

**SPECIAL
POINTS OF
INTEREST:**

- Purdue University's Research on Grain Marketing Tools
- Blood Disorder Found In Pesticide Applicators

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Happy National Fresh Fruit and Vegetables Month!

Purdue University's Research on Grain Marketing Tools

E-Markets' Decision Rules for Contracts® (DRC®) pricing tools are designed to eliminate the emotion, stress, and second guessing involved in a pricing decision. Using five different pricing models, marketing plans can be customized to develop a strategy that's right for each individual.

Purdue University conducted research on the emergence and many benefits of grain marketing tools like the DRC tools.

The beginning of their article is below:

While the majority of Extension efforts in the area of marketing have focused on price prediction and price enhancement, Brorsen and Irwin (1996) suggest that Extension efforts should instead focus on evaluating marketing tools and managing risk. New generation grain marketing contracts (NGC) are a relatively new marketing tool. They were introduced to the market 5 years ago and are now widely available to producers. NGC are specifically designed to address some of the

problems that producers face in executing their marketing plans (Brorsen & Anderson, 2001). For additional help in understanding new generation grain contracts see Johnson (2005).

Some of the marketing challenges NGC address include:

1. *Trouble "pulling the trigger," which means the reluctance or inability to establish both upside price objectives, as well as downside pricing exit points;*
2. *Letting emotion guide pricing decisions, where up trending prices may cause excessive optimism and thus tendencies to buy near the high, while down trending prices breeds pessimism and willingness to sell nearer the lows;*
3. *The complexities and wide variety of pricing alternatives may add confusion and indecision; and*
4. *Lack of discipline as producers may change their minds*

frequently and not stick to their marketing plans.

A second advantage of NCG is that they expand the producers' tool box of pre-harvest pricing contracts. Previous research suggests that producers can enhance their returns by pricing a portion of their crop production prior to harvest (Wisner, Blue, & Baldwin, 1998; Hagedorn, Irwin, Good, & Colino, 2005). NGC are pre-harvest pricing tools that are automatically executed once the contract is established, so the producer does not have a "trigger" to pull.

The rest of the article can be found [here](#).

If you are interested in learning more about the DRC pricing tools and how they can benefit your customers' grain marketing, please visit the [simulation](#) on our website or email customercare@e-markets.com for more information.



Mycogen Seeds is a retail seed company of Dow AgroSciences LLC and a developer and marketer of leading grain corn hybrids and sunflower hybrids, as well as an industry leader in canola, alfalfa, soybeans and sorghum.

"As several million Americans use pesticides, it's important that the risks of developing MGUS from the use of pesticides is known," senior study author and NCI investigator Dr. Michael Alavanja said.



Dow's Mycogen Seeds Reminds: Don't Forget Silage Corn When Scouting

June 15, 2009—Taking time this summer to scout cornfields can mean the difference between a successful harvest or losing yield to diseases and insects. While it is important to scout fields being harvested for grain, early season scouting can return even greater benefits in silage corn.

"Diseases and insects affect yield and standability, but also have a major impact on forage quality," says Mark Riehl, customer agronomist at Mycogen Seeds.

"When growing grain corn, we want the plant to take full advantage of its leaf area in order to optimize ear growth and kernel development. With corn silage, we need grain fill but we also want to protect the integrity of the leaves and stalks throughout the season," he says.

Riehl points out that leaves in good condition are more easily digested and increase tonnage

at harvest. Therefore it is critical to keep all leaves as disease- and insect-free as possible, not just the ones affecting grain fill. Early scouting can help catch problems before plant damage becomes significant.

Diseases that cause the most economic damage to silage include gray leaf spot, northern and southern corn leaf blight, eye spot and corn leaf rust. It's important to learn the distinguishing characteristics of these particular plant maladies for accurate identification and treatment, Riehl says.

Riehl recommends that silage growers start scouting for diseases near the end of June or the beginning of July. Timing can vary depending on geography and the stage of plant development, but the key is to get into the field approximately 10 days before tasseling begins.

"If a problem is spotted, it is important to take action as soon as possible," Riehl says.

"Because most fungicides are preventive, the earlier you can apply the treatment, the better the control will be. Under the right weather conditions, even a few diseased specks on the leaves can become a serious issue if not treated."

Mycogen Seeds offers several silage hybrids that have been bred for tolerance to diseases, especially gray leaf spot. MYCOGEN® brand SILAGE-SPECIFIC™ TMF silage hybrids have excellent disease tolerance. MYCOGEN brand SILAGE-SPECIFIC BMR hybrids also offer some tolerance, but it is still important to monitor fields and use a fungicide treatment if thresholds are reached. In addition, both TMF and BMR hybrids are available with HERCULEX® I Insect Protection or HERCULEX XTRA Insect Protection, which provide excellent above-ground insect control.

Source: Dow AgroSciences

Blood Disorder Found In Pesticide Applicators

June 18, 2009—A study involving 678 individuals who apply pesticides, culled from a U.S. Agricultural Health Study of more than 50,000 farmers, recently found that exposure to certain pesticides doubles one's risk of developing an abnormal blood condition called MGUS (monoclonal gammopathy of undetermined significance) compared with individuals in the general population. The disorder, characterized by an abnormal level of a plasma protein, requires lifelong monitoring as it is a pre-cancerous condition that can lead to multiple myeloma, a painful cancer of the plasma cells in the bone marrow. The study will appear in the June 18

issue of *Blood*, the official journal of the American Society of Hematology.

"Previously, inconclusive evidence has linked agricultural work to an increased multiple myeloma risk. Our study is the first to show an association between pesticide exposure and an excess prevalence of MGUS," said lead author Ola Landgren, MD, PhD, of the National Cancer Institute (NCI), which is part of the National Institutes of Health, U.S. Department of Health and Human Services.

"This finding is particularly important given that we recently found in a large prospective cancer screening study that virtually all multiple myeloma

patients experienced a MGUS state prior to developing myeloma."

"As several million Americans use pesticides, it's important that the risks of developing MGUS from the use of pesticides is known," senior study author and NCI investigator Michael Alavanja, DrPH said.

The blood of study participants, who were individuals licensed to apply restricted-use pesticides, was assessed for MGUS prevalence. The median age of participants was 60 years (range 30-94 years), and all lived in either Iowa or North Carolina.

See PESTICIDE page 3.



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CINCH® User Tips: Voiding Settlements

By Sarah Hagen, CINCH Customer Support

There are two different ways to void a settlement depending on your situation and the status of the check:

1. If the original settlement check has already been cashed by the producer then you will want to void by going to Microsoft Dynamics GP >> Tools >> Routines >> Cinch Grain >> Settlement Void. This will send the assemblies back to settlement entry so you can make your corrections and will also create an advance in the amount of the original check to be deducted from their next settlement while the original payables are untouched.
2. If you have the check from the original settlement and you need to make a correction, then you would void the check and the voucher in accounts payable to send it back to settlement entry in Cinch. To void the check go to Transaction >> Purchasing >> Void Historical Transactions this will open up the invoices that can be voided by going to Transactions >> Purchasing >> Void Open Transactions. Once that is complete you can make your changes and resettle the assemblies.

PESTICIDE, cont'd from page 2—

Participants also completed questionnaires providing comprehensive occupational exposure information for a wide range of pesticides, including information such as the average number of days of pesticide use per year, years of use, use of protective gear while applying pesticides, and pesticide application methods. Information on smoking and alcohol use, cancer histories of the participants' first-degree relatives, and other basic demographic and health data were also obtained.

Individuals with prior histories of lymphoproliferative malignancies (such as multiple myeloma or lymphoma) were excluded. Cancer incidence and mortality were monitored annually, and, after five years, follow-up interviews were conducted to update the information about participants' occupational exposures, medical histories, and lifestyle factors.

For comparison, data were obtained from a large MGUS-screening study conducted by the Mayo Clinic, and the results from the pesticide-exposed group were compared with the assessments of 9,469 men from the general population of Olmsted County, Minnesota. The two groups were similar in terms of age, race, and educational attainment. Because of the low prevalence of women among

workers who apply pesticides, women were excluded from the study.

In the pesticide-exposed group, no MGUS cases were observed among those who were less than 50 years of age, but the prevalence of MGUS in those older than 50 was 6.8 percent, which is 1.9 times higher than the general population study group of men in Minnesota.

The researchers also evaluated the potential association between MGUS prevalence and 50 specific pesticides for which usage data were known. Of the chemicals studied, a significantly increased risk of MGUS was observed among users of dieldrin (an insecticide), carbon-tetrachloride/carbon disulfide (a fumigant mixture), and chlorothalonil (a fungicide). The MGUS risk for these agents increased



5.6-fold, 3.9-fold, and 2.4-fold, respectively. Several other

The prevalence of MGUS in those older than 50 was 6.8% which is 1.9 times higher than the general population study group.

insecticides, herbicides, and fungicides were associated with MGUS, but not significantly.

"There is great concern regarding the increase in frequency in mature B-cell malignancies in the Western world and what may be the cause of this," said John G. Gribben, MD, DSc, Professor of Experimental Cancer Medicine at Barts and the London School of Medicine, who is not affiliated with the study. "A number of reports in the past have linked exposure to pesticides with increased risk of these types of cancers, but the present study is the first to link agricultural work to a pre-malignant condition. It is vital to assess the risk of workplace exposure and disease, and the results lend further support to providing safe workplace practices to limit exposure to potential carcinogens."

"Our findings are intriguing," Landgren said. "If replicated in a larger sample from our study and other large studies, further work should focus on gaining a better understanding of the molecular basis of MGUS and multiple myeloma. Ultimately, this will result in the identification of novel molecular targets involved in the progression.

Source: American Society of Hematology