

AGROVANTAGE® PRODUCTS

The Crop Management System of Champions

December 2020



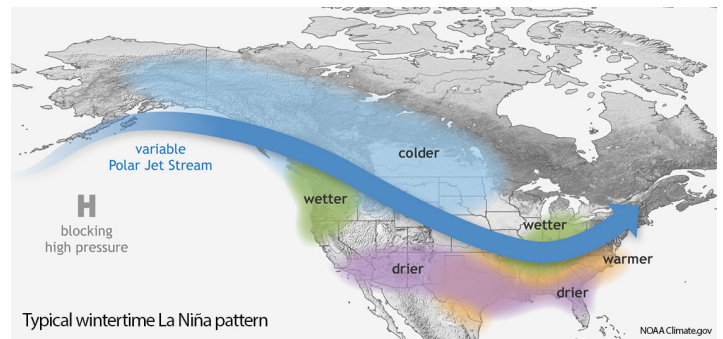
CONKLIN CUSTOMER CONNECTION

THE LATEST IN AGROVANTAGE SYSTEM NEWS

COOLER NORTH, WARMER SOUTH: HOW LA NIÑA WILL IMPACT AMERICAN AGRICULTURE

Named by fisherman off the coast of South America after realizing shifting weather patterns, El Niño and La Niña are the names given to the cyclical changes in water temperature in the Pacific Ocean near the equator. These changes in temperature impact the winds blown by the North American jet stream into the United States, fluctuating global temperature and precipitation levels every three to five years. El Niño is a period of warmer-than-normal sea surface temperatures, while its counterpart, La Niña, is a period of cooler-than-normal sea temperatures. Both El Niño and La Niña increase the likelihood of severe weather events in the United States, but the regions affected vary, depending on which cycle is active.

This fall, the National Oceanic and Atmospheric Administration (NOAA) announced the arrival of a La Niña event, which is expected to impact weather in parts of the United States through the beginning of spring. But what does that mean for American farmers? As shown by the NOAA graphic to the right, a typical La Niña pattern brings the above-average precipitation and colder-than-average temperatures to the northern United States, while sending warmer, drier air to the southern regions of the country. One of the largest challenges farmers face in this La Niña pattern will be the exceptional dry weather in many of the southern wheat-producing states, such as Kansas, Oklahoma, and Texas. While winter wheat yields will undoubtedly suffer from the dry weather after planting this fall, agronomists worry that the dryness will linger into the spring and summer seasons, reducing yields for crops like corn and soybeans next year. Farmers will most likely face a tough winter in northern regions like the Dakotas, northern Nebraska, and Minnesota. A wetter, colder winter is likely to bring more severe snow and ice events, complicating winter shipping of fertilizers in an already hectic year.



So what can farmers do to prepare? The Conklin AgroVantage team recommend these steps in order to avoid weather-related issues:

- Don't wait too long to begin soil testing and planning for the next season. In the northern plain states, soil is expected to freeze earlier than in most years, shortening the window for fall soil testing.
- Place and release orders for winter-storable fertilizer formulations like Feast® **3-18-18**, **9-18-9**, and **8-16-11 w2S** by Dec. 15 for delivery by the holidays and to avoid potential severe winter weather challenges.
- In the southeast, expect a mild winter to increase populations of winter-annual weeds; tillage or burn-down herbicide applications will be especially important in spring 2021.
- Plan for a dryer-than-usual summer in the Corn Belt. Take this into consideration when choosing seed hybrids and varieties in the spring. Try products like **Intensify®** and **Wex®** to increase root mass, allowing crops to reach moisture deep in the soil profile.

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AG PROGRAM DEADLINE REMINDERS

The 2020-2021 Feast® Fertilizer and Companion Ag programs offer something from small and large farming operations alike, along with great opportunities to purchase inputs for the 2021 growing season. Don't miss these upcoming deadlines in order to plan ahead for you or your customer's 2021 nutrient input needs:

- **Dec. 8, 2020:** Cutoff for 12% Early Shipping Purchase Discount on AgroVantage Companion Products orders.
- **Dec. 11, 2020:** Release date for orders qualifying for Early Shipping Refund Incentive.
- **Dec. 15, 2020:** Final day for ordering Feast fertilizer before price increases. Feast **9-18-9, 3-18-18, and 8-16-11 w2S** must be ordered, paid, and released by 3 p.m. and shipped by Dec. 18 to receive current price. For Feast **2-15-19 w3S, 8-24-0, Feast Side-Kick™ 0-0-25 w17S** and all other Feast fertilizers NOT compatible for over-winter storage, they must be ordered and paid by 3 p.m. to receive the current price. Shipment of these orders must be complete by March 19 to receive the current price.
- **Dec. 16, 2020:** Shipping deadline for Early Shipping Refund Incentive.

For complete details on the 2020-2021 Feast Fertilizer and Companion Ag programs, visit the AgroVantage Tools section on **Conklin Central** at www.conklin.com.

CONKLIN PRO AG TRAINING PROGRAMS

Ag industry experts will help producers understand soil science and basic microbiology and chemistry in order to help take farming operations to the next level. Pro Ag Training curriculum will share key insights on Conklin's soil and tissue testing systems, advanced nitrogen knowledge, biostimulants and seed treatment, Conklin's AgroVantage System products and technologies, and much more.

- **Dec. 10-11** (Bettendorf, IA)
- **Dec. 14-15** (Eau Claire, WI)
- **Dec. 17-18** (Kearney, NE)
- **Jan. 7-8** (Dublin, OH)
- **Jan. 11-12** (Sandston, VA)
- **Jan. 18-19** (Sioux Falls, SD)
- **Jan. 21-22** (Kansas City, MO)
- **Feb. 10-11** (Wichita, KS)
- **Feb. 15-16** (Lincoln, NE)
- **Feb. 18-19** (Ankeny, IA)
- **Feb. 22-23** (Indianapolis, IN)
- **Feb. 25-26** (Fargo, ND)
- **March 8-9** (Grantville, PA)
- **March 15-16** (Omaha, NE)

Learn to grow profits and enhance yields by putting the experts' knowledge to work for you and register for a local Pro Ag Training near you: www.conklinproag.com.

VEHICLE PRODUCTS FREIGHT PROGRAM

Customers who place a single \$5,000 order—after discounts—of packaged AgroVantage Companion products will have their freight paid by Conklin to one location. Once qualified for this free-freight option, customers can add **Conklin's Vehicle Products** to this order. What a great way to get AgroVantage Companion products and Conklin's Vehicle Products delivered freight-free!

AgroVantage Companion Products/Vehicle Products

