

What's New

At Pioneer & DuPont

**Pioneer ONE Tour & Field Day Showcases Future Products
On The Grogan's Farm In Western Ky**

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ARLINGTON, KY.

New products from Pioneer and DuPont were showcased recently at the Pioneer ONE Tour Field Day held at the Triple G Farms in Arlington, Ky. Sandra Campbell, communications coordinator for Pioneer's Southern Business Unit, said the day-and-a-half event drew 1,200.

This was the first such multi-day field event of its kind in the southern region, according to Campbell.

"We've had some smaller events focusing strictly Pioneer products," she said. "This is really the first large-scale event we've had like this at a grower/cooperator farm. Our focus at this event is to showcase the agronomic expertise that Pioneer provides to growers using a 'real farm' situation."

The southern region includes Kentucky, Virginia, North Carolina, South Carolina, Florida, Georgia, Alabama, Mississippi, Louisiana, Arkansas, Tennessee, and the Bootheel of Missouri. Representatives from many of these states were in attendance.

Pioneer's sales force talked up the event to the farmers and spurred a lot of interest.

"This is not your typical field day," Campbell said. "You're not just going to see plots of hybrids here, you're going to see the agronomics behind it, how we decide to commercialize and get products out for farmers. There's a lot of agronomic research and testing that goes into anything before farmers ever see it and we want to make sure Pioneer products are going to perform well in a variety of environments before it is sold to growers."

Darren Grogan of Triple G Farms has used Pioneer products on his farm for years, and last year he went to Kip Cutlers' field day.

"He mentioned to his agronomist, Jonathan Fant, 'you know, I'd kind of like to do some of that for the South.' And we started planning this event during the winter and it's been in the planning stage for several months," she added.

Campbell explained that Pioneer centers not only on stalks, roots and yields.

"We're trying to show growers what key environments are in their particular geography," she explained. "For instance, the Bootheel of Missouri, what are those key environments? Low yield, high yield, moderate yield? And what hybrids are suited for those environments? Then we take it a step further, such as: 'Is this hybrid suitable for corn after corn, sandy soils, other attributes? We want to make sure that we're trying to help position the right product on growers' acres. Each geography's key environments are different; the key environments in Mississippi are different from the key environments in Virginia."

Each territory within Pioneer has its own key environments. The local agronomists have evaluated these products based on these environments.

Jonathan Fant, Pioneer agronomist for the Purchase area of Kentucky and west Tennessee, is the agronomist who works with Darren Grogan.

"We have 13 area agronomists across the southeast," Campbell said. "They will all provide agronomic expertise in their geographic area, just as Jonathan does for his territories."

The field day was planned to showcase key agronomic situations and to introduce new products by Pioneer and DuPont.

"We're introducing a number of new hybrids every year and the key is making sure that those are suited for the South with some of the tough conditions we have here," Campbell added. "We just want to make sure they're going to work for us."

DuPont also used the event to introduce a lot of new chemicals.

"Some of the products with the Optimum GAT trait and the herbicide treatments on the Optimum GAT plot, all that's been tested here," she said. "These Optimum GAT test plots have certainly been a collaborative effort here with Pioneer and DuPont."

Wayne Schumacher, marketing manager for DuPont corn and soybean herbicide business located in Denver, Colo., was present to discuss DuPont products.

"DuPont is excited from the crop protection side that we will be introducing some new technology to help manage weeds that are becoming resistant in growers' fields in both corn and soybeans," he said. "This year we introduced and launched two new herbicides in soybeans. One is DuPont™ Envive for soybeans. Envive is being utilized to help manage and control marestail, resistant pigweed or waterhemp, in soybean fields. The other one is Canopy® EX where the focus in this geography is for the control of marestail for burndown ahead of planting."

"One of the things that we see with marestail is that it grows over a long period of time, starting in the fall all the way through the winter and into the spring. So Canopy EX is the new herbicide that has contact plus residual control. Growers can apply in the fall or early spring to give them a clean seedbed to plant into and manage marestail."

"In corn production this is the first year of launch that we have for what we're calling our DuPont Q product formulation of herbicides," Schumacher added. "What this represents is built-in safer technology that gives growers the flexibility to confidently apply Resolve® Q and Steadfast® Q under more diverse weather conditions, across more hybrids and with a wider range of adjuvants. This will give the farmers more opportunity to help manage their weed problems, especially like this year where they have been so delayed with rainfall. So we'll widen the application window post emergent on corn with the new Q products."

All of these products can be applied on conventional as well as glyphosate-tolerant corn.

The products mentioned are the new ones being introduced now. However, Schumacher said the next couple of years the launch and introduction of Optimum GAT will take place.

"So we have five new products that we're going to be registering and that we've designed for use with the Optimum GAT trait across the United States," he said. "Here in Kentucky, as an example or Mississippi, there will probably be one key product that we will look at: Diligent, a pre emergence herbicide for soybeans, and Instigate for corn. We feel those two products will have a fit on about 95 percent of the acres here and they can follow it up with glyphosate as a post emerge, so we're trying to bring enhanced weed control, simplification to the farming operation; and also then make sure we're at the same time managing the crop rotations."

Schumacher said the future looks bright for



Darren Grogan of Triple G Farms hosted the Pioneer ONE Tour Field Day held recently.

Photo by John LaRose, Jr.

farmers because of the new technology from Pioneer and the crop protection from DuPont.

"Pioneer has invested a lot of dollars into bringing new technology in terms of varieties and hybrids, and we've been working side by side with Pioneer to make sure that we can bring the best and newest herbicides that can be utilized on those hybrids and varieties as well."

New DuPont products used on the Grogan farm include Envive. Envive is the new pre-emergence soybean product for waterhemp, pigweed and marestail.

"Not only on Darren's farm here, but across Kentucky, the Bootheel, all the way down to Mississippi, we've had very good results with Envive," Schumacher said. "I talked to a number of farmers yesterday who had Envive out on their fields and they're still clean of both marestail and pigweed."

Speaking for Pioneer was Greg Wichmann, business director for Pioneer's southern business unit located in Huntsville, Al. "A key ingredient to having a successful venue like this is the cooperator. You need facilities that can handle this volume of a crowd, but the most important factor is the tireless work that goes into making it look like a show site."

Wichmann said the Grogan's have been extremely cooperative and an excellent family to work with. The goal of Pioneer is to continue to bring products to market that fit the needs of the Southern grower.

"About four years ago we started shifting resources in research to dedicate more of a southern bred hybrid in the 111-113 maturity bracket," he explained. "Prior to this point, most of the early hybrids we've got have come out of midwestern corn breeding programs. We tested them down here and if they worked we ran with them, but we felt this is such an important maturity bracket that we need to have dedicated resources down South to develop an adapted hybrid in that maturity bracket. So we've got about three experimentals that we're looking at this year in our plots and we feel like we should be able to select one or two of those and bring them into our lineup. We're very excited about that."

Wichmann explained these lines are being developed at Pioneer's research locations at Princeton, Ind., Union City Tenn. and Cairo, Ga. They have no numbers yet as they are just experimental.

Pioneer also has the other key maturity brackets of 113-115 day, and what would be called 116 plus.

"Those are two key maturity brackets where we've had pretty strong portfolio products and we look to strengthen those with a few more experimentals as well," he said.

Pioneer's two predominant hybrids in the Kentucky area are, Pioneer 31P42 (HX1, LL, RR2) and 33N58 (HX1, LL, RR2). The P42 is a 118-day and N58 is a 113-day.

"It's important to spread your maturities and plant a package," he said. "The main challenge, as you well know for Southern growers, is sometimes our lack of rainfall and our heat, we're just trying to spread out the pollination period."

"A few new ones to watch in plots this year are P1615HR (116 CRM), it offers a Herculex I, LibertyLink and the Roundup Ready Corn 2 combination. Two earlier options are P1184HR, a 111-day and P1253HR, a 112-day. Both of these hybrids also offer Herculex I, LibertyLink and Roundup Ready Corn 2 combination."

Another opportunity for Pioneer with Southern growers is their soybean lineup.

"It takes about eight to 10 years for a research center to get traction and start putting out products. Our research center at West Memphis is at that timeline right now. Mark Hood, is our station manager down there, and he is really kicking out a lot of experimentals, so we've got a tremendous number of varieties to view in our plots this year. Our Y-Series soybeans look very strong and we feel very good about the product portfolio we can offer in Group IIIs, Group IVs, and Vs for our farmers in the Delta and in this part of the country." Δ

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