plot, and far surpassed the average of 29 bu/acre.

The 1125 LL was a powerhouse at the MSU St. Joseph plot, yielding 80.6 bu/acre, well beyond the plot average of 68.1 bu/acre.

Our ZFS 1326 variety also showed promise in the plot tests, outperforming many conventional beans. It yielded an impressive 83.5 bu/acre at the MSU Sanilac Plot, easily topping the average of 73.1 bu/acre.

But, the impressive yield performance of non-GMO soybeans is just part of the story.

Roundup Ready soybeans have been around for two decades and there are now several species of weeds, including palmer amaranth, giant ragweed, marestail and lambsquarter, that have developed resistance to the herbicide. Growers have found that they must supplement the Roundup® with additional herbicide applications to combat these invasive species, increasing their input costs.

Additionally, the grain marketing department
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Educational Opportunities



The ZFSselect Bean Team offers educational opportunities for customers throughout the year. This fall, the Bean Team hosted a soybean grower meeting and trial plot tour at the ZFSselect Variety Trial Plot near Coopersville (left), and a corn grower meeting and plot tour at Jimmy Smallegan's farm in Zeeland Township.



Grain Market Update

By Kurt Bergstedt, Grain Merchandiser, Zeeland Farm Services

After begging for rain all summer, in the fall we were asking Mother Nature to turn the faucet back off. All in all, it seems like Ohio, Indiana, Illinois and Michigan are seeing better-than-expected soybean yields. We've even heard quite a few comments of best-ever bean yields.

Soybean demand has been just awesome this year. Exports seem to be flying out of the U.S., as there are big

numbers of shipments every week. Nearly 73 percent of the annual soybean exports have already been sold, compared to 49 percent last year.

For a product worth almost 40 percent more than its four-year average, this type of pace is amazing. Many traders wonder if South America can logistically keep up with world demand.

For the months ahead, South America's weather will be watched closely. Right now, things are on the dry side in northern Brazil, where planting is about one-third complete.

Total acreage expansion in Argentina and Brazil is equal to the amount that was expanded the last three years.

Remember, there's nothing wrong with locking in a profit.



Bean Team (continued)

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at Zeeland Farm Services offers competitive prices for non-GMO beans and will take Identity Preserved soybeans up to 18 percent moisture at harvest, maximizing profits for non-GMO soybean growers.

soy products, Zeeland Farm Services is uniquely positioned to help growers take advantage of markets worldwide. ZFS was recognized by the Michigan Department of Agriculture as the state's Ag Exporter of the Year in 2009, and we continue to explore emerging markets for non-GMO soy products.

hard with growers to provide the most up-to-date information on IP soybean yield management at events such as our winter grower meetings, MSU Weed Day and grower calls on farms.

For more information about non-GMO soybeans and the ZFS IP process, contact the Bean Team at (800) 748-0595.

The ZFSselect Bean Team works

As a leader in the export of non-GMO



Dier Tracks

By Brian Dierberger, Agronomist, Zeeland Farm Services

As we work our way through harvest this fall, we are seeing the results of one of the most difficult summers in memory.

Yields for both corn and soybeans have been variable from field-to-field within the same area, depending upon the quantity of rain that fell during the growing season and the timing of that rain.

One of the challenges of soybean harvest has been tough stems and shattering pods with very dry beans. Stalk quality of corn has held on better than expected.

We may not have learned a lot of new lessons this year, but I think some of the old wisdom needs to be remembered when preparing for next year:



changing our overall plan may not be in our best interest.

2. Markets are at an all-time high. Make sure you “put the pencil to the paper” to evaluate the profitability of the different crops you raise before changing rotations. Diversity is a great way to manage risk, as long as there is some profit to be made in a crop.

1. Every year is different, and 2013 will probably not be like 2012. We may be moving into a longer cycle of drier, hotter summers, but

3. Weeds were an issue in soybeans regardless of chemical programs used. Hot, dry weather impacted both pre-emergence and post-emergence herbicide programs. Remember the point above about 2013 being different than 2012. Next season could be the season there is enough moisture early to activate pre-emergence and then too hot to allow good control with a total post program.

4. Zeeland Farm Services offers a wide selection of seed corn and soybean varieties for all needs. Non-GMO, Liberty Link and RoundUp Ready soybeans, as well as non-GMO and herbicide-tolerant, insect resistant and “stacked” corn are all available.

Contact me or Dan to find out what Zeeland Farm Services can do for you.



Long growing season spurs fall weed threat

By Randy Ettema, Retail Account Manager, DuPont Crop Protection

As this growing season comes to a close, there is greater potential for weed growth after harvest this year.

If much of the crop is harvested earlier than normal and fall weather stays mild, weeds that germinated later in the season could mature enough to produce more seed, adding to the weed seed bank in the spring.

Growers who are experiencing increasingly complex weed situations are finding that planning strategic residual herbicide passes, such as a fall application of DuPont™ Cano-

py® EX herbicide mixed with 2,4-D and Crop Oil, or a spring application of DuPont™ Envive® herbicide mixed with 2,4-D and Crop Oil on soybeans, provide the reliable weed control necessary for managing lambsquarter, common ragweed and marestalk.

A fall-applied herbicide application of Basis® Blend on soybean acres going into corn also helps with late-season marestalk, pigweed and lambsquarter, as well as being effective on winter annuals, including henbit and chickweed.

With a fall-applied herbicide, there is less weed mat to plant through the next spring. That helps soils warm up faster, and the first trip in the field is with the planter.

A phased approach helps prevent resistant weeds from becoming a serious problem, plus growers benefit from better planting and crop establishment conditions, improving yield opportunity.

For more information, visit BasisBlend.dupont.com, CanopyEx.dupont.com, or Envive.dupont.com.

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A publication of Zeeland Farm Services, Inc.®

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2012 Plot Trial Results

ZFS Test Plot - Coopersville

ZFSelect 725 LS	50.3 bu/acre - One of the plot's best
ZFSelect 728 LL	49.5 bu/acre
ZFSelect 1125 LL	48.3 bu/acre
Plot average	46.4 bu/acre

MSU Ingham South Plots

ZFSelect 830 LL	46.5 bu/acre - Top of the plot
ZFSelect 1125 LL	46.1 bu/acre
ZFSelect 725 LS	46.0 bu/acre
Plot average	39.2 bu/acre

MSU Ingham Central Plots

ZFSelect 830 LL	42.1 bu/acre - No. 1 in the plot
ZFSelect 1326	38.7 bu/acre
ZFSelect 1125 LL	37.5 bu/acre
Plot average	29.0 bu/acre

Herb Miller Plot

ZFSelect 830 LL	75.7 bu/acre - By far best in plot
ZFSelect 1125 LL	71.2 bu/acre
Plot average	67.2 bu/acre

MSU St. Joseph Plots

ZFSelect 1125 LL	80.6 bu/acre - A home run hitter
ZFSelect 1326	76.2 bu/acre
ZFSelect 830 LL	69.3 bu/acre
Plot average	68.1 bu/acre

MSU Hillsdale Plots

ZFSelect 1326	81.7 bu/acre - No. 3 and climbing
ZFSelect 823 LL	68.2 bu/acre
ZFSelect 725 LS	72.9 bu/acre
Plot average	68.7 bu/acre

TARE Plots

ZFSelect 728 LL	70.9 bu/acre - Few performed better
ZFSelect 823 LL	68.2 bu/acre
ZFSelect 830 LI	78.2 bu/acre
Plot average	68.5 bu/acre

MSU Sanilac Plots

ZFSelect 1326	83.5 bu/acre - 10 bu above average
ZFSelect 1125 LL	79.3 bu/acre
ZFSelect 725 LS	46.0 bu/acre
Plot average	73.1 bu/acre