



Dicamba Advisory Council – Day One 6/29/2010

Attendees

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| Beth Bechdol – Agribusiness Council of Indiana | Levi Huffman – Huffman & Hawbaker Farms |
| Stanley Culpepper – University of Georgia | Kim Magin – Monsanto |
| John Allen – Brandt Consolidated | Mindy Whittle – Monsanto |
| Scott Bretthauer – University of Illinois | Donna Farmer – Monsanto |
| Steve Myers – Busey Ag Resources | Jeff Travers – Monsanto |
| Steve Smith – Red Gold, Inc. | Martin Lemon – Monsanto |
| Tamara White – Illinois Farm Bureau | Dan Wright – Monsanto |
| Johnny Dodson – American Soybean Association | Simone Seifert-Higgins – Monsanto |
| Randy Mann – American Soybean Association | Richard Voth – Monsanto |
| John Hendricks – Heritage FS | Matt Faletti – Monsanto |
| Ryan Wolf – Winfield Solutions, LLC | Cindy Arnevik – Monsanto |
| Wayne Lovelace – FK Nursery | Bob Peirce – Monsanto |
| Fred Dressel – Evergreen Vineyard | Jay Kelley – Adayana |
| | Dave Buelt – Adayana |

Discussion Summary

- **Welcome and Introductions – Kim Magin**
 - The primary objective of the council is to “problem-solve” ways that all stakeholders win from the launch of the dicamba tolerant technology.
 - The task for the group is to identify ideas and share feedback for how to best launch and implement the technology.

- **Overview and Expectations for the Dicamba Advisory Council – Jay Kelley**
 - Objectives for the Council:
 - i. Proactively identify the potential issues/opportunities that may arise with the launch of Dicamba Tolerant soybeans.
 - ii. Engage industry stakeholders from a variety of fields involved with the Dicamba Tolerant technology to gain insights and perspectives.
 - iii. Equip stakeholders with information, resources, tools, and best management practices necessary to ensure responsible usage of the product, which untimely will provide benefits to all parties.

- **Sensitive Crop Growers Roundtable Discussion – Dave Buel**
 - *Panelists for the Discussion: Johnny Dodson (JD), Wayne Lovelace (WL), Randy Mann (RM), Levi Huffman (LH) & Fred Dressel (FD)*
 - ***Provide a brief background on your operation***
 - **JD:** Diversified crop producer from Tennessee and Chairman of the American Soybean Association Executive Committee
 - **WL:** President and CEO of Forrest Keeling Nursery, a commercial nursery that specializes in environmental and conservation applications
 - **RM:** Diversified crop producer from Kentucky and Chairman of the American Soybean Association Trade Policy and International Affairs Committee
 - **LH:** Diversified crop grower in Indiana, raising corn, soybeans, tomatoes and peppers
 - **FD:** Full-service management consulting firm for vineyards throughout the Midwest
 - ***What have you heard about the dicamba tolerant technology?***
 - **FD:** Familiar with dicamba, but this is the first real exposure to the technology

- **LH:** Heard about the technology through various specialty crop contacts and have looked for research on the technology through the internet
- **WL:** Have heard that caution will need to be used when applying dicamba; nursery industry not afraid of the implications at this point but some concern does exist for our customers
- ***What are the benefits and concerns of the technology from your perspective?***
 - **JD:** Benefits - Dicamba is very effective, especially on the weeds that glyphosate does not touch; also, dicamba has a residual effect. Concerns - Significant risk related to drift if operator is not careful when applying; currently, it can be difficult to control drift; physical drift versus volatilization: we can limit physical drift, but uncertain how much volatilization can be controlled
 - **WL:** Benefits - Dicamba could be a good solution to controlling weed problems if operators are educated on how to apply it
 - **RM:** Benefits – Excited about the technology from a weed control perspective. Concerns – Proximity to homes (gardens and landscaping) could cause issues; global acceptance of the dicamba tolerant trait could create issues if not addresses prior to launch.
 - **LH:** Benefits – Combined with glyphosate, the technology will offer an additional mode of action. Concerns – Used dicamba in the past but quit applying it because it killed gardens at nearby homes; using two modes of action could become problematic if not controlled properly; creates issues for neighbors if we try to tell them not to apply dicamba due to sensitive crops; spray requirements/labeling may create confusion/concern for applicators; unsure of how to control drift/volatility and identify where it comes from If crop damage occurs. Depending on the stage of production, dicamba drift can either delay production or kill the plant entirely.
 - **FD:** Concerns - 90% of clients are in small, secluded areas in MO, which should not be affected by the technology; however, could foresee significant drift issues in corn/soybean areas, which would have a negative impact on grape production as the plat has trouble “pushing through”; determining liability if crop damage occurs may also be troublesome
- ***How would you determine faults/liability for crop damage***

- LH: Very hard to do based upon a research study that indicates dicamba particles can move up to two miles; implementing/managing stewardship with neighbors is critical
- FD: A handshake and a cold beer can go a long way
- ALL: Education around stewardship/application will be critical
- **Question for Levi: How do you manage stewardship?**
 - LH: Communicate and educate local farmers on implications to sensitive crops at the beginning of the season
- **What are the windows of opportunity/times to avoid for application?**
 - FD: Early to mid May (2-4 weeks into grape plant growth) would be the worst time for application
 - LH: May-August is the growth cycle for tomatoes and peppers; flowering is a critical time (3-4 weeks from planting)
 - WL: Seeding is a critical time for growth
 - WL: One idea that might help is to learn from animal agriculture by building wind breaks that could limit/contain drift
- **How does this technology impact rural areas?**
 - RM: Must monitor wind conditions and lower booms when applying; must communicate with neighbors before spraying to confirm location of susceptible crops; may need to create buffer zones between tolerant and susceptible crops
 - JD: Farmers have become accustomed to spraying glyphosate whenever and wherever; we are going to have to “retrain” farmers on proper application techniques and practices; LibertyLink and other technologies will be attractive options for farmers who face resistance, which could compound the implications due to the use of multiple herbicides
 - John Allen: Used dicamba in the past, but will need to retrain folks and deal with the implications; in the past, managed dicamba through industry recommendations (e.g. BASF’s 20/20/20) and sometimes just had to take dicamba out of the portfolio
 - Steve Myers: Banvel® is the perception and reputation of dicamba; fear related to dicamba is associated with the “walk away” drift
- **What sources of information do you use for researching dicamba/technology topics?**
 - FD: Working through associations and universities to disseminate information; Missouri created a sensitive crop registry

- **LH:** Chemical rep must know and inform farmers/applicators on how to apply dicamba; put application information on the internet; provide education and resources to CCA's
- **RM:** Must educate the retailers on the best management practices for applying dicamba and train them to determine a plan for specific operations
- **WL:** Nurseries rely on trade associations and technical/chemical reps for information
- **JD:** Resources and education should be provided to CCA's, retailers and Extension/university services; should take a regional approach for determining education avenues (e.g. usage of Extension agents varies by region)
- **What other recommendations would you offer to the group?**
 - **JD:** Must educate people in all segments of agriculture as to what to expect and how to use; develop a chemistry that does not volatilize (this is imperative)
 - **Stanley Culpepper: What type of information is needed?**
 - **JD:** Must be very blunt when communicating to the farmer; provide information related to volatilization of the product, cannot continue to change recommendations/techniques and all applicators should receive the training
 - **Steve Smith: How do you view the reaction from the farmers?**
 - **JD:** Ag will be receptive and we will not damage other's crops
 - **LH:** The economic damage could be significant; which could force sensitive crop farmers to quit growing sensitive crops if the damage/potential was severe enough; we wouldn't sue our neighbors if there was drift (but the processors might if it affects supply); talking to neighbors and chemical reps will be critical
 - **WL:** This is all about education; market this product around the benefits to the producer; how many applicators really take time to read the label (assume most rely on reps)
 - **RM:** CCA's/Extension/University must drive the education around application; do not want dicamba to face similar issues to Command®
 - **JD:** I need a license from my seed company to purchase and plant seed – could we develop an education program that is required before purchasing and applying dicamba (or by requiring education when



- purchasing the dicamba tolerant trait); do not expect to see a switch back to custom application as a result of this technology
 - **FD:** Must learn to control dicamba through education; forcing continuing education for any audience segment would be unpopular
 - **RM:** Double crop situations are critical due to resistance issues; no one enjoys reading labels; need to provide templates and education that are easy to understand and implement
 - **Ryan Wolf:** Knowing where the technology will be used will be critical when considering information, education and resources
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- **Dicamba Research Field Tour – Matt Faletti (Stolte Farms)**