

GAPS

Gratiot Agricultural
Professional Services

NEWS

December 2015



EARLY SEED DEADLINE JAN. 15

Early order discounts on seed are still available until Jan. 15. Try to get your seed orders in as some hybrids are getting a little short in supply. DEKALB corn and Asgrow soybeans performed very well on growers farms this year so make sure you have some on yours. With the low market prices you need to get the most yield you can in order to maximize your profits. Any questions or concerns, contact seed manager Phil Schneider at (989) 289-3303.

PRE-PAY FOR INTEREST PROGRAM

There is still time to participate in the "GAPS Pre-Pay for Interest Program" for any of our products and services. This program is separate from the national manufacturer programs (Monsanto, Bayer, BASF etc). Please contact your sales representative for further information.

GAPS WEBSITE REDESIGNED

Head to gaps-seed.com to check out our redesigned web site for information on all of our services. Also, be sure to "like" us on Facebook at facebook.com/gapsseed.



Happy Holidays from GAPS

As we reflect upon this Christmas season and look back at the year gone by we are so grateful and humbled for the trust that you, our customers, have put in us. We would like to extend our most heartfelt thanks to each and every one of you for this opportunity.

We are excited to share with you the Glory, the Wonder, and the Miracle of this Holy Season. Have a blessed Christmas and Happy New Year!

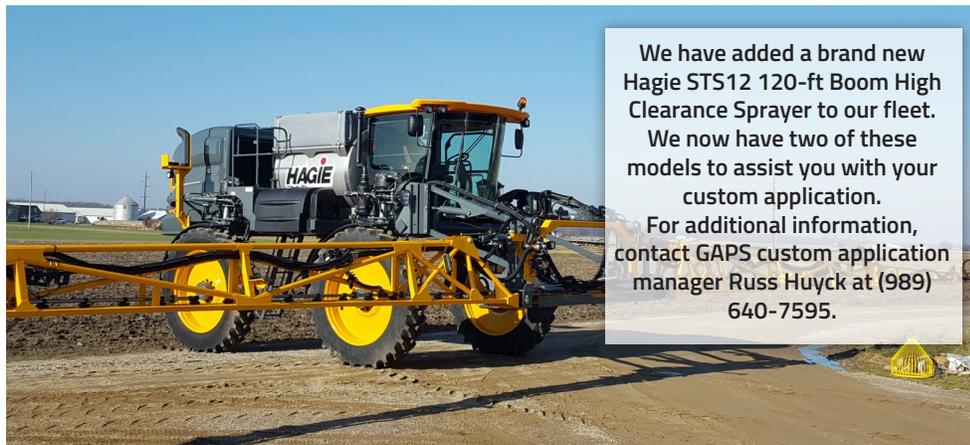
Sincerely,
Rob and IV Blackwell



We encourage our employees to spend time with their family and friends during the holidays. Our offices will be closed on the following days:

- *Christmas Eve (December 24th)*
- *Christmas Day (December 25th)*
- *New Year's Eve (December 31st)*
- *New Year's Day (January 1st)*

Please know that we are just a phone call away if there is a specific need you would like to have addressed before the 2015 year end.



We have added a brand new Hagie ST512 120-ft Boom High Clearance Sprayer to our fleet. We now have two of these models to assist you with your custom application. For additional information, contact GAPS custom application manager Russ Huyck at (989) 640-7595.

360 Y-Drop Technology Observations



Our custom application manager Russ Huyck ran a field trial test with 360 Y-Drop technology on his own farm.

"Adding additional N with Y Drops provided an impressive 40% ROI at today's prices," Huyck said.

Here are the results of the testing:

Overview

- Y - Drops on corn at V 10
- All treatments had 20 units of N as 2x2 starter and 115 units of N as NH3 on 6/10/15 in between samples #1 and #2.

FIELD 1

Sample 1 - 22 ppm on 6/5/15

Sample 2 - 80.5 ppm on 6/26/15

Application - 44 units of N by 28% with y drops on 6/26/15 after sample #2 was pulled.

Sample 3 - Untreated - 3.6 ppm on 8/11/15

Treated - 4.4 ppm on 8/11/15

FIELD 2

Sample 1 - 11.1 ppm

Sample 2 - 73 ppm

Application - 44 units of N by 28% with y drops on 6/26/15 after sample #2 was pulled.

Sample 3 - Untreated 5.6 ppm on 8/11/15

Treated 25 ppm on 8/11/15

Results

Untreated - 182.5 Bushel at 15.7 moisture

Treated - 197.9 bushel at 15.7 moisture

Results

Untreated - 177.9 bushel at 15.5 moisture

Treated #1 - 209.3 at 15.9 moisture

Treated #2 - 187.7 at 15.9 moisture

Treated Avg. - 198.5 at 15.9 moisture

Average of all strips in both fields

Untreated - 180.2 at 15.6 moisture

Treated - 198.3 at 15.8 moisture

GAPS has additional test data available to share with you. For a more in-depth conversation taking a look at the overall scope of this product, contact GAPS Precision Agriculture Manager Michael Boettger at (517) 712-7690.

Get to Know ...

TRACY ALEXANDER

Accountant

Residence: Ithaca

Years at GAPS: Second

Responsibilities: Handling all accounts payable and inventory-related accounting activities, along with monitoring cost centers and preparing monthly analysis reports.



Agribusiness Veteran: While she is relatively new to the GAPS team, Tracy has spent the last 13 years in agribusiness in a variety of accounting roles.

Best Thing About Working at GAPS: Mostly the people, both employees and customers. Rob and IV are good people to work for, especially when it comes to personal lives.

These Are a Few of my Favorite Things: "The best job title ever is 'Mom' - it is one of my most favorite things in life." Some of her other favorites include: Music - country, especially Reba; Color - Green.

Hobbies: "Country living" with camping, swimming and bonfires; reading and movies; supporting her children at football, basketball and cheerleading.

Family: Husband - Josh; Children - Jalen, Jordyn and Jacob.

DEKALB/Asgrow Advantage

Take a look at the performance advantage that DEKALB/Asgrow provided growers in Michigan and northern Ohio this year.



DEKALB Yield Tracker - November 24, 2015

* Check out www.mymonsanto.com or www.agAnytime.com for local yield results

Table 1. 2015 DEKALB Yield Performance in Michigan/Northern Ohio against Pioneer and NK, +/- 3 RM.

DEKALB Corn Brand	Number of Comparisons	Win Percentage	DEKALB Yield	Pioneer/NK Yield	DEKALB Yield Advantage	Moisture Advantage	Income Advantage/Bag
DKC43-10 GENVT2P	46	78	213.6	203.1	10.5	1.7 pts drier	\$127.50
DKC44-13 GENSS	45	69	204.5	200.3	4.2	1.0 pts drier	\$58.15
DKC45-65 GENSS	63	70	208.4	199.4	9.0	0.5 pts drier	\$90.10
DKC46-20 GENVT3P	69	83	212.2	198.9	13.3	0.5 pts drier	\$128.33
DKC46-36 GENSS	60	80	207.2	194.5	12.7	0.3 pts wetter	\$103.68
DKC48-12 GENSS	97	55	201.9	199.0	2.9	1.5 pts drier	\$55.78
DKC48-56 GENSS	67	70	211.1	204.2	6.9	0.8 pts drier	\$77.80
DKC49-72 GENSS	127	64	205.8	200.6	5.2	1.2 pts drier	\$72.00
DKC50-84 GENVT2P	77	62	208.4	203.8	4.6	1.2 pts drier	\$66.25
DKC52-84 GENSS	102	44	202.8	203.1	-0.3	1.4 pts drier	\$28.20
DKC53-56 GENSS	84	81	211.6	202.0	9.6	0.5 pts drier	\$95.55
DKC53-68 GENSS	71	52	206.7	204.8	1.9	0.2 pts drier	\$21.15
DKC54-38 GENSS	75	57	208.0	205.8	2.2	0.6 pts drier	\$32.20
DKC55-20 GENSS	46	63	211.0	206.3	4.7	1.0 pts drier	\$61.85
DKC57-75 GENSS	52	62	216.6	209.2	7.4	1.0 pts drier	\$85.63
DKC58-06 GENSS	40	70	225.9	213.0	9.8	0.6 pts wetter	\$97.75
DKC60-67 GENSS	16	75	225.5	221.6	3.9	0.4 pts drier	\$41.80

Assumed Selling Price per unit: \$3.75/BU
 Assumed Drying Cost: \$0.04/Point Moisture Over 15%
 Yield values are adjusted to 15% moisture
 Income Advantage/Bag calculated at 32,000 seeds/A, 2.5 A/bag

Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible.



Asgrow Yield Tracker - November 24, 2015

* Check out www.mymonsanto.com or www.agAnytime.com for local yield results

Table 1. 2015 Asgrow Yield Performance in Michigan/Northern Ohio against Pioneer and NK, +/- 0.3. RM.

Asgrow Soybean Brand	Number of Comparisons	Win Percentage	Asgrow Yield	Pioneer/NK Yield	Asgrow Yield Advantage	2012-2014 Yield Advantage
AG1435 GENRR2Y	7	86	44.8	38.3	6.5	*
AG1832 GENRR2Y	31	42	51.8	53.3	-1.5	1.3
AG1935 GENRR2Y	28	72	59.9	56.6	3.3	1.8
AG2035 GENRR2Y	61	77	59.6	54.9	4.7	3.7
AG2232 GENRR2Y	65	57	58.4	56.8	1.6	1.5
AG2336 GENRR2Y	48	61	57.0	55.7	1.3	*
AG2433 GENRR2Y	82	48	57.7	57.4	0.3	1.0
AG2535 GENRR2Y	93	60	59.2	57.1	2.1	3.0
AG2632 GENRR2Y	60	72	59.1	56.6	2.5	1.4
AG2636 GENRR2Y	46	70	63.4	60.8	2.6	*
AG3034 GENRR2Y	26	54	58.3	58.2	0.1	1.6
AG3231 GENRR2Y	17	53	60.7	60.3	0.4	0.1

Yield values are adjusted to 13% moisture

Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible.

Five Tips to Rethinking N Management

1. Know, Don't Guess How Much N is Left.

"As farmers, we often take the gut-feel approach to crop management," Ron Lloyd, Agronomy and Technical lead for 360 Yield Center said. "Sometimes that works." But guessing how much N is in a field — and, in turn, guessing how much to put down — doesn't allow for the most accurate and impactful nitrogen management plans.

Nitrogen levels are complicated to calculate on gut-feel alone. Rain events, soil moisture, pH, microbial activity and mineralization all play a role. The only way to know exactly much N is needed is knowing how much is in the field.

Fortunately, today farmers can know, in real time, N levels in their fields. 360 SOILSCAN™ is a portable soil testing system that provides in-field soil nitrate results in about five minutes. It also can generate GPS-tagged, zone-specific readings with comparable accuracy to commercial labs.



2. Don't Assume a One-and-Done Approach Will Do.

Corn demands nitrogen throughout the growing season, and its demands fluctuate and continue to grow as the season progresses. In fact, up to 75% of N is used after V10.1. With too little nitrogen late in the

growing season, especially when kernels form, yield potential could be at risk.

Split-nitrogen application allows farmers to apply N throughout the growing season. It's not about starving the crop early by holding N back for late-season application or putting down all of the N early and never coming back. It's about maximizing N inputs so it's available when the corn needs it.

3. Outsmart Mother Nature.

Even with a split-N approach, farmers might not be making the most of their nitrogen. Mother Nature throws some curve balls — like big rain events that can reduce available N. At the same time, that extra moisture can raise yield potential. Crop modeling software, such as 360 COMMANDER™, allows farmers to take control and adjust nitrogen management plans based on weather events midseason.

Now, farmers can anticipate the potential for big rain totals in June and push N application back, if needed, so it's not at risk to Mother Nature. Because nitrogen management plans should be monitored and adjusted throughout the season based on full-season, real-time data.

4. Provide the Right Amount of N in the Right Place.

Nitrogen needs change not only throughout the season but also throughout fields. Different management zones in fields use nitrogen differently — a 3.5 inch rain on a hill makes a different impact on N levels than a 3.5 inch rain in a valley. Taking nitrate samples from different management zones allows farmers to build a variable rate N plan that

provides the right amount of N to each zone in a field to maximize every pound of N. Where N is applied within the row also is important.

Traditional sidedress methods apply N in the middle of the crop row — nearly 15 inches from the stalk base. Yet, a corn plant acquires more than 60% of its N from a horizontal radius of approximately 7 inches. With 360 Y-DROP™, farmers can apply N within 2 to 3 inches of the stalk base — that means nearly 80% of the plants root mass is within the 360 Y-DROP application zone. And with the funneling nature of a corn plant, farmers can take advantage of stem water to move N placed at the base into the root zone — putting nitrogen in the right place for uptake and minimal loss.

5. Rethink Your Window of Application.

Some farmers may avoid split-N application because of the worry, "Will I miss my window?" Traditional sidedress methods tend to have a short and worrisome window of application. And, if farmers miss it, their crop goes without the N it so desperately needs.

Now, farmers don't have to worry. 360 Y-DROP extends the window of application. Its unique design allows for more flexibility in timing for late-season N application — so farmers can apply N when crops needs it most, whether that's at V6 or all the way up to tassel. That is more than 30 days of application time. So now farmers don't have to worry and have the control to hold some N back for a late-season application.



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