

# ZFSelect<sup>®</sup> Seed NEWS

February  
2012

A publication of Zeeland Farm Services, Inc.<sup>®</sup>

ZFSelect<sup>®</sup>

## Bean Team Update

*By Dan Bailey, Seed Business Manager, Zeeland Farm Services*

With harvest completed, equipment put away for the winter and family and holiday events behind us, we are turning our attention to the 2012 crop planning season.

The Bean Team at Zeeland Farm Services, Inc. encourages growers to attend upcoming meetings throughout the state sponsored by the Michigan Soybean Checkoff. An example of topics to be covered is: How to battle the weeds that compete with, or damage, our crops by adapting to current control methods.

We need to preserve for tomorrow the technologies we have today and be proactive about putting into place strategies that reduce the potential for resistance to chemistry.

The Bean Team is sponsoring two grower meetings in March. See the meeting times and dates, as well as agendas and a registration form, on the third page of this newsletter. The meetings will touch on current concerns for weed resistance management (non-GMO soybeans), new seed treatment products for soybeans, Bayer's Poncho/Votivo seed treatment and soybean management ideas to max-

imize higher soybean yields. We have a more in-depth agenda this year, which includes representatives from several companies who supply the chemistries used on non-GMO acreage presenting their suggested programs for weed control.

Identity Preserved market opportunities at Zeeland Farm Services offer growers many options for increased profit per acre. The Bean Team is working hard to bring forward new products and IP programs for our grower customers.

If you are hesitant to consider lowering planting populations, changing row widths, foliar feeding, treating seed for the first time, testing for soybean cyst nematodes or planting soybeans before corn is planted to maximize yields, I encourage you to take the time to set up some side-by-sides or split a field. The Bean Team would be more than willing to help with such projects. I believe you will find the results beneficial.

I would like to close with this thought from Dr. Larry Kimsey: The biggest failure of all is the person who never tries.

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# Grain Market Update

By Jeff Johnston, Grain Merchandiser, Zeeland Farm Services

It's only February, but it won't be long before the field work will begin.

Now is the time to make sure you have a marketing plan in place, target orders in to take advantage of movement in the market and some prices locked in for the 2012 marketing year.

Locking in a profit is never a bad idea. You may not hit all the highs, but there are so many unknowns in the market it only takes one piece of news to quickly send

the market up or down a \$1 per bushel. We have been watching the weather in the South. It has been dry in areas, resulting in stronger markets. But those crops are resilient and, with today's genetics, we still look for them to produce a very good crop.

Exports have been a major factor in the markets over the last six months. With the strength of the U.S. dollar versus European currencies, it has made it difficult for Europe to be buyers of U.S.

commodities. If we can get back into the export markets overseas, that will enhance our ability to hold the level at which we have been trading.

The next USDA report we need to be aware of is the March 9 supply and demand numbers. Another key report is the March 30 Prospective Plantings Report.

No matter what the reports say, remember to expect the unexpected in the market and have all your bases covered.



# Dier Tracks

By Brian Dierberger, Agronomist, Zeeland Farm Services

Planting season 2012 will be here sooner than we expect. If you still have seed needs that haven't been filled, please give us a call at (517) 490-4216.

We have a full line of seed corn available from Partners Brand Seed. If your regular supplier is asking you to try something



different than what you ordered because they can't deliver due to short supply, consider trying something from us.

Remember, planting early is a good idea, but planting under poor soil conditions is

never a wise move. It's better to wait a few days for better conditions than to mud it in.

Although we have seen great early vigor and performance from newer hybrids and seed treatments over the past few years, let's be careful this spring about pushing things too hard.



# New Product Showcase

## ZFSelect® 1125 LL



Product characteristic	Value
Yield	5
Relative maturity	2.5
White mold	n/a
Avg. seed per pound	2,200
Processor preferred	Yes
Standability	4
Emergence	4
No-till adaptability	4
Soybean cyst nematode	5
Good ground	5
Marginal ground	4
Muck	2
Hilum color	Imperfect Black
Plant type	Intermediate

1 = Poor, 5 = Best





# ZFS 2012 Grower Meetings

**March 7, Zeeland, MI**

**Zeeland Farm Services, Inc.\***  
2525 84th Avenue  
Zeeland, MI 49464

**March 8, Frankenmuth, MI**

**Bavarian Inn Lodge**  
1 Covered Bridge Lane  
Frankenmuth, MI 48734

## Meeting Agenda

- 8:45 a.m. Registration**
- 9:00 a.m. Welcome, Dan Bailey, Seed Business Manager, Zeeland Farm Services**
- 9:10 a.m. Soybean Management, Mike Staton, MSUE Soybean Educator**
- 9:45 a.m. Soybean Update, Keith Reinholt, Michigan Soybean Promotion Committee**
- 10:00 a.m. Soybean Inoculates and Treatment, Lanny Youngson, Sales Consultant, Novozymes BioAg, Inc.**
- 10:20 a.m. Sprayer Calibration and Nozzles, Scott Breasbois, HJV Equipment**
- 10:50 a.m. ZFSelect Update, Dan Bailey and Brian Dierberger, Zeeland Farm Services Seed Division**
- 11:15 a.m. Growing Soybeans, John Diehl, Owner, D.F. Seeds**
- 11:45 a.m. Soybean Industry Update, Zeeland Farm Services, Inc. Representative**
- 12:00 p.m. Lunch/Grain Market Report, Jeff Johnston, Grain Merchandiser, Zeeland Farm Services, Inc.**
- 1:00 p.m. Weed Management Decisions, Dr. Christy Sprague, MSUE Weed Control Specialist**
- 1:30 p.m. Pesticides and Insecticides, Reps from Dow, Syngenta, FMC, DuPont, Valent, Bayer and BASF**
- 3:30 p.m. Credits, Wrap Up and Adjourn**  
*RUP and CCA credits will be offered pending approval*

ZFS grain merchandisers and Transportation Dept. representatives will be available to answer questions

## ZFS Grower Meetings Registration Form

### Register 1 of 3 ways

Send form to:  
**Zeeland Farm Services, Inc.**  
2525 84th Ave,  
Zeeland, MI 49464  
Or call:  
**1-800-748-0595**  
Or e-mail:  
**danb@zfsinc.com**

Registration deadline is  
**Feb. 29, 2012**

Meals and space cannot be guaranteed  
for those who do not register in advance

### Check which meeting you plan to attend

Zeeland  
March 7

\* Event may be moved to a nearby location depending upon attendance

Frankenmuth  
March 8

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Complimentary copies of the 2012 Weed Control Guide for Field Crops will be available

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## Monsanto Fund To Help Rural Schools

One year after launching its successful “America’s Farmers Grow Rural Education” pilot grant program, the Monsanto Fund is expanding the program to more than 1,200 counties in 39 states.

Through the program, farmers can nomi-

nate their local school districts to win grants of up to \$25,000

Farmers 21 and older, who farm more than 250 acres of corn, soybeans or cotton and/or at least 40 acres of vegetables, can nominate their local school districts

by going to [GrowRuralEducation.com](http://GrowRuralEducation.com) or by calling (877) 267-3332.

Look for more information about the program at the ZFS grower meetings in March.



## Soybean Inoculation

*By Lanny Youngson, Sales Consultant, Novozymes BioAg, Inc.*

Nitrogen is the single most critical nutrient crops need to sustain healthy plant growth and realize their full yield potential. Most crops need nitrogen from an outside source, but legume crops – soybeans, peas, beans and alfalfa – are equipped by nature to convert or fix gaseous nitrogen into ammonia, a form of nitrogen they can use.

Here’s how it works: Legumes have a mutually beneficial relationship with special nitrogen-fixing bacteria that live in the soil. Once the legume plant begins growing, the bacteria infect the tiny root hairs, multiplying in large numbers.

In response, the roots form nodules. Bacteria inside the nodules absorb air from the soil and fix nitrogen into ammonia.

Where nodulation is effective, soybeans can fix up to 250 pounds of nitrogen per acre. Effective nodulation will take place within four weeks of planting, and growers can visually assess how well nitrogen fixation is taking place by looking at the inside color of the nodule.

They turn pink or reddish in color, which is caused by leghemoglobin that controls oxygen flow to the bacteria. New nodules are formed during the plant’s life and normally end during the pod-filling stages.

### **Optimize your soybean yields**

While an inoculant provides the rhizobia necessary for nitrogen fixation, growers can further enhance the growth processes in their soybeans by using Optimize®

with LCO Promoter Technology® for soybeans from Novozymes BioAg. Applied on-seed, the LCO in Optimize provides a boost early in the growth cycle. Natural growth processes are immediately accelerated, providing a healthier start for plants, translating into higher yields and better returns at the end of the season.

Trial research has shown that soybeans treated with Optimize yield, on average, more than two bushels per acre more than untreated soybeans. That is a substantial yield increase with a great return.

With favorable commodity prices, now is the time to take a look at maximizing the potential in your fields. Optimize® may be one key to your operation’s success this season.