



To: Gary Schmitz & MWTS Date 02/21/2016

Location: Mahomet, IL cc: Leon Duchene
Suzanne Harwood
John Sabatka

From: Derek Cottrill

Location: Sioux Falls, SD

Subject: Monthly Report

General Activities & Focus (30-60 Days)

Temperature has ranged from very cold to mild this month. A lot of melting snow makes for plenty of moisture in the ground. My time in February has been dedicated to customer meetings and prep for trials this spring. A week in RTP for the tech service meeting and two weeks of retailer meetings filled up most of February. March appears to be filling up the same way. Will focus on getting out with reps, customer meetings, and placing trials with cooperators in March.

Impact Activities

Attended the tech service protocol planning meeting in RTP. Lots of good discussion on TMM trials. TMMs did a great job putting the protocols together.
Cottrill

Assisted Duane Rathmann, Leon Duchene, and area IS and BRs at a series of 7 district 305 retailer meetings the second and third week of February. Had a total of 690 salesmen and applicators attend with a lot of good feedback. Morning topics included BASF overview, pipeline, virtual plot tour, and dicamba/Engenia training. The afternoon portion consisted of two hours of on target application academy. I presented the dicamba/Engenia training and assisted Duane Rathmann with the on target portion.

Big thanks to Katie Demers for helping with the second week and covering the pipeline talk. Also, thanks to all IS and BRs that attended and/or presented. One comment we got from an attendee was "no one else in the industry is doing this type of training for their customers". Common questions included: can we use pulse width modulation systems with Engenia?, will the label stay the same (i.e. pre plant intervals) for other dicamba products?, and when will other nozzles and tank mixes be approved? Cottrill

Had a conversation with the South Dakota Winfield agronomist on Engenia. He said he is getting a lot of questions about the Dos and Dents on Engenia and that

there is still a lot of confusion. He said there are plenty of customers who don't understand why you cannot apply any dicamba you want to the Xtend beans which makes me concerned. Growers after a Nutech seed meeting claimed the Nutech sales people were claiming you would be able to put any dicamba on the Xtend soybeans. Cottrill

Currently scheduling meetings with cooperators to get trials placed. Still having trouble finding all the finalized protocols on the forum. It could be because they haven't been posted yet or it may be an issue with my lotus notes. The format of the forum on my computer mysteriously changed making it difficult to find what I'm looking for. Cottrill

Almost all retailers I've talked to seem to have a lot of interest in getting Engenia plots out at their demo locations. I will work on getting these demos placed over the next month. Cottrill

Working with Hefty to coordinate two webinars I will be giving to their group in March. One on resistance management and herbicides and one on plant health. Cottrill

Working on Engenia Module. Cottrill

Sales Tools Development

Field Investigations

Administrative

Got my tablet back from RTP but still having trouble with the virtual smartcard. James Gibbs informed me I may need to send it back in this week if we can't resolve the issue soon. Same story different day.

Cooperator/ Trial Update

Currently placing trials

Competitive information:

Calendar of Key Activities:

February 23	Tri State Aerial Show	Sioux Falls, SD
February 23	Sunflower Meeting	Chamberlain, SD
February 25	SD Consultant Meeting	Deadwood, SD
March 3	Consultant meeting	Brookings, SD

March 7 & 24	Pesticide App Certification	Sioux Falls, SD
March 8	Watertown Coop Meeting	Watertown, SD
March 9	CPS meeting	Northville, SD
March 11	Hefty Meeting	Baltic, SD
March 10 & 24	Hefty Webinars	Office
March 14-16	Winfield/BASF Tech Meeting	Minneapolis, MN
March 18	Lake Area Tech Meeting	Watertown, SD



From: Duane Rathmann

cc: Midwest TS
Leon Duchene
Shane Hennigh

Location: Waseca, MN
Subject: Monthly Report

General Activities

One week at the national tech service meeting and two weeks of retailer updates/OTAA have consumed most of the last thirty days with meeting preparation, travel, and assisting BR's with sales support material. Rathmann

Computer issues continue to be a major issue limiting productivity and creating frustration. My laptop along with several other lucky remote users had Office uninstalled during a recent update. Of course this happened right before a meeting presentation where all of a sudden I had no Power Point. Meanwhile my tablet is very slow. It seems we need at least 2 machines (laptop and tablet) in hopes of one being functional at any one time. Rathmann

Impact Activities:

- Worked the booth with BR Kate Greif at the MN corn and soybean growers association meeting. Some good conversations with growers on various topics. The Dosatron running at the booth spurred many conversations on in-furrow use of Xanthion. Rathmann
- Derek Cottrill and I teamed up for a series of seven retailer product update and OTAA training over a two week period where we had a total of 690 customers (mostly sales agronomists and applicators) attend. Also, thanks to Katie Demers for help on the second week. Registrations shot up as soon as the Chinese approval of the Xtend trait was announced. The OTAA and dicamba training was a good experience as it forced us to customize our presentations and sharpen our skills on the subject. We had Scott Bretthauer do most of the OTAA presentation for meetings five and six, but he was very flexible allowing us to blend our information with his. BR Kate Greif had an email survey automatically sent to all who registered for feedback and overall we had some good comments on the dicamba training and OTAA segments. Rathmann

Key feedback and observations from our meetings:

- As Jarod Roskamp alluded in his monthly, I also have a major concern of non labelled dicamba formulations being used by growers on Xtend soybeans in 2016. We would hear retailers talking about some of their grower, reports of growers bragging, etc that they fully intend to use Clarity, etc in 2016 and disregard labels. Rathmann

- We quickly learned that we were only causing confusion, and doing our customers and ourselves a dis-service by continuing to refer to "DT" soybeans instead of Xtend soybeans. At one point a retailer asked me if BASF had their own soybeans called DT. I feel we need to get behind Xtend soybeans and promote the opportunity to look at the yield potential in 2016, then use that momentum to sell Engenia for 2017. We only have the opportunity to sell Engenia in 2017 if Xtend soybeans are planted. Rathmann
- As I mentioned, Scott Bretthauer did a good job at two of our meetings and I picked up some good information from him on some of the deeper dive info on nozzles. In support of our TTI nozzle recommendation, he commented at our meeting that he tried to "break" the performance of Engenia with TTI's, but performance was not compromised. He did say that he saw performance of 2,4-D fall off with the TTI's. Rathmann
- Questions on our recommendations with pulse width modulation (Aim Command) booms occurred at every meeting before we got to that point on our presentation. As of now we could only say that TTI's would be the only way to apply Engenia initially, and we were working on getting other nozzles approved and that we hoped we had more options by next season. Scott Bretthauer mentioned that he thought Wilger DR nozzles (common with PWM booms) should make the cut producing extra coarse and ultra coarse droplets. This needs to be high priority. Rathmann

Plots

- Beginning contacts to place protocols as most are now final. Rathmann

Competitive Information

- **Dow:** At a meeting I attended, the Enlist specialist for MN made it clear the registration for Enlist Duo is intact, but the EPA will continue to review the synergy issue. The emphasis of the Enlist presentation was on advantages of the formulation and label including allowing applications through the V2 stage, 90% reduction in volatility, easy sprayer cleanout as water based product as rec was triple rinse with no cleaner, similar cost as other 2,4-D formulations. Chinese approval of Enlist corn is imminent while soybean is less known. Rathmann

Calendar of Key Activities:

Date	Event	Location
Feb 24-29	Vacation	
March 8	River Region Coop OTAA	Sleepy Eye
March 9	West Con retailer meeting	Holloway
March 11	Winfield meeting with Reed Barret	Shoreview
March 14	Winfield agronomist tech exchange	Shoreview
March 15	Midwest tech service meeting	Shoreview
March 21	Univ of MN Weeds group protocol review	Waseca
April 4-7	District Meeting	TBD
June 2-8	Vacation	
July 21-27	Vacation	
Sept 12-16	NBC	Indianapolis
Dec 12-16	NCWSS	Des Moines