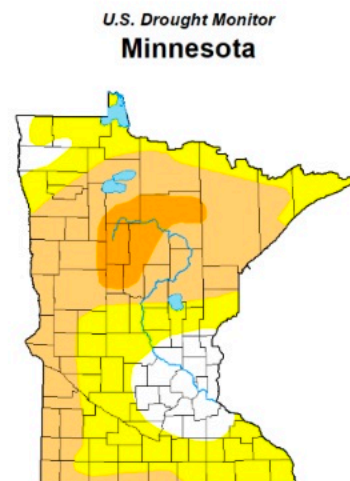
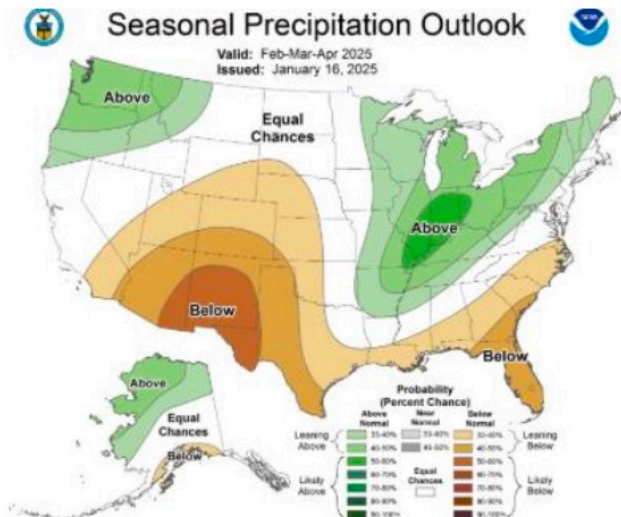


The Headlands Quarterly

NEWSLETTER

February 2025

VOLUME III | ISSUE 1



January 28, 2025
(Released Thursday, Jan. 30, 2025)
Valid 7 a.m. EST

Drought Conditions (Percent Area)

	None	D0-D4	D1-D4	D2-D4	D3-D4	D4
Current	12.26	87.72	49.40	7.47	0.00	0.00
Last Week 01-21-2025	12.26	87.72	49.40	7.47	0.00	0.00
3 Months Ago 10-29-2024	0.08	99.92	90.69	51.18	0.00	0.00
Start of Calendar Year 01-01-2025	12.26	87.72	49.40	7.47	0.00	0.00
Start of Water Year 10-01-2024	6.04	93.96	43.28	0.00	0.00	0.00
One Year Ago 01-30-2024	17.35	82.65	40.19	12.42	0.25	0.00

Save the Date!!
Thursday, March 20th
Spring Agronomy Update @ Max's Grill
(Invitation to follow)

The Headlands Quarterly

Twenty-Four Review

This month's newsletter finally made it onto my to-do list and since it's been a short while since I've been able to sit down to craft one of these there are several items I wanted to cover. First off, let's take a step back and highlight the overarching results after yield data was collected. When reviewing the performance of soybeans, whether in research plots or large farm acres, it was evident that early planting date and seed treatment was worth the time and investment. Within my area there were a few fields of soybeans planted in early April because the ground wasn't fit for corn and growers took to planting soybeans instead. The risk of cool temperatures loomed causing a decrease in stand counts but with the competitiveness of the soybean plant it was quickly able to overcome the gaps during late season canopy. It was observed that these fields showed better early season disease tolerance due to having better vegetative growth and in turn a greater number of nodes prior to flowering. The second part of this was the fungicide/insecticide seed treatment. This is always a line item that gets contested on whether the ROI is there. Between early season stand counts and seedling disease observations the soybeans that were treated had on average a 2.5 bpa advantage in this localized area. Even my soybean plot on Hwy 212 that was planted in the month of May showed this yield advantage compared to untreated soybeans. When I looked at the key takeaways from corn, it was about nitrogen loss and lower corn rootworm populations. Both trends were due to a wetter than normal May-June. It challenged early season nitrogen availability, especially in manured fields and left many of us wondering if there was enough available in the soil profile to carry through corn reproduction. The large rainfalls increased mortality on corn rootworm larvae which was a blessing because excessive feeding on an already jeopardized root system would have been the final straw for many of the corn fields. The past season tested us on how we managed the crop; some days we were wearing farmer hats never giving up on a growing crop while the next week it was our strict business mentality telling us the crop wasn't worth throwing any more money at. The reality is, most of us lived somewhere in between and if nothing else, we can take away some key learnings from last year to look back on and reflect as we go into 2025. As always, if there is something you'd like more information on from what is covered in this issue don't hesitate to reach out.

Dealership News

Channel Seed + Bayer Crop Protection = Winning Combination

I tried to make this a topic of discussion during our seed meetings, but if I missed it with a few of you forgive me. This year Channel corn and Connect E3 soybeans are part of the Bayer Plus Rewards program. For those that are not familiar with the Bayer Plus Rewards Program, it is a program that offers cash back based on the purchase of Bayer seed, herbicides, fungicides, and insecticides. This program has been around since 2021 but has not included Channel seed until this upcoming growing season. With seed being a large component of the qualifying levels the cash back does start to add up quickly when using in season chemistry like Laudis, and Delaro. To illustrate an example, I'll use a 1200-acre grower planting Channel corn and Connect E3 soybeans. He applies Harness as his pre-emergent and Round-Up + Laudis post application on corn acres. In his soybean program he uses Round-Up + Warrant and Delaro Complete fungicide. Based on these acres and products used he earns \$9,600 in Bayer Plus Rewards which can be cashed out at the end of the year. Having Channel part of this program increases the level of rewards quite considerably so make sure you take this into account when creating your 2025 chemistry plan. One last call to action on this would be for those that purchase seed as a farm entity but your chemical as individual tech ID. You will need to make sure you log into BayerPlus.com and link your multiple-tech ID's back to the farming operation. If you have questions on this, please reach out and we'll get it squared away.



Products Included In Rewards Calculation:

PORTFOLIO PRODUCTS INCENTIVES \$8,400

PORTFOLIO PRODUCTS - SEED	Qualified Acres	Volume	Reward Rates	Reward
Channel® Corn	600	240 bags	Qualifying Product	Qualifying Product
Connect® Soybeans	600	600 bags		

*Rewards are calculated starting with the highest acre product, also known as your "qualifying product."
**Seed products count as a single product in the Bayer PLUS Rewards program.

PORTFOLIO PRODUCTS - HERBICIDES	Qualified Acres	Volume	Reward Rates	Reward
Harness® Herbicide	600	168.8 gal	\$2/acre	\$1,200
Laudis® Herbicide	600	14.1 gal	\$3/acre	\$1,800
Warrant® Herbicide	600	225 gal	\$4/acre	\$2,400

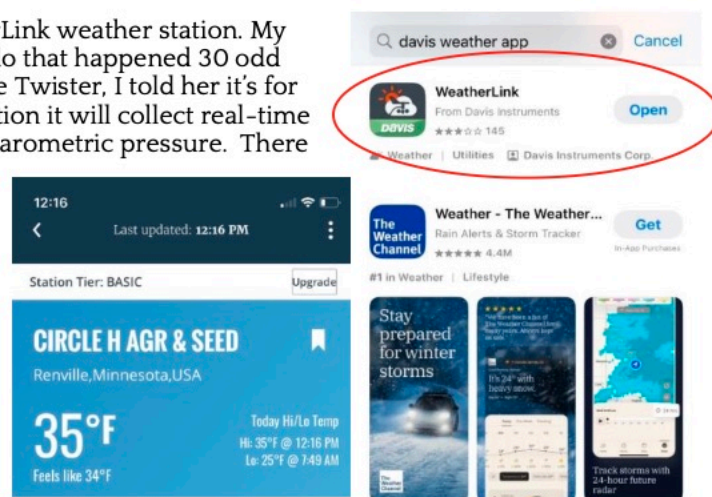
PORTFOLIO PRODUCTS - FUNGICIDES	Qualified Acres	Volume	Reward Rates	Reward
Delaro® Complete Fungicide	600	37.5 gal	\$5/acre	\$3,000

ROUNDUP® | XTENDIMAX® INCENTIVES \$1,200

ROUNDUP® BRAND AGRICULTURAL HERBICIDES	Qualified Acres	Volume	Reward Rates	Reward
Roundup PowerMAX® 3 Herbicide	1200	281.3 gal	\$1/acre	\$1,200

Weather Station Install

Just a few weeks ago I bought and installed a Davis WeatherLink weather station. My wife Rachel claims it's some trauma purchase from a tornado that happened 30 odd years ago and while it may look like Dorothy from the movie Twister, I told her it's for my customers... Much like any other Davis WeatherLink station it will collect real-time as well as historical rainfall, temperature, wind speed, and barometric pressure. There are plans to add probes for soil temperature and moisture but will need to wait until frost is out of ground for installation. For those that farm near my business or simply want to see what the weather is like south of Renville you can easily add this weather station to your favorites for easy viewing. If you don't already have the Davis WeatherLink app you can download it for free, create a username/password, and then add the **CIRCLE H AGR & SEED** weather station. More to come with this but my plan will be to use real-time data for quick updates and historical data to better understand trends as your crop is progressing throughout the growing season.



Seed Supply, Sizes, & Trends

The seed warehouse is filling up and I should have 95% of the product in by the first week of February. Corn seed sizing has consistently been medium rounds/medium flats at 48-52lb bag weights and as of today, there will not be any product coming from winter production. Soybeans have shown a bit more of a difference in sizing which shouldn't be a surprise as I saw this firsthand between different genetics when doing plot evaluations late season. A few of the varieties are at 2600 seed/lb average while others are upwards of 3500. Everything is good quality and tagged at germ specifications. A quick glance through the full Channel seed guide and you'll notice a huge corn line-up as this was a result of the regional brands and Channel being combined for the year 2025. This created a lot of options within genetic and trait packages that ultimately led to a greater number of products that I carry. The past few years I've typically carried 12-14 different product codes (SKU's) in my warehouse but with all the options and finding the right product for the right acre it has increased to 21 SKU's from 95-109 RM. When it comes to above and below ground traits, I saw an increase in the demand for SmartStaxPro/VT4Pro products this year over previous. Increased corn acres combined with the all too prevalent northern corn rootworm beetle in 2023 led growers to find a hybrid with added trait protection. This year my area will have twice as much rootworm trait corn being planted versus 2024.

Seeding Rx Maps

In a growing season where every dollar makes a difference building a seeding prescription should be a no brainer. Whether you work with a consultant on seed Rx maps or create your own make sure you take the time to understand the ear flex of the hybrid you are planting. I try to spend a lot of time later in the season at plots archiving what hybrids have greater ear flex and kernel depth while also considering stalk diameter. I take a lot of notes and combine them with Bayer's internal genetic x population data to get a really good idea of the high and low population on any given Channel hybrid you may be planting. I'll be working through many of these and building seeding prescription maps during February and March. Reach out to set up a time and we can go through your list of hybrids.



TitanPro Update

Most of you have finalized your chemistry plans and order but if you still have questions or would like to price out some different program options give a call, and I can help provide dollar/acre cost. One discussion topic that kept arising as we talked about crop protection this winter was the change in Liberty (glufosinate) formulation moving forward. In the past their product offer was Liberty 280 SL and while there may be some of that floating around this year TitanPro will be offering their new formulation of Liberty Ultra. Same active ingredient but the formulation changes slightly providing their proprietary "Liberty Lock", designed to better adhere to leaves with improved weed control. Liberty Ultra will also have a reduced application rate when compared to the 280 SL, which will be a 25% reduction in rate/ac (Liberty 280 SL @ 32oz = Liberty Ultra @ 24oz). This will be important to keep in mind when applying.

Agronomic Update

Let's Dig In.... to Compaction

There were about five different topics I thought about dedicating this agronomic update to but kept coming back to soil compaction. By definition it's the process where soil particles are pressed together, reducing pore space making it denser and harder which ultimately reduces the ability to absorb nutrients and water, but you know this...so why suddenly is this more important now than any other year you've been farming? Well, it's because in many of the fields I scouted late season I believe we are dealing with horizontal shallow compaction layers on top of the already existing sub soil compaction. For anyone that sat in the tillage tractor this fall or attempted to soil sample you experienced this firsthand. The rainfall we had this spring was a huge contributing factor, wet soils have less strength and when moisture is at field capacity it tends to cause the largest amount of damage to soil structure. For curiosity this fall I grabbed a penetrometer and pushed it into soybean stubble (Figure 1) that would have had normal conventional tillage practices. Using the small tip, I pushed it into the planter/sprayer wheel tracks and then in areas outside of the wheel track. Both registered compaction layers within 3" of soil surface. This is concerning because it's the basis for our early season root development leading to nutrient uptake. With equipment size continuously getting larger and our urgency to be in the field in the spring we have started to create a horizontal layer from spring tillage. We should also keep in mind some of those areas within the field where crop residue was less this year due to drowning out or shorter than normal plant height from saturated soils. In checking these spots this fall I found that because there wasn't good microbial activity and root development (Figure 2) it led to a stale soil profile which decreased pore space creating blocky/chunky soil structure.

Green (0 - 200 psi)
Good Growing Conditions
Yellow (200 - 300 psi)
Fair Growing Conditions
Red (300 psi and above)
Poor Growing Conditions

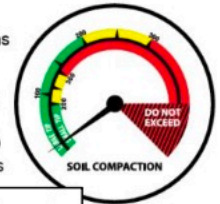
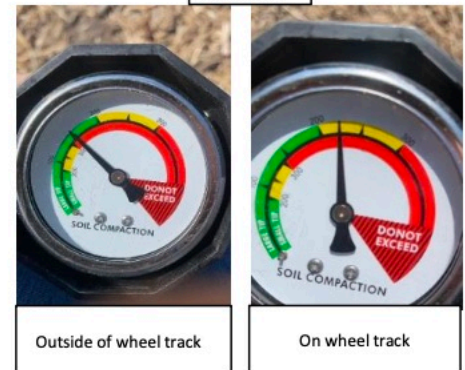


Figure 1



Living cover and soil compaction

Plants pump sugars/carbon (root exudates) into the soil.
↓
Microbes feed on carbon in exchange for nutrients.
↓
Extracellular polymeric substances (dead microbe goo) helps glue soil particles together.
↓
Mycorrhizal fungi produce a very strong, sticky protein (glomalin) that glues soil particles together.
↓
No plants = no microbes = no aggregates!

Figure 2

Axle loads

Loads > 10 tons/axle will cause subsoil compaction in wet conditions.

Keep axle loads < 10 tons in well-aggregated soil and < 5 tons in poorly aggregated soil to localize compaction in the top 6-10 inches.

Unload more frequently/on headlands in wet conditions.

Equipment	Load (tons/axle)
Gravity wagon, 385 bu, 2 axles	6.5
Tractor, 200 hp, 4WD, front axle	7.5
Tractor, 175 hp, 2WD, rear axle	8
Gravity wagon, 560 bu, 2 axles	10
Slurry tanker, 4,200 gal, 2 axles	11
Tractor, 325 hp, 4WD, front axle	13
Tractor, 580 hp, 4WD, front axle	16
Tractor, 580 hp, quad-track, front axle	18
Combine, 250 bu, front axle	18
Slurry tanker, 7,200 gal, 2 axles	18
Class 9 combine, 590 hp, 360 bu, 12 row, front axle	20
Grain cart, 720 bu, 1 axle	22
Grain cart, 1200 bu, 1 axle	38
Class 11 combine, 790 hp, 485 bu, 16 row, front axle	44
Grain cart, 2000 bu, 1 axle	73

Understanding compaction areas within your field is extremely important and, in a year, where we may be running thin on margins, it can quickly affect nutrients that move very little in the soil like phosphorus. I'll wrap up by saying that just because you had high yields in 23' it doesn't indicate the absence of an abrupt soil density change or compaction layer. It's a relative scale and timely rain will help mask this issue causing you to believe there isn't a concern. It's best to recognize if you have a problem by going out, digging down into your soil profile, and analyzing if there is a sudden change in soil structure. We can't control the rainfall, but we can manage our wheel traffic, and time when we are in the field, which is especially important with that first pass of spring tillage. If you have questions or thoughts, reach out and let's dig into this further for your operation.

Greg Haubrich
CCA