

**SPECIAL POINTS OF INTEREST:**

- **New CINCH 10.4 Feature: Contract Amendment**
- **Sudden Death Syndrome in Soybeans this Summer**

**INSIDE THIS ISSUE:**

- Spotlight on New CINCH 10.4 Features 1
- The Andersons, Inc. Acquires HBI Fertilizer Division 2
- BASF and CTC Enter Agreement on Sugar-cane 2
- E-Markets is Certified for Microsoft Dynamics 3
- Sudden Death Syndrome in Soybeans 3

**Happy National Harvest Month!**

**Spotlight on CINCH 10.4: Contract Amendment**

E-Markets recently released a new version of our CINCH® solution, CINCH 10.4. There are many new updates that this version has to offer, and a few of these updates are to the Contract Amendment functionality for the CINCH Grain solution. We are spotlighting some of these here.

One addition is the Purchase Contract Amendment window, which allows the user to make changes to a posted contract. Many fields are able to be edited in this tool, however price becomes un-editable when the contract is partially settled. To change pricing the user will be prompted to use another new tool—the Purchase Contract Roll tool.

The Purchase Contract Roll window has been added to perform

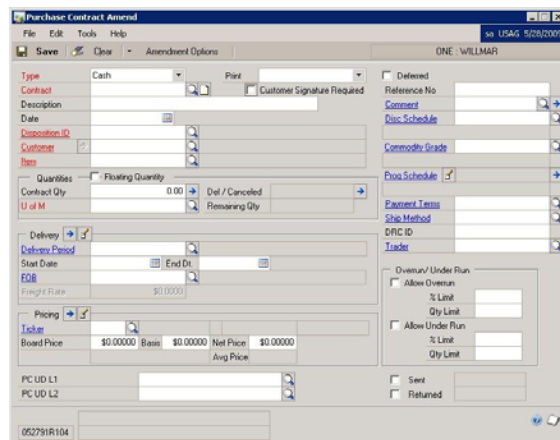
contract delivery period or price rolls. In this tool, the user specifies the quantity to move from the existing Delivery Period to the new Delivery Period and if there are multiple price records, the system will select the most current pricings to roll.

Two more windows that have been added are the Amendment Fee Entry tool and the Contract Log Entry tool. The Amendment Fee

Entry feature allows the user to add any fees that are due to the contract amendment, and the Contract Log Entry feature has been added to provide explanations for the changes that have been made to a contract. It also allows the user to provide a text amendment for the contract.

These are just a small sample of the new features in 10.4. If you haven't yet upgraded to the new version, contact Ryan Allen to get it scheduled, [Ryan.allen@e-markets.com](mailto:Ryan.allen@e-markets.com). You can also visit the CINCH FTP site to view video demos of the changes.

If you are interested in learning about the many more features that CINCH 10.4 has to offer, contact the E-Markets services team at 877-674-7419.



**The Purchase Contract Amendment tool is just one of the many new features in CINCH 10.4.**



The Andersons, Inc. is a diversified company with interests in the grain, ethanol and plant nutrient sectors of U.S. agriculture, as well as in rail-car leasing and repair, turf products production, and general merchandise retailing.

BASF is the world's leading chemical company. Its portfolio ranges from chemicals, plastics, performance products, agricultural products and fine chemicals to crude oil and natural gas.



## E-Markets' Customer The Andersons, Inc. Closes HBI Fertilizer Division Acquisition

August 1, 2009—The Andersons, Inc. has announced it has closed the purchase of the Fertilizer Division of Hartung Brothers, Inc., as an addition to its Plant Nutrient Group.

“The acquisition of HBI’s Fertilizer Division enhances the core business of our Plant Nutrient Group (PNG) and extends our geographic footprint beyond the Eastern Corn Belt,” says CEO Mike Anderson. “This well-respected organization brings with it a quality customer base that we are

looking forward to serving.”

The acquisition of this leading regional wholesale supplier of liquid fertilizers, includes strategically located facilities with 145,000 tons of storage capacity in Wisconsin and Minnesota, which generated \$60 million in revenue in 2008. This acquisition increases the overall Plant Nutrient capacity by nearly 20 percent.

The Andersons Plant Nutrient Group formulates, stores and distributes 2

million tons of liquid and dry nutrients (fertilizer) to agribusiness and industrial accounts through 19 wholesale distribution terminals in Ohio, Michigan, Indiana, Illinois, Florida and Puerto Rico. The Group also operates 11 full-service retail farm centers serving Michigan, Ohio, Indiana and Florida.

Source:

[www.andersonsinc.com](http://www.andersonsinc.com)

## E-Markets' Customer BASF and CTC Enter Agreement in Sugarcane

August 4, 2009—CTC – Centro de Tecnologia Canavieira and BASF announced today a cooperation agreement in plant biotechnology. The companies are combining their competencies in sugarcane breeding and biotechnology with the aim of bringing sugarcane growers higher-yielding and drought-tolerant sugarcane varieties. The goal is to bring sugarcane varieties with yield increases of 25 percent to the market within about the next decade. This would result in an almost unprecedented jump in productivity for any crop.

“We entered this cooperation because we are strongly committed to the continuous development in technologies for increasing yield and to reduce production costs in sugarcane,” said Nilson Zaramella Boeta, CEO of CTC.

“The great leap in sugarcane quality and productivity that CTC and BASF start working on today will certainly support Brazil’s position as the leading global player in sugar, ethanol and energy,” he added.

“The key objective of this cooperation is to develop sugarcane varieties that will produce 25 percent more yield than the varieties currently on the market. This type of yield increase would mean that the average quantity of sugarcane harvested could rise from 80 to 100 tons per hectare,” said Marc Ehrhardt, Group Vice President, BASF Plant Science. “We are proud to cooperate with CTC, one of the world’s leaders in improving sugarcane production through conventional breeding as well as biotechnology. The cooperation is another

example of BASF’s plant biotechnology strategy by which we aim to increase efficiency in farming by bringing BASF’s superior genes to farmers around the world in cooperation with the best partners.”

The yield increase that the partners are targeting will create significant additional value that will be shared among sugarcane, ethanol and energy producers, as well as CTC and BASF. The agreement also provides the possibility for both companies to evaluate the development of sugarcane varieties with herbicide-tolerant characteristics in the future.

Source: [www.basf.com](http://www.basf.com)



Power to Know. Power to Grow.®

807 Mountain Ave. Suite 200

Berthoud, CO 80513

(877) 674-7419

[www.e-markets.com](http://www.e-markets.com)

Editor: Micci Ryan

Phone: 515-956-9321

Fax: 515-956-9388

E-mail: [micci.ryan@e-markets.com](mailto:micci.ryan@e-markets.com)

## Subscribe!

Would you like to receive this newsletter every month? Do you already receive it, but know someone who should? Simply send an email to [technologytalk@e-markets.com](mailto:technologytalk@e-markets.com) with 'Subscribe' in the subject line to get on our mailing list!

## E-Markets Achieves Certified for Microsoft Dynamics Designation

E-Markets is proud to announce that our CINCH® solutions have met Microsoft Corporation's highest standard for partner developed solutions to deliver comprehensive business management systems.

Certified for Microsoft Dynamics solutions complement the Microsoft Dynamics core products to fill industry-specific and regional needs of customers with trusted, lower-risk solutions for faster implementation and simpler maintenance.

## Sudden Death Syndrome in Soybeans Widespread This Summer

August 24, 2009—This summer has been very cool with record cool temperatures in July. This cool and wet summer has led to widespread occurrences of sudden death syndrome (SDS) in soybean fields. The SDS reports this year are unlike other years. In 2006, the disease was reported by producers and agronomists to be widespread in eastern and central Iowa. This year, wide occurrences of the disease were observed by Mark Licht, ISU Extension field agronomist, in west central Iowa with incidence as high as 75 percent. Mark Wuebker, ISU Extension field agronomist, reported that "SDS is spreading by the day in Polk and Story counties. Fields that aren't showing some are the exception."

Delayed planting has been a measure to reduce SDS risk in Iowa. This year's occurrence is a reason for consideration of future changes in recommendations for delayed

planting. In recent years, we have observed that even fields where planting was delayed have had severe occurrence of this disease because some springs were cool and long. With cool temperatures occurring in Iowa several springs in a row, use of delayed planting would not be an effective management practice for SDS risk. In a paper published several years ago, ISU climatologists reported that in a warming climate, the Midwest will have a warming hole in summer, which means that summer temperature in Iowa will be cooler instead of being warmer. If this prediction is correct, we may see more SDS and other cool temperature diseases in future.

SDS can cause premature defoliation of soybean plants in the later summer. Premature dying has been found in soybeans infected by the SDS pathogen. Plants with premature dying lack the typical drastic

defoliation symptom of SDS, but diseased plants yellow and die gradually. By closely examining diseased plants, you can find symptoms typical of SDS plants.

Cool temperatures also are favorable to brown stem rot (BSR), a disease that causes foliar symptoms similar to those of SDS. It is important when scouting this fall to correctly distinguish BSR from SDS because management measures for the two diseases are different. One simple way to identify the two diseases is that SDS causes root rot and the pith of the infected soybean stem remains white, while with BSR, the pith is brown and there is no root rot.

Source: Department of Plant Pathology, Iowa State University Extension