2003 Top Farmer Crop Workshop Schedule

to be used as an example: 2004 Top Farmer topics and speakers will differ

Sunday Afternoon, July 20
Room 206, Stewart Center

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

5:00 p.m. Supper On Your Own

Sunday Evening
Room 218, Stewart Center

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

6:30 p.m. Workshop Introduction
Howard Doster, Purdue ag economist
Howard first wrote his seven-minute speech in 1970 on the back of a Holiday Inn placemat in Columbus, Indiana. He’s since presented it over 900 times in speeches, magazines, and movies in many countries on four continents. Perhaps this is why you’re coming. He makes four points.

Somehow, Use Big Machinery.
While no one wants bigger machinery than needed, figure out a way to use big machinery. Why?
Make your labor more productive.
Lower your per acre machinery cost.

Be Timely.
If you’re in doubt about the right size machine to get, get the larger size.
While it costs more every year, it also returns more every year.
And, one year in five, it more than pays its entire extra cost.
As a bonus, with larger equipment, most years you can do extra acres on short notice.

Test Before You Invest.
Use Purdue’s B-21 to test alternatives:
crop rotations, machine sizes, tillage systems, farm sizes.

Associate with persons who ask,
“How much can I do?”
Not, “How much do I need to do?”
7:00 p.m. **Bringing in the Neighbor’s Son?**

*Jon Nicosin and Andrew Tucker, Indiana farmers*

Jon is getting out. His neighbor’s son is getting in. How would you do it? We’ll have you work at table teams to advise them.

7:30 p.m. **A Managerial Accounting Program to Meet Farm Financial Standards Council Requirements**

*Daryl Ellis, CPA and South Dakota farmer*

Daryl is controller on the Brian Jorgensen 10,000 acre corn, bean, cattle farm. In addition to using site-specific technology, the Jorgensens are testing Mach 1.0, an FBS accounting program featuring activity based costing to allocate overhead. They get real-time records of their production costs per field.

7:55 p.m. **Which Costs Count?**

*Howard Doster, Purdue professor emeritus*

Howard will describe a decision-making method that doesn’t rely on historical costs.

8:15 p.m. **How Do You Decide?**

*Alan Miller, CPA and Purdue ag economist*

Alan will moderate your comments about the previous presentations. Daryl and Alan are members of the Farm Financial Standards Council.

**Monday Morning, July 21**

Room 218, Stewart Center

8:00 a.m. **Four Areas That Make The Difference!**

*Bruce Moody, Indiana farmer*

*Moe Russell, Iowa consultant*

Bruce brought his management consultant. Moe watches four criteria.

8:25 a.m. **He Has Seventeen 50/50 Landlords**

*Garland Antrim, Indiana farmer*

Let others bid up cash rent. Learn how Garland takes care of his crop share landlords. From 1938 to 1958, his Dad doubled acreage from 80 acres to 160 acres. From 1960 to now, Garland has increased his acreage 10-fold, from 400 acres to 4,000 acres.

8:45 a.m. **Land Price Survey**

*Craig Dobbins, Purdue ag economist*
9:00 a.m.  **Contracting to Provide Feed**  
*Rich Burd, Pennsylvania farmer*

Rich, last year’s Master Farmer for the Mid-Atlantic Region, will share his feed contract for supplying a neighbor’s dairy feed, as he tells us what he’s adapted from earlier workshops.

9:15 a.m.  **Low Investment Precision Ag**  
*Curt Ross and John Brost, Calmar Mapping Services*

Farmers locate their fields on the internet. Then they ask Calmar to provide field boundaries, create soil mapping schemes, use aerial remote sensing and ground truthing before harvest to make yield maps.

9:35 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?

9:50 a.m.  **Break**

10:05 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.

11:15 a.m.  **Ken’s Agronomic Clinic**  
*Ken Ferrie, Farm Journal agronomist*

Narrow rows, plant population, nitrogen, etc. In his plots, Ken’s also using the Illinois N test and the Veris sensor.

**Monday Afternoon, July 21**

Room 218, Stewart Center

In 1983, before GPS, Howard and Purdue colleagues wrote the paper, “Big Ten Crop Farming,” included in your proceedings. He first used the term “site-specific” as he described ten steps to improve profits. The next several speakers are making “Big Ten” a reality. When Jess Lowenberg-DeBoer and others make the new statistical procedures easier to use, many more consultants and farmers will use Big Ten.

1:00 p.m.  **Expectations for Site-Specific NPK Management**  
*Nyle Wollenhaupt, worldwide agronomist, AGCO*

Nyle will set the stage for the precision ag presentation and also share what his company offers.
1:30 p.m.  Enhancing Your Productivity Using Yield Maps, GIS, and the GPS Time Stamp  
*Todd A. Peterson, Ph.D., CCA, Pioneer Hybrids*  
Todd will cover ideas he has learned from working with farmers across North America.

2:00 p.m.  From Precision to Decision Using SST!  
*Don Mosely, Illinois farmer*  
*Larry Tracy, Precision Agronomics, Inc.*  
Don has collected five years of geo-referenced data on each of his 10,000 acres of corn and beans. Larry’s firm is an authorized SST Information Lab.

2:20 p.m.  GIS and Farm Records!  
*David A. Waits, president and CEO, SST*  
With SST Summit and SST Stratus on their desktops, farmers can improve their cropping system decisions based on site-specific and date-specific data.

2:45 p.m.  Break

3:00 p.m.  Ted’s Latest Site-Specific Software!  
*Ted Macy, president, Mapshots, Inc.*  
*Tom Milligan, Indiana farmer*  
Ted markets his own software, and also writes programs for other vendors. Tom will share how he uses Ted’s software.

3:30 p.m.  Finding GIS Data on the Web  
*Larry Theller, Purdue ag engineer*  
What sources of free or very-low cost GIS data exist for Indiana (or elsewhere), and what are the advantages and drawbacks of using these?

3:45 p.m.  Hello  
*Willie Vogt, Technology Editor, Farm Progress Publications*  
Willie agreed to flex his presentation to include site-specific topics others don’t cover.

4:05 p.m.  Three Things or More!  
*Jess Lowenberg-DeBoer, Purdue ag economist*  
Jess will report findings from a Master’s thesis on using yield monitors to select hybrids. He’ll report on nitrogen response research. He’ll also describe new statistical methods for site-specific uses. Finally, Jess and Purdue agronomist Bob Nielsen will ask if you want to be in a user group to analyze your site-specific data.

4:35 p.m.  New Deere Stuff!  
*Josh Sears, John Deere*  
Here come Deere RTK systems with still better pass to pass accuracy. Most major John Deere ag products will soon have the capability for assisted steering. Here’s why. Later, at the Agronomy Farm, Josh will demonstrate Auto Steer on an 8020 series wheel tractor.
5:00 p.m.  Adjourn to Purdue Agronomy Farm

6:00 p.m.  Pork Barbeque catered by Shoup’s Country Foods of Frankfort

7:00 p.m.  Progress Report  
*Dave Govert, Kansas farmer, founder, Machinelink*  
Dave’s firm rents combines to multiple users in the same year. How can you get one?

7:20 p.m.  The First Public Display of a Commercial Soil pH/Soil EC Sensing System  
*Eric Lund, president, Veris Tech*  
Eric will operate the sensor on the Agronomy Farm.

7:40 p.m.  Twin Row Corn  
*Tom Evans and Wes Henne, Great Plains Mfg.*  
We’ll look at the drill and the corn they planted with it.

8:00 p.m.  Deere’s Auto Steer  
*John Sears, John Deere*

8:20 p.m.  Wow! You’ll Want This Toolbar!!!  
*Shane Houck, Indiana farmer*  
After Shane and Howard did computer budgeting in December, Shane contracted to custom farm another 2,500 acres. Then, he made this toolbar which you’ll see tonight. The tracked center section can haul seed, fertilizer, or harvested grain. The wings allow for quickly changing from corn to bean units, to NH₃ sidedress, to strip till.

Tuesday Morning, July 22
Room 218, Stewart Center

7:55 a.m.  Sensing the Soil: Automated Mapping of Soil pH and Electrical Conductivity  
*Eric Lund, president, Veris Tech*  
On-the-go sensors can improve quality and reduce cost of soil property mapping. Eric will present data he collected at the Purdue Agronomy Farm yesterday.

8:20 a.m.  On-Farm Carbon Sequestration?  
*Bruce McCarl, Regents Professor, Texas A&M ag economist*  
On-farm sequestration could be an intermediate solution.

9:00 a.m.  They Get In and Out of This Partnership!  
*Fred, Rob, Chris and Joe Mann, Indiana farmers*  
*Darrell Duntemann, Illinois CPA*  
After considerable planning and careful execution, older partners loan to entering partners using internal funds. Two younger brothers have entered, another has started, and the oldest has exited this large grain/hog partnership.

9:30 a.m.  Learning to Use B-21  
Here's your next look at your farm solutions.
10:45 a.m.  **High Tech, High Yields**  
*Harold Reetz, VP, PPI*  
Harold will describe on-going research he’s supporting, including work at Purdue and on Francis Child’s farm.

11:15 a.m.  **What Weather Now?**  
*Elwynn Taylor, Iowa State climatologist*  
In April, Elwynn saw a change in El Nino and told us not to count on it for the summer. Elwynn will tell us what we can count on for the rest of the season.

**Tuesday Afternoon, July 22**  
Room 218, Stewart Center

1:00 p.m.  **Evaluating Our People Management Skills!**  
*Ted Merrill, Indiana farmer*  
*Bernie Erven, Ohio State ag economist*  
Twenty years ago, Ted and his brother bought a manure hauling tank to dispose of manure from their rented hog buildings. Now, they have 40 employees and handle livestock and municipal waste all over Indiana and elsewhere. Bernie will help us identify how they manage their staff so well.

2:00 p.m.  **Plant Corn Two Days Earlier!?**  
*Dr. Natarajan Palachander, Research VP, Landec Ag*  
Seed corn breeders are using his coated seed. When will you?

2:20 p.m.  **Illinois Has a New N Test!**  
*Dr. Saeed Khan and Tim Smith, University of Illinois agronomists*  
Likely to be released for public use next year, here’s their preliminary findings concerning sampling protocol, and test reliability.

3:00 p.m.  **Break**

3:15 p.m.  **Promoting the Phillips Harrow**  
*Barry Fisher, conservation tillage coordinator*  
Using it helps in aerating and warming heavy soils for no-tilling early. In Indiana, it can qualify for EQIP no-till incentive payments.

3:35 p.m.  **Opportunities in the New Conservation Movement**  
*Bill Richards, Ohio farmer*  
Bill is chairman, Conservation Technology Information Center; executive board member, NACD; and former chief, SCS. He no-tilled 1,100 acres when he attended the first TFCW in 1968. As he grew to 8,600 acres in the seventies, he used our Purdue LP to test each change in machinery and land size.

4:10 p.m.  **Midwest Crop Farmers and the Top Farmer Crop Workshop!**  
*Jess Lowenberg DeBoer and Mike Boehlje, Purdue ag economists*  
After projecting your future, they’ll suggest ways the new Top Farmer Workshop Team might work with you, and ask for your evaluation and suggestions. Plan to continue this discussion during supper.
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
Jim Moseley, Indiana farmer, and deputy secretary, USDA
Whatever he wants to say. He was farming 200 acres when he attended his first Top Farmer Workshop, and 400 acres when he made his first of 20+ Top Farmer presentations. In the seventies, he used our Purdue LP to test each change in machinery size and land size as he grew to 2,600 acres.

Wednesday Morning, July 23
Room 218, Stewart Center

7:45 a.m.  Final B-21 Session

8:15 a.m.  Don Mario Semillas
Bruce Bailey, U.S. business liaison
Bruce’s Argentine firm grows 7,000 acres of parent bean seed production, which represent 80 percent of the needs of U.S. bean seed firms, excluding Pioneer and Asgrow. Ask him how you benefit from his work.

8:45 a.m.  Technical Aspects of Crop Identity Preservation Strategies
Dan Ess, Purdue ag engineer
Let’s see how many of these aspects our next speaker has considered.

9:05 a.m.  New Generation Contracts
Dave Krog, vice president and co-founder, E-markets
Dave helped develop the software for forward pricing contracts that allow you to automate your marketing plan.

9:25 a.m.  Using New Generation Contracts
Jim Prough, The Andersons
Doug Miller, Illinois Farmer
Jim works with farmers who are using New Generation Contracts. Let’s hear what Doug thinks.

9:45 a.m.  New Generation Contracts
Eric Scholer, Purdue ag economist
How well do they perform?

10:00 a.m.  U.S. Soybean Competitiveness in a Dynamic Market
John Becherer, CEO, United Soybean Board
Here’s how we’re using your check-off dollars to enhance your competitive position.
10:30 a.m.  Break

10:45 a.m.  Three Big Marketing Issues for 2003  
*Dennis Alkire, Alkire Advisory Group, Inc.*
Understanding the “Free” put of the farm program, the increasing influence of the commodity funds, and CHINA on price discovery.

11:15 a.m.  Our Long-Term Export Potential  
*Bob Thompson, chairman, International Food and Agricultural Trade Policy Council*
Our former Dean, and a former Assistant Secretary of Agriculture, Bob is uniquely qualified to address us.

11:55 a.m.  Adjourn