



# Miller Highlights

# Spring 2011

## New Miller Hybrids Sales Agronomist

A lot has happened at Miller Hybrids since our last newsletter. We are pleased to welcome Doug Cling as our new Sales Agronomist and research field manager. Doug will also manage our warehouse. Doug has experience in seed sales as a farmer dealer and district manager. Doug was a farmer near Mediapolis, Iowa for about 30 years and he has his CCA and commercial pesticide applicators license. Please stop by our office and meet Doug if you are in the Kalona area.

## New Headquarters and Warehouse

After delays in construction due to the wet summer, we are pleased to be in our new office and warehouse, which is one mile west of Kalona, Iowa on Highway 22. The address is 1213 Larch Ave., but be aware that MapQuest™ may take you a few miles from our site, so be sure to turn west off Highway 1 at the 4-way stop in Kalona. Additional landscaping and outside cement work will be completed this spring. The site will allow a doubling of the warehouse when needed and a location for a future machine shed/shop. We have room on site for a field demonstration plot west of the office.

We enjoyed having many of you attend a seed day on November 30, before we moved in officially in early January. We typically are open Monday thru Friday from 8:00AM to 5:00PM, with longer hours and Saturday work during shipping and planting season. Chris Rusch our Office Manager, will usually be at the office and Chad Gillam VP of sales and myself are available by appointment or if you catch us there. Doug or Chris will be able to assist you if you prefer to pick up seed at the warehouse; however we appreciate as much advance notice as possible. In season we will deliver seed locally at any hour if you run low. Just call Chad's cell 319-330-8021 or mine 319-325-6158 with your seed needs.

## Crop Insurance Considerations

Revenue insurance is calculated using a \$6.01 price for corn this year, so this may be a year to consider more corn-on-corn. Many farms have locked-in a minimum revenue guarantee of between \$800 and \$1000/acre with revenue crop insurance. If you plant at least 75% of your corn to stacked trait corn containing corn borer and root worm tolerance, you will qualify for the BE endorsement which could save you several dollars per acre. Remember you have simply locked your insurance program type, but have until planting to determine what crops you plant.

If you apply Headline™ this year you could also qualify for a 50% reduction in the green-snap rider on your hail insurance. Considering the numerous high wind events Eastern Iowa experienced over the past 3 years, I strongly recommend you consider the green-snap rider, which will cost about \$1.25 to \$1.50/acre for \$1000 coverage, if you use Headline. The only deadline on this insurance is determined by you up until a hail or green-snap event has occurred.

## Corn Input Considerations

This is a year to be sure to provide adequate fertility and disease and insect protection to your crops. The last two years have had lighter than normal insect pressure, possibly due to the excess water and other climatic factors



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adversely affecting insect survival. However we did experience considerable late corn borer damage in some later planted fields in 2010. Insect traited corn or insecticide is cheap insurance in a year when you can insure corn for \$6.10/bushel of corn.

Much yield was lost last year due to low N availability due to denitrification and leaching. Being able to side dress N as a standard protocol, or as an early rescue if we again experience wet conditions like last year, is critical. Correcting low pH, P, K or micronutrients also will provide a nice return on investment. If you are high in P and K, you can skip a year with little effect on yield. Zinc, sulfur, magnesium, boron and possibly other nutrients can be limiting in some cases and it may be worth it to spend the time and money to test for and correct deficiencies. We offer limited units of 3 hybrids of corn seed with Zinc added as a seed treatment, if you are interested. We are very interested in comparisons on your farms.

If we experience another year like last year, consider applying fungicide for significantly increased yield potential and better standability. Due to the difficulty of scouting fields properly, since there is a latent period when disease is present but visible symptoms do not exist, we recommend spraying corn-on-corn, low lying fields, or more disease susceptible hybrids automatically. You also can include a curative if much disease is present (use Headline AMP™ or Quilt™), as Headline™ or Quadris™ only protect the plant from further disease infection. Last year we even saw cases of healthy hybrids showing a 10 Bu/acre yield advantage with Headline, possibly because of the energy used by the plant to defend itself against the disease.

### Soybeans

Miller Hybrids plans to offer soybeans to our customers in 2012. This year we offer 3 cyst tolerant Champion™ soybean varieties (2.5 RR1, 2.8 RR2, and 3.2 RR2) which withstood the white mold and SDS the last two years and exhibited excellent yield. Call us for any additional bags you may need.

### Alfalfa

We need to finalize alfalfa orders in the next few days to insure we can get the right seed to you for planting when conditions are right. If you have a thin stand of new seeding or an older field with a thin stand, talk to us about the possibility of overseeding with alfalfa. We have an excellent new fine-stemmed Sunstra™ Hybrid which is from a cross between branched and tap root varieties. We also offer 4 standard varieties including a leaf hopper tolerant, a tap root and a branched root (for wet fields).

### Corn Hybrid Seed Availability

We currently have a limited supply of several of our key triple (CBLLRW) or quad stack (GTCBLLRW) hybrids, although some are sold out and others are very close. We have an excellent set of conventional (108 to 112 day) and refuge hybrids still available. We also have many good straight corn borer tolerant hybrids with Liberty Link™ technology available. We also offer a tier II pricing program for overstocked or odd-lot hybrids at 40 to 60% off. Please contact a local dealer, Chad Gillam VP Sales (319)-330-8021, Bob Miller Pres. (319)-325-6158, or the office (319)-656-2532 or 866-WIN-CORN to order or to find more information about how Miller Hybrids can partner with you to increase your profit per acre.

**Come Grow With Us!**