

TECHtalk®

Independent. Options.®

**HELPING FARMERS
FEED AND FUEL
THE WORLD**

TECHtalk is published monthly for dealers of Latham Hi-Tech Seeds, focusing on technology, agronomy, trends and news from around the seed industry.

DECEMBER 2020

Look at Multi-Year Soybean Yield Data



by **MARK GRUNDMEIER** SOYBEAN PRODUCT MANAGER

1-877-465-2842 | markg@lathamseeds.com

IN THIS ISSUE

- p1** Look at Multi-Year Soybean Yield Data
- p2** How to Use Multi-Year Yield Data Effectively
- p3** Give Alfalfa a Second Look
- p4** Tips for Preparing for Ag Lender Meeting

Latham®
HI-TECH SEEDS

131 180th Street
Alexander, IA 50420

CALL 1.877.GO.LATHAM
(1.877.465.2842)
641.692.3258 Office
641.692.3250 Fax

This variety earned six Top 10 finishes in the 2020 F.I.R.S.T. trials; took first in 2019 Latham Test 909 Summary; placed first in our 2020 Test 960 trial at Glyndon, MN; and was 2nd overall in the 2020 Summary of Test 960!

L 1238 L: This top-yielding Ironclad™ soybean features excellent scores for both White Mold and Sudden Death Syndrome (SDS). It took 1st place in our 2018 Test 961 Summary and had four other 1st place finishes in Latham Trials from 2018 to 2020. It moves south very well out of zone.

L 1429 LLGT27: Here's a great yielding line with a good defensive package! It has strong Soybean Cyst Nematode (SCN) tolerance and

Yield variability in 2020 reminds us how important it is to review data from multiple years – and even multiple locations – when accessing a given seed product's performance. Multi-year data helps “smooth out” the peaks and valleys associated with single-year data and provides a more reliable picture of overall product performance.

Following are nine Latham® soybean products, in order of maturity, that grabbed my attention as I was preparing for 2020 Post-Harvest Huddles with our dealers:

L 0852 LLGT27: New for 2021, this powerhouse yielder carries the Rps3-a gene for Phytophthora and has very good tolerance to iron deficiency chlorosis (IDC).

is excellent against IDC and Brown Stem Rot (BSR). In 2019 and 2020, it earned five Top 10 finishes in the F.I.R.S.T. trials along with four wins in Latham SuperStrip plots. It also placed 1st six times in our research trials, including two summaries!

L 1858 R2: This is one of the very highest performing lines in our Latham soybean portfolio. Every year since 2018 it has topped a F.I.R.S.T. Trials SUMMARY somewhere in the state of Minnesota! Enough said.

L 1883 L: This Ironclad line has excellent tolerance to White Mold and SDS with great tolerance to Charcoal Rot. It has six 1st place finishes under its belt from 2018 to 2020 SuperStrip trials. It consistently performs at the top of its class.

L 2193 E3: Our top-selling soybean for the past two years looks to be headed there again in 2021! With only two years of SuperStrip data, this Ironclad variety has claimed: eight 1st places, eight 2nd places and six 3rd place finishes. That's a gold-worthy Win-Place-Show combo!

L 2295 R2X: With a very strong defensive package, this soybean variety is a proven performer! It has 22 Top 10 finishes in the F.I.R.S.T. Trials and 37 Top Four finishes in Latham SuperStrips – including 13 wins – during the past three years.

L 2549 R2X: If you think L 2295 is impressive, get a load of this offensive powerhouse! In the 2018 to 2020 F.I.R.S.T. Trials, 2549 captured 41 Top 10 placements with six of those being for 1st place and nine for 2nd place! It has also won five SuperStrip plots. It has L 2084 R2 and L 2440 R2 in its pedigree with a strong defensive package.

L 2894 E3: In its first year of F.I.R.S.T. Trials, this popular Enlist E3 line took 1st place twice and earned seven more Top 10 finishes. In 2019 to 2020, it took 1st in six SuperStrip plots and topped our Latham Research Trials in both Alexander and Olin, Iowa.

For more 2018 to 2020 yield data, visit LathamSeeds.com. Be sure to order your winning Latham brand soybeans while the selection is strong.

How to Use Multi-Year Yield Data Effectively



by **LYLE MARCUS** CORN PRODUCT MANAGER

1-877-465-2842 / lylem@lathamseeds.com

Single-year data from corn test plots or even whole-field results can cause a farmer to question what hybrids to plant next spring. Because yields were especially variable across the Upper Midwest in 2020, I want to remind you how important it is to look at more than one year's worth and more than one location's worth of data.

Here are two ways you can use multi-year yield data effectively:

- 1** Select individual hybrids that are consistently top performers.
- 2** Look for groups of hybrids that, when planted together, provide top yield averages over time. In my experience, planting top-performing packages provides farmers with more uniform success. Planting packages of hybrids with top performance lessens variability.

Our 2020 plot data from F.I.R.S.T. Trials, on-farm SuperStrips with cooperating Latham® dealers, as well as our replicated MiniStrips proves again that Latham brand hybrids are top-yielding hybrids. Our wide area of testing shows very strong performance of Latham hybrids across various environments, soil types and management practices.

As I was preparing multi-year data to share during last month's Post-Harvest Huddle meetings with Latham dealers, these top performers captured my attention. Be sure to take a closer look at these Latham brand hybrids as you finalize your 2021 crop plans:

LH 3937 VT2 PRO RIB: This 89-day hybrid has quickly become a favorite of our early-season customers in North Dakota, Minnesota and Wisconsin. It is the anchor in packages in the 85- to 92-day group. This hybrid earned four Top 5 finishes in 2020 F.I.R.S.T. Trials and won in the 2019 F.I.R.S.T. Trials. It also earned 1st place in 2020 Latham SuperStrips plus finished 1st and 2nd in 2019 SuperStrips. Our customers have made consistent yields over time by packaging this hybrid with LH 3695 VT2 PRO RIB, LH 4097 VT2 PRO RIB and LH 4242 VT2 PRO RIB.

LH 4937 VT2 PRO RIB: This top yielding, 99-day hybrid performs across a wide area for adaptability. We have seen great yields across Latham Country. Its accolades include 1st place and Top 5 finishes in the 2018, 2019 and 2020 F.I.R.S.T. Trials.

It also topped SuperStrip plots from 2018 to 2020. Package this hybrid with LH 4454 VT2 PRO RIB, LH 4657 VT2 PRO RIB and LH 5047 VT2 PRO RIB for an outstanding group of hybrids to fit 94- to 100-day maturity.

LH 5245 VT2 PRO RIB: Latham customers are raving about the yields they saw this year from LH 5245 VT2 PRO RIB. This hybrid's performance during the past three seasons has made it one of the top 102-day performers across Latham Country against competitors. Package this hybrid with LH 4937 VT2 PRO RIB and LH 5047 VT2 PRO RIB for a 99- to 102-day package. In fuller season areas, pair it with LH 5377 VT2 PRO RIB and LH 5487 VT2 PRO RIB.

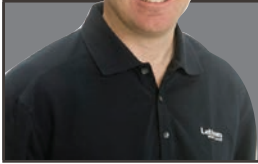
LH 5725 VT2 PRO RIB: This 107-day product has the ability to move north as a full-season product. It performed well across the Southern Minnesota F.I.R.S.T. Trials locations. It has several multi-year F.I.R.S.T. Trial wins and top finishes from Nebraska, Iowa and Wisconsin. Plant this hybrid with LH 5245 VT2 PRO RIB, LH 5487 VT2 PRO RIB, LH 5635 VT2 PRO RIB, LH 5847 VT2 PRO RIB and LH 6285 VT2 PRO RIB for outstanding yield averages in different maturities.

More yield data is available on lathamseeds.com (screenshot below). Your Latham dealer has experience with planting multiple Latham hybrids and can help farmers choose top-performing products, field by field.

Performance Data			
Product Tech Sheets	Internal Trials	F.I.R.S.T. Trials	University Trials
Corn Products	Corn Internal Plot Data	Corn F.I.R.S.T. Trials	Corn University Trials
Soybean Products	Soybean Internal Plot Data	Soybean F.I.R.S.T. Trials	Soybean University Trials
Alfalfa Products	Silage Internal Plot Data		

I wish you a Merry Christmas and a Happy New Year!

Give Alfalfa a Second Look



by **COREY CATT** FORAGE PRODUCTS MANAGER
 1-877-465-2842 | coreyc@lathamseeds.com

Alfalfa can offer one of the highest returns on a farmers' investment, but it often gets the least amount of consideration. Growers often purchase alfalfa from the first salesperson who asks for the order, but it really pays to compare alfalfa products. You usually get what you pay for, and quality pays for itself.

Latham Hi-Tech Seeds offers very competitive, highly productive, Olympic-style alfalfa products. Unfortunately, we tend to undersell the advantages our alfalfa line carries.

Here are three reasons why alfalfa from Latham is superior:

- 1** Best genetics offer higher yield potential.
- 2** Top seed quality leads to higher germination rates.
- 3** Best seed treatment fosters emergence success.

Because most farmers only get approximately 40 chances in their careers to get a crop right, make each one count! One key to top yields is fast emergence. When you merge the best genetics with the best seed treatments, farmers can have confidence they have done all they can to manage environmental risks.



Latham's AlfaShield seed treatment surrounds the alfalfa seed, helping it absorb soil moisture quickly to begin the germination process. AlfaShield also contains key micronutrients, as well as a growth promoter called Optimize Gold, that accelerate emergence.

SEED TREATMENT	KEY FEATURE	BENEFIT
Apron XL	Antifungal	Pathogen Reduction, Healthier Growth zone, more live plants
Stamina	Broad spectrum Antifungal	Multi Pathogens Reduction, Healthier Growth Zone
Nitriqin Gold	Bacterial Inoculant	Quick Root Nodulation, fix nitrogen fast, yield more
Optimize Gold	Natural Growth promoter	Faster nodulation, speed up root formation, more yield
Key Micro's	Micronutrients	Early nodulation development, more yield
Polymer	Flowability	Even seed flow when seeding
Coating	Encapsulates seeds	Helps protect seeds, also can help absorb moisture, helpful in moisture limited soils

Conclusion

New seeding mortality rates were very high, from 50 to 75% in the first year, with old seed treatments. New treatments like Stamina, however, reduce pathogen problems and manage risk. As a result, seedling mortality is lower and higher yields are possible.

Our goal is MORE LIVE PLANTS per bag, which allows you to capture more yield. Seed selection and fertility are key, so help set your crop up for success by choosing alfalfa products from Latham Seeds.



Tips for Preparing for Ag Lender Meeting

by **DARIN CHAPMAN** PRECISION AGRONOMY ADVISOR
1-877-465-2842 | darinc@lathamseeds.com

No one is likely to take agronomic advice from accountants, so why take agronomic advice from ag lenders?

Most ag lenders make agronomic decisions by limiting input investments. Because ag lenders are good at running numbers, use it to your advantage! A precision ag program like Latham Seeds' Data Forward™ proves to a lender that flat-rate applications and seeding are not in your operation's best interest – either economically or agronomically. For example, fertilizer decisions are often based on yield. Your data can prove that a flat-rate application of both seeding and fertility causes you to overspend and underspend. If you are not removing the same rate of nutrients throughout the field, why continue to apply the same rate across the entire field?

Latham's Precision Agronomy Advisors use your on-farm data to show the value of input investment.

We want to help you make the most informed decision, so you're not cutting costs and losing opportunity. Cheap seed doesn't equal more profit. For example: It pays to spend \$20 per unit more on a hybrid with higher yield potential. It literally only takes a 2-bushel advantage with \$4 cash corn to justify the additional \$20 per bag of better seed corn.

Lenders often spend more time talking about initial input investments when your time is better spent working with a program like Data Forward to look at the big picture of your operation's efficiency. We use your yield and costs to measure your return on investment.

Recently, I sat down with a client who used variable rate seeding and variable rate fertility for the first time in 2020. His first comment to me was, *"I need to start planting later-maturity hybrids because I am leaving yield behind by planting early hybrids."*

This farmer and I looked at his data together. His data showed that Latham 4937 VT2, a 99-day hybrid, yielded more than all hybrids on his farm and was substantially drier. This was even proven true against a competitor's 105- and 106-day hybrids. No two years are the same, so I am not advising that planting later-maturity hybrids is wrong. It's important to study multiple years of data before making decisions.

How can you use on-farm research to better your operation? How can you use data to your advantage when working with your ag lender?

We would appreciate an opportunity to help you answer these questions! Contact me to learn how Latham Precision Agronomy Advisors can help you improve efficiency through agronomics and economics. We can talk about how we can move your data forward!