

Dustin F. Lewis Monthly Report

To:	Gary Schmitz, MWTS Group
Cc:	Matt Leininger, Kent Stickler, Aaron Bice, Troy Klingaman, Clay Sellmeyer, AJ
Date:	Woodyard, Jeremy Hogan, Jared Brown September 26, 2014
Location:	Urbana, Illinois
Subject:	Central/Southern IL Monthly Update

Tech Service Activities:

- Harvesting Development/Marketing/Agronomic research trials at MWRF. DFL.
- Field investigations with BRs (see below for highlights). DFL
- Presented for Argentinian Grower Tour at the MWRF. Approximately 30 patrons (growers/retailers). There was alot of interest in our layered residual approach as many of the growers are fighting GLY-Resistant Palmer Amaranth. Presentations included:
 - BASF Midwest Research Farm Overview and Advanced Weed Control:
 Dustin F. Lewis
 - o Agronomic/Research Plot Tour: Dustin F. Lewis and Troy Klingaman
 - Klein Farm Tour/Equipment Showcase: Jill Cain
- Assisted United Suppliers in hosting a Manager's Meeting at the BASF MWRF. Area Manager Sam Knott reached out to local BR Scott Stout to request hosting the meeting at our new facility. I gave an overview of BASF's history in agro-chemicals, as well as our focus at the MWRF. The meeting was well received by Knott's Marketing/Agronomy team and I hope we can continue to leverage the new facility to create stronger partnerships with local/regional retailers. DFL

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- Attended Gilman Fertilizer 'Grower Appreciation' luncheon with BR Jason Little. At this
 meeting, DeKalb Agronomist Erica Parker was speaking on new hybrids for 2015 and what
 they are seeing out in the field. In Parker's own testimonial, she explained how she had
 witnessed several of DeKalb's top "plant health" hybrids respond positively to tassel
 applications of Headline AMP. Parker referred back to her experience with TSR Kurt
 Maertens and myself at our "Hybrid Fungicide Block" at the BASF MWRF. It was a great
 moment to see a seed agronomist have full plant health buy-in from a personal experience. I
 believe that we should be targeting local seed rep to help recreate some of these moments.
 DFL
- Attended National Business Conference (NBC) in San Diego, CA. DFL

Field Investigations:

 Meeting with Pat Boone, Pioneer Soybean Production Agronomist, to visit dicamba drift on DT-soybean production fields near Shelbyville, IL. Several growers working with Boone had concerns with dicamba off-target movement onto adjacent soybean fields.

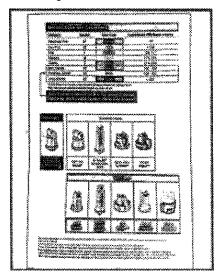


We visited over a dozen growers who had alleged dicamba injury from nearby DT-soybean production fields to discuss particle drift, volatility, nozzle selection, tank-clean procedure, etc. The majority of growers were distressed from the off-target movement of dicamba and were seeking retributions for yield loss and/or emotional suffering. Following the initial conflict, I walked the growers through the 'WHY and HOW' dicamba can move off-target. I also randomly sampled affected versus unaffected soybeans to look at pod count. Based on my

observations in the majority of cases, yield loss it not expected from dicamba drift; however, many growers remained hesitant until they harvest the crop. Based on this experience, further dicamba training with growers/retailers/applicators is essential for the successful launch of Engenia herbicide. DFL



Left to right: Severe to no visible dicamba injury and corresponding pod counts.



Copy of Monsanto nozzle recommendation for DT-soybean production.

Copy of training material Monsanto is giving Pioneer for DT-soybean seed production. The majority of drift complaints I walked were based around applicators that used the AI, AIXR, or the AITTJ for Clarity applications. Note that BASF only recommends using nozzles that consistently produce XC to UC droplets (ie-TTI, Hypro ULD-120, or Greenleaf TDXL-D nozzles) for Engenia applications. If there are DT-seed production acres in your geography, please make sure they are using our nozzle recommendations, not Monsanto's. DFL

Calendar of Events:

Date:	Event:	Location:
10/07-08	Purdue University Career Fair (MWRF Internship	West Lafayette, IN
	Recruiting/Interviews)	
10/09-10	U of IL Career Fair (MWRF Internship	Champaign, IL
	Recruiting/Interviews)	
11/03-07	MWTS Fall Meeting	New Orleans, LA
12/01-4	NCWSS Conference	Minneapolis, MN

12/09	D101 Illinois Innovation Symposium	Champaign, IL
12/10-11	D105 Business Meeting	TBD
12/10-11	D102 Retailer Launch Meeting	Wis Dells, WI
02/02-06	TS/Biology Joint Meeting	TBD