Top Farmer Crop Workshop

Sunday Afternoon, July 18
Room 206, Stewart Center

3:00 p.m.  Early Bird Help Session – B-21 Computerized Farm Budgets
Craig Dobbins, George Patrick, Alan Miller, and our teaching assistants
They will help you in completing your Model B-21 Input Form.

4:00 p.m.  Yield Monitor Data Analysis Start-up Session
Dayton Lambert, Terry Griffin, Jess Lowenberg-DeBoer and teaching assistants
They are ready to start work with the farmers who sent in yield monitor data for
analysis and anyone else interested in making better use of their GPS data.

4:00 p.m.  B-21 for First Timers
Howard Doster, Purdue ag economist emeritus
Howard will teach you how to debug your computer solutions, and test for
changes in your crop rotation, machinery sizes, tillage system, and land rentals.
Since 1968, he and colleagues have helped 7,000 farmers—mostly in the Corn
Belt—use our linear program crop budgets. Most got better . . . bigger . . . better.

5:00 p.m.  Supper on Your Own
Ask a teaching assistant for recommendations.

Sunday Evening
Room 218, Stewart Center

5:00 p.m.  Registration and Get-Acquainted Time

6:30 p.m.  Workshop Introduction
Jess Lowenberg-DeBoer, Purdue ag economist
Welcome and basic information. How to get the most out of the Top Farmer Crop
Workshop. Introduction to yield monitor data analysis for planned comparisons, a

7:00 p.m.  B-21 Base Case: Auto-Guidance with GPS
Terry Griffin and Jess Lowenberg-DeBoer, Purdue ag economists
Which farmers will benefit from adding an auto-guidance system? How many
acres are needed to justify the technology? How many more acres can I farm with
auto-guidance? How will auto-guidance and other technologies affect the rent you
can pay for the next farm?

7:30 p.m.  Strategies for Negotiating Rents
Howard Doster, Purdue ag economist
Your landowners think you sold ‘03 crops at high prices. What’s your marketing
plan for negotiating rents with your owners this summer? Costs and government
deficits will likely remain high. The WTO may rule against our government
program. Will you propose an adjustable cash lease where landowners share
immediately in future changes? What are you doing to get acquainted and earn a
competitive advantage with your landowners’ heirs?
7:40 p.m.  **Sharing Rent Ideas as a Table Team**  
Turn around and meet three others. Share your rent strategies. We’ll collect the most useful and share them with the whole group.

8:00 p.m.  **How to Convince a Dutch Dairyman to Settle in Your Neighborhood**  
*Andy Miedema, Ohio dairyman*  
With near record milk prices, will more Dutch dairymen, like Andy, come here? Why? How? What can you do to get one to settle near you so you can supply feed and take the manure?

8:20 p.m.  **Howard Doster’s Call-in Show**  
*Darrell Duntemann, Illinois CPA; Howard Doster, Purdue ag economist emeritus; Gerry Harrison, attorney and Purdue ag economist*  
Phone Howard at 765 412 1495 or e-mail him at doster@purdue.edu with your accounting, tax, and legal questions. If he gets them to Darrell and Gerry in time, they’ll have written analyses in the proceedings notebook. They will stay around after the session adjourns for additional questions.

**Monday Morning, July 19**  
Room 218, Stewart Center

8:00 a.m.  **Welcome: Why Top Farmer Crop Workshop is Important to Purdue**  
*Sally Thompson, department head, Agricultural Economics*

8:10 a.m.  **Finally, a Practical Low-Cost Approach to Remote Sensing for Agriculture**  
*Lanny Faleide, Maddock, ND, president of Agri ImaGIS Technologies*  
Lanny is a wheat farmer who created his satellite image business in 1994. Hear how you can use satellite images to create management zones for your field for less than $1/acre.

8:40 a.m.  **Is My Phosphorus and Potassium Nutrient Management Program Meeting my Objectives?**  
*Scott Murrell, Potash and Phosphate Institute*  
Have nutrient applications been keeping up with nutrient removal by crops? What have soil test levels been doing over time? This talk will demonstrate how to answer these questions using your own data. Links to online resources that provide step-by-step guidance will be provided.

9:00 a.m.  **Indiana Land Price Survey**  
*Craig Dobbins, Purdue ag economist*

9:10 a.m.  **What Does the Computer Do?**  
*Craig Dobbins, Purdue ag economist*  
Craig teaches a class in linear programming and he co-authored PC-LP, a version of which we call B-21 for this workshop. Just what does the computer do with your numbers?

9:25 a.m.  **Learning to Use B-21**  
Here’s your first look at your farm solutions. Is this really your farm? Once
you’ve described it correctly, you’re ready to interpret the crop mix, machine size, and farm size signals.

10:00 a.m.  Break

10:15 a.m.  More Uniform NH₃ Application
Lauren Kiest, an NH₃ company
Lauren and his two associates, Randy and Doug Litterly, have developed an anhydrous delivery system that distributes NH₃ equally to all knives. Also, there is a pump to raise pressure of the anhydrous so the system will operate at temperatures at which other NH₃ applicators must slow down!

10:45 a.m.  RTK Auto-Guidance on my Farm
Jake Frederick, Jaro Farms
Jake has been ripping, strip tilling, and planting with a combination of 5, 7, 12, and 24 row equipment without wide or narrow middles! Listen to what he has to say about how auto-guidance with RTK-GPS works for his farm.

11:00 a.m.  Long-Term New Uses for Corn and Soybeans
Bernie Tao, Purdue ag engineer
Due to changing economic and social conditions, Bernie and his team have been exploring the use of soybean lipids as alternative liquid energy fuels and chemicals. He will describe some of their work in the development of jet aviation fuels, deicers, and transgenic microbioreactors.

11:15 a.m.  Ken’s Agronomic Clinic
Ken Ferrie, Farm Journal agronomist
Ken has been taking a hard look at every aspect of corn and soybean production, including drainage, tillage alternatives, and nitrogen rates. He will share what he is up to this year.

Noon  Lunch

1:00 p.m.  Why Waste Nitrogen on Low Response Areas?
Richard Mulvaney, University of Illinois
Even at high yield levels, some areas of some fields show little response to nitrogen. The amino sugar N test can help you identify where nitrogen response is most likely.

1:30 p.m.  Managing Herbicide Resistance
Jeff Barnes, Purdue weed scientist
Herbicide resistance has become a hot topic in recent years. An update on the occurrence of resistance will be provided, followed by management strategies that will help prevent or delay the occurrence of resistance.

2:00 p.m.  Better Fertilizer Application for Higher Yields
Guy Swanson, Exactrix, Spokane, WA
Uniform NH₃ application, dual placement of ammonia and liquid phosphate fertilizer, narrower knife spacing, and deep placement are among the fertilizer application technologies that Guy will discuss.
2:20 p.m.  
**So Your Son or Daughter is Interested in a Career in Marketing?**  
*Matt Hill, College Relations Representative, ADM, Decatur, IL*
Matt graduated from ag economics at Purdue three years ago and is now hiring ADM’s future managers from campuses across the country. You will enjoy his perspectives on what it takes to “catch his eye” and the unique opportunities the grain business provides.

2:30 p.m.  
**First Hand Experience: Agriculture in Afghanistan**  
*Kevin McNamara, Purdue ag economist*
In the 1970s, Kevin worked for a while as an ag loan officer in Afghanistan. He knows the language and the culture. After the fall of the Taliban, he has been asked to help the U.S. government agricultural development programs there.

2:50 p.m.  
**New Generation Marketing Contracts: Worth a Closer Look**  
*Eric Scholer, Risk Management Commodities, Inc., Lafayette, IN*
Eric has finished his study of New Generation Marketing Contracts and there is some nice performance to report.

3:10 p.m.  
**Break**

3:25 p.m.  
**Energy bill implications for marketing**  
*Allan Gray, Purdue ag economist*

3:55 p.m.  
**Using Yield Monitor Data to Make Better Decisions: Large Block Comparisons, Split Fields, Paired Fields**  
*Dayton Lambert, Purdue ag economist*
Most farmers want to see how new technology performs on their own farm, but few have time for the strip trials and other recommended designs. Dayton will share what he has learned about making better use of those larger block comparisons that almost every farmer does.

4:10 p.m.  
**Growing Corn on the Edge of the Kalahari Desert**  
*Ntsikane Maine, ag economist, University of the Free State, South Africa*
Ntsikane will provide a glimpse of the cutting edge of technology in South Africa’s major corn growing area. She works with commercial farmers who grow mostly white corn in six-foot-wide rows on very sandy soil. Corn prices have dropped from around $7/bu. in 2002 to the disastrously low level of around $5/bu. in early 2004.

4:30 p.m.  
**GPS Auto-Guidance for Midwestern Producers**  
*Bridgett Kirkwood, Beeline Technologies*
Hands-free farming promises higher field efficiency, lower input costs, and greater flexibility in hiring. Bridgett will help us understand the technology and what it can do for us.

5:00 p.m.  
**Adjourn to Purdue Agronomy Farm**

6:00 p.m.  
**Pork Barbeque at the Agronomy Research and Extension Center (ACRE),**
Catered by Shoops Country Foods, Frankfort, IN.

Farming in the North Carolina Blacklands
Joe Ladinio, president of the Blackland Farm Managers Association
While you enjoy your barbeque, listen to how the 50 members of the Blackland Farm Managers Association have worked together to learn how best to farm the recently cleared, low, wet, high organic matter soils of eastern North Carolina.

Soy-based Polyol Building Blocks
Don Duffy, EMEGA Technologies, Lancaster, OH,
Don will bring some of his soy foam building blocks and the machine he uses to make them.

Adoption of Precision Guidance Technologies
Brian Bauman and Gaines Miles
Brian and Gaines will discuss corn plots planted, cultivated, and side-dressed in a “racetracking” pattern, using a Fendt 716 tractor equipped with Auto-Guide. “Racetracking” is the term used to describe a system in which one pass is worked, the next skipped, and the following pass worked. Racetracking allows for more room on turns and less time devoted to positioning for the next pass, leading to better overall field efficiency.

John Deere RTK Auto-Guidance
Adam Hart, John Deere
Adam has promised to bring the new Deere RTK Auto-Guidance.

Tuesday Morning, July 20
Room 218, Stewart Center

8:00 a.m. Potash Placement for Soybeans and Corn in Conservation Tillage Systems
Tony Vyn, Purdue agronomist
No-till and other conservation tillage systems leave K within a few inches of the surface. Tony will talk about deep banding and other alternatives for putting K where it’s needed.

8:30 a.m. IMAGe – What Have They Learned about Information Tech in Agriculture?
Duane Kiess, Indiana farmer, Mike Lefeld, Ohio farmer, Scott Maxwell, Michigan farmer, and Kevin Kilgus, Helena Chemical
IMAGe is a focus group of farmers organized three years ago by Helena Chemical and their partners to better understand what yield monitors, GPS and other information technology could do for Midwestern agriculture. They will share what does and does not work for them.

9:00 a.m. Managing Drainage for Higher Yields
Jane Frankenberger, Purdue ag engineer, and John Guernsey, drainage contractor
Have you ever seen a tile line running in June and wished that you had a way to save some of that water for July and August? Jane will tell us how to do it and why NRCS might cost share the practice. John will tell about managed drainage systems that he has installed on Indiana farms.
9:30 a.m.  **Learning to Use B-21**  
Here’s your next look at your farm solutions.

10:30 a.m.  **Break**

10:45 a.m.  **On-the-go Grain Quality Sensing**  
*Frank Carpenter, Instrument Distributors International*  
IDI is introducing a combine grain quality sensor in the U.S. market for the 2004 wheat harvest. It uses Australian technology from NIR Tech. They have done two years of field testing on protein in wheat in the Great Plains. They are working on systems for oil, starch, and protein sensing in corn and soybeans.

11:15 a.m.  **What Weather Now?**  
*Elwynn Taylor, Iowa State University climatologist*  
Spring weather conditions for the second year in a row were near ideal for corn and soybean crops. The August weather may very well be the deciding factor. Elwynn will cover the outlook as he sees it at this time.

Noon  **Lunch**

1:00 p.m.  **Growing the Farm Business, Bringing in Another Generation and Employee Management**  
*John Larrimer, Indiana farmer, and Craig Dobbins, Purdue ag economist*

1:25 p.m.  **Motivating Employees!**  
*Bernie Erven, Ohio State ag economist*  
“How can I motivate my employees?” This often-asked question is complex and usually lacks a good answer. This session will start with the assumption that the best answer to the question is, “You can’t!” The discussion will go on to explore why an employer and employee working together provides the best opportunity for having a motivated employee.

1:55 p.m.  **Avoid Contamination of Non-GMO Grain**  
*Bob Nielsen, Purdue agronomist*

2:15 p.m.  **Green Seeker, On-the-go Sensing for Nitrogen Application**  
*Jason Lawles, Ntech*  
Green Seeker on-the-go sensor technology has been shown to generate big returns ($15/acre) in North American wheat fields. It uses optical sensors to determine the crop’s health, develops a nitrogen prescription, and enables the sprayer to deliver either site-specific or zone variable rate applications. The technologies corn algorithm will be fine-tuned in NE, MO, IA, IL, and MN this year. NTech will market the Green Seeker system for use in corn next year.

2:45 p.m.  **Farmers Buying Inputs Together**  
*Joannie Grimes, office manager for Premier Ag Commodities Inc. (PACI)*  
Joannie will share some insights from 29 years of PACI experience in western Ohio.
3:00 p.m.  Break

3:15 p.m.  Strategic Planning for Government Risk
*Otto Doering, Mike Boehlje, Alan Gray, and Wally Tyner, Purdue ag economists*
With the ballooning federal deficit and the WTO cotton ruling, the risk of rapid changes in government farm programs has become a key strategic planning issue for U.S. agriculture. A range of policy changes is being discussed. Purdue economists will outline the main alternatives and then we will break into groups to discuss strategic responses.

Supply control (e.g., flex fallow) — Gray
Lugar plan — Gray
Paying farmers for environmental services — Doering
Cold Turkey — Boehlje
Choosing between stabilization and income enhancement — Tyner

4:00 p.m.  Discussion Break-Out Groups
(Join the group that matches the color of the dot on your name badge.)

Tuesday Evening

6:00 p.m.  The Trails: Relax Outside the Trails Party House

6:45 p.m.  Steaks

7:15 p.m.  Banquet Speaker: A Long Term View of Ag Markets, Trade, and Policy
*Beth Bechdol, special assistant to the USDA Undersecretary for Farm and Foreign Ag Services, former vice president of Sparks Commodities.*

Wednesday Morning, July 21
Room 218, Stewart Center

7:30 a.m.  Final B-21 Session

8:00 a.m.  Price Risk Management
*Dennis Inman, customer solutions manager, Cargill AgHorizons*
Dennis will present some of Cargill's new ideas for marketing your grain and managing price risk.

8:15 a.m.  Leasing Hunting Rights for Extra Income
*Steve Meng, Base Camp Leasing*
Locating a quality place to hunt has become increasingly difficult for many hunters. Base Camp Leasing bring hunters and landowners together for their mutual benefit. They are the premier hunting lease provider in the eastern Corn Belt.

8:40 a.m.  Move Your Farm to Food Grade Grains?
*Ramon Loucks, food grade buyer and processor*
Ramon rented a former seed processing plant and upgraded it to meet American Institute of Baking standards. He’ll contract with you to produce one or more of
his specialty corn or beans, which he’ll then clean, perhaps ship to Michigan for cooking, then package and bulk ship anywhere. He’s a food safety fanatic, and he’ll pass out samples for us to munch on.

9:00 a.m. **Innovations in Market Advisory Services**
*Scott Stewart, president, Stewart and Peterson, West Bend Wisconsin*
What do farmers need now from their market advisors? After two decades helping farmers with marketing, Scott has adjusted his firm’s approach to fit today’s challenging markets. Hear his perspective and the description of his new “MATRIX” service that is designed to meet the marketing needs of today’s farmers.

9:25 a.m. **What You Must Know About Brazil!**
*James Bower, senior market analyst, AgDay Television, Bower Trading, Inc., Lafayette, Indiana*
Jim has extensive knowledge of Brazilian agriculture and is adding farm clients there. He will give you his latest update from his extensive travels in the country this spring, and his observations on their technologies, infrastructure, and recent cropping problems.

9:45 a.m. **Break**

10:00 a.m. **Rootworm Resistant Corn**
*Todd DeGooyer, Monsanto*
How will corn rootworm resistant hybrids fit into your crop production systems? What should you consider in the choice between transgenics and soil insecticides? What are the seed and/or grain segregation issues, refuge configurations, and compliance concerns?

10:30 a.m. **The Dynamics of World Grain and Oilseed Markets: Implications for U.S. Farmers and Agribusinesses**
*Dr. Parry Dixon, director of global economic research, ADM, Inc. Decatur, IL*
Parry monitors the world’s agricultural heartbeat for one of largest global providers of grain and oilseed products and related services. He helps set direction for ADM, and you will hear his thoughts on the implications for U.S. farmers and agribusinesses.

11:00 a.m. **Price Outlook and Marketing Strategies Panel**
*Chris Hurt, extension marketing specialist, moderator*
Agricultural Economics, Purdue University

*Scott Stewart, president, author, and chief analyst*
Stewart and Peterson, West Bend, Wisconsin

*Robert Utterback, economist and author, Farm Journal Magazine*
Utterback Marketing Services, Inc. New Richmond, Indiana

*Dennis Alkire, chief analyst*
Alkire Marketing Group, Inc., Buck Creek, Indiana
Jim Bower, senior market analyst, AgDay Television
Bower Trading, Inc., Lafayette, Indiana

11:50 a.m. Wrap up and Evaluation
Jess Lowenberg-DeBoer, Purdue ag economist
Have your comments ready. What did you like about the 2004 Top Farmer Crop Workshop? What should be improved? Make suggestions for the 2005 program.

12:00 p.m. Adjourn

General Information

Registration

Registration will begin at 5 p.m., July 18, 2004. For those attending the workshop as the sole representative from their farm, the registration fee is $250. When two or more people enroll from the same farm (i.e., husband and wife, father and son, or operator and employee, etc.), the registration fee for each of the additional enrollees is only $75. Each paid registration entitles the attendee to two meals, coffee breaks, and the opportunity to test their farm plans using the B21 linear programming analysis. A workshop proceedings notebook is provided for each farm registering. Additional notebooks are available for $50 each. Because enrollment is limited, pre-registration is essential. You are advised to register as early as possible. Refunds will be honored upon written request by July 1, 2004. Purdue University is not responsible for costs incurred due to cancellation.

Lodging

Requests to the Union Club Hotel (adjacent to Stewart Center) should be received by July 3 for preferential consideration and confirmed reservations. Write directly to the Union Club Hotel, Purdue Memorial Union, West Lafayette, Indiana 47907, or telephone 800-320-6291, Monday through Friday, 8 a.m. to 5 p.m. E.S.T. A deposit is not required, but MasterCard, VISA, Discover, and American Express are accepted for payment of room accounts. Union Club guests are provided convenient garage parking at no additional cost, with validated ticket.

Less-expensive accommodations are available at Hawkins Graduate House (765-494-0538), across the street from the Purdue Memorial Union and Stewart Center. These rooms are air-conditioned, residence hall type rooms. The Lafayette-West Lafayette Convention and Visitors Bureau Web site has information about other lodging options: www.lafayette-in.com; e-mail: info@HomeOfPurdue.com or phone: 800-872-6648).

Parking

If you drive, please park in the Grant Street Parking Garage, east of the Union on the east side of Grant Street. You must pay $10 upon exiting; parking is free if you are staying in the Union Club Hotel.

Directions and Travel to Purdue University

The Purdue Memorial Union and Stewart Center are located on the north side of State Street.
(also known as State Road 26), in West Lafayette, Indiana. The Purdue Web site (www.purdue.edu) has complete information for visitors to campus. West Lafayette is on Eastern Standard Time all year round (no daylight savings time!).

The closest airport with regularly scheduled commercial flights is Indianapolis, about 60 miles to the southeast. Public transportation to Lafayette includes Greyhound, Trailways bus lines, and AMTRAK passenger train service.

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<td>Tom Robertson</td>
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<td>Jess Lowenberg-DeBoer</td>
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<td>Dept. of Agricultural Economics</td>
<td>Stewart Center, Room 116</td>
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<td>403 W State Street</td>
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Please register the following for the 36th Annual Purdue Top Farmer Crop Workshop, to be held at Purdue University, July 18-21, 2004.

Name(s): __________________________ Telephone (__)  
Address: ______________________________________________________________________  
                        Street                     City             State          Zip  

_ Registration fee(s) at $250 enclosed for first/only enrollee from a farm.  
_ Registration fee(s) at $75 enclosed for each additional enrollee from a farm.  
_ Additional workshop proceedings notebooks at $50 each.  

Total enclosed $_______________ Please make all checks payable to Purdue University.  

Please charge the total amount to □ VISA □ MasterCard □ Discover □ American Express  
Account #__________________ Expires __________  

Authorized signature_________________________  

_______ I require auxiliary aids or services because of a disability. Please contact me at the above address.  

Purdue is not responsible for costs incurred due to cancellation.  
This program is a continuing education activity of Purdue University,  
an equal access/equal opportunity university.