

Timely Planting: A Survey of U.S. Corn Growers

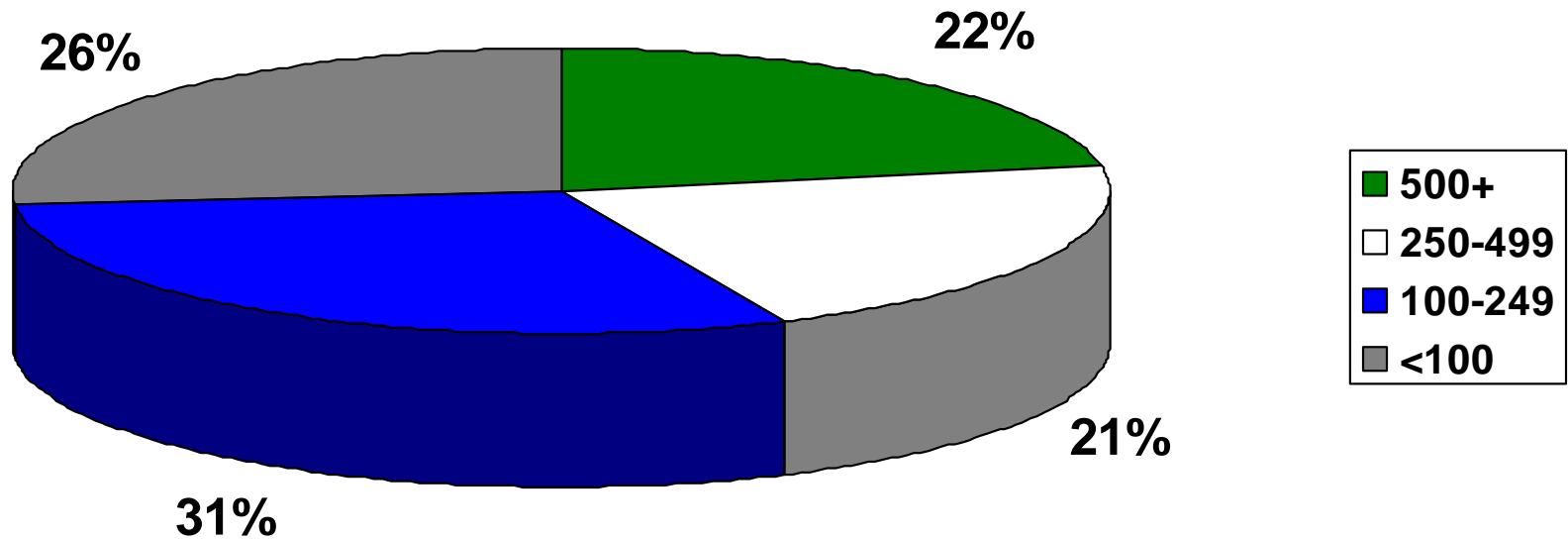
presented by Landec Ag

October 17, 2005

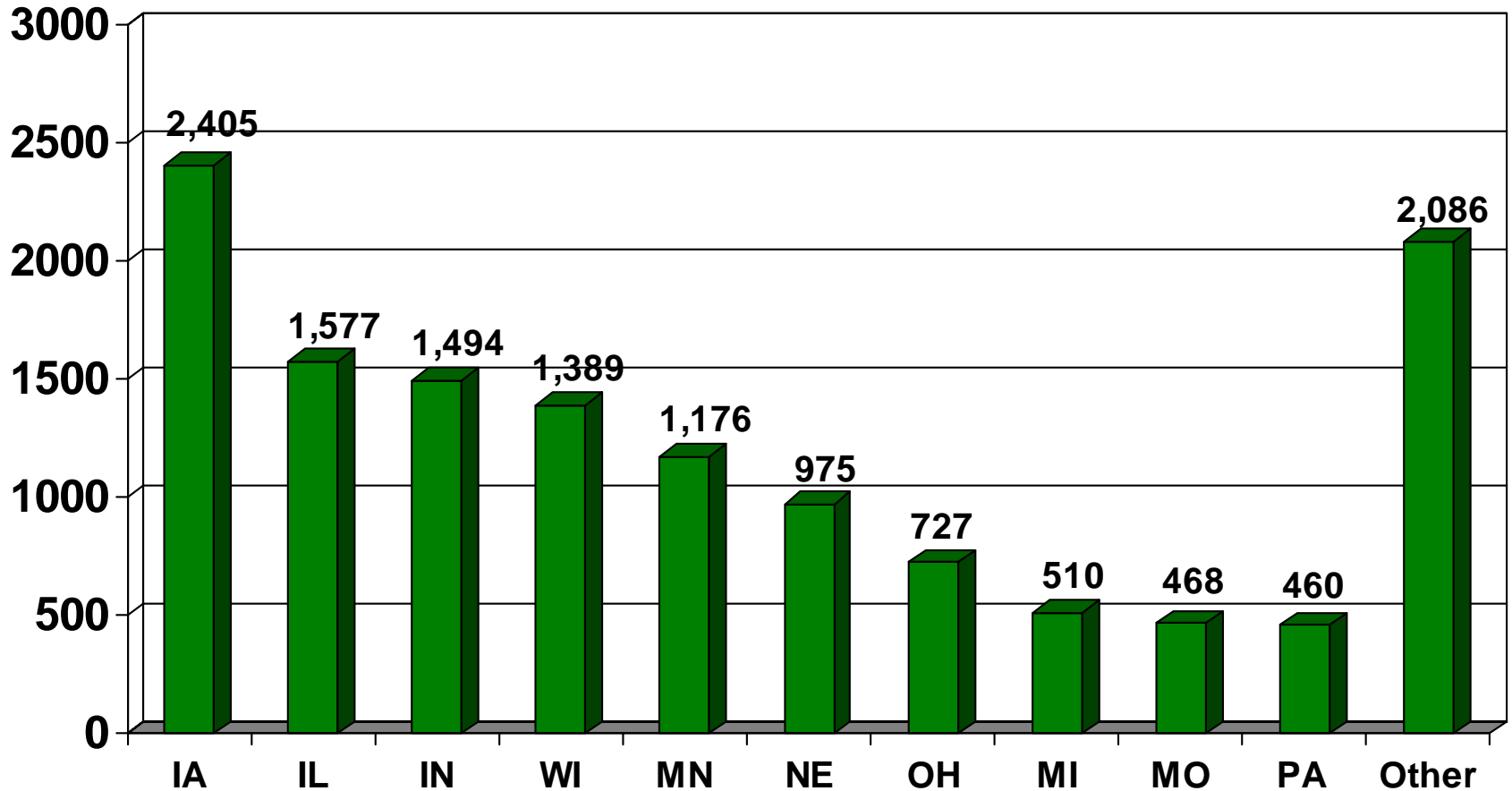
Survey Background

- Survey of 13,267 corn growers
- Conducted during summer of 2005
- Explored planting-related topics
 - Preferred planting dates and windows
 - 2005 timely planting success
 - Five-year timely planting success
 - Barriers to timely planting
 - Replanting due to chilling injury
 - Interest in earlier planting
- Sponsored by Landec Ag, developers of Intellicoat Early Plant Corn

Corn Acreage of Survey Responders



State Breakdown of Survey Responders



Key Findings

- Timely planting of corn is a pervasive problem
 - Nearly one in three corn plantings (32%) over the past five years was not finished by the grower's preferred completion date.
 - One of four corn plantings (25%) was not finished by the grower's preferred completion date in 2005.
- Preferred planting windows are relatively narrow
 - Under six of 10 (58%) growers want to finish planting corn in three weeks or less.
 - One of six (16%) growers wants to finish planting corn in 10 days or less.

Key Findings (cont'd)

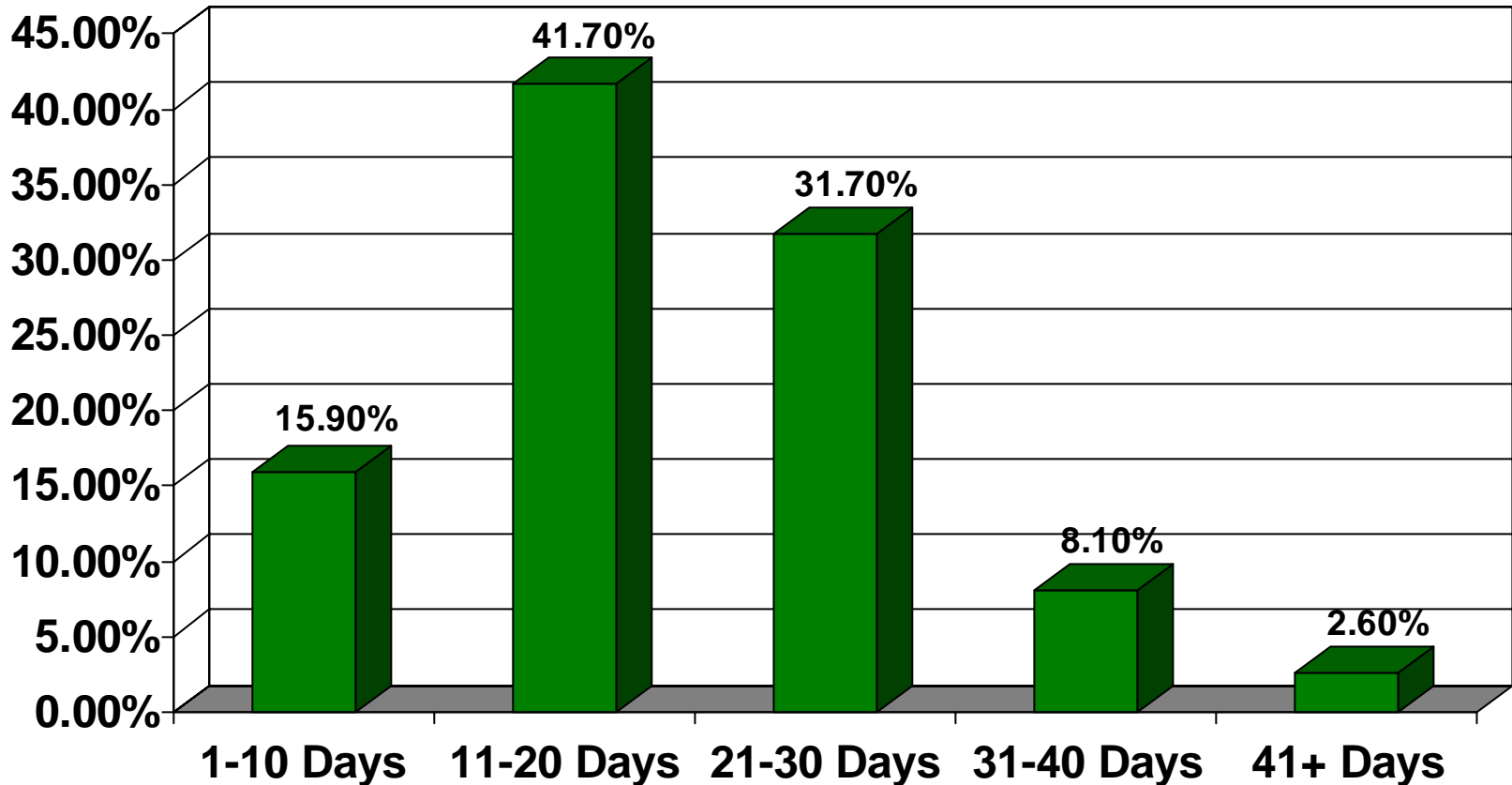
- Weather is primary reason for lack of timely planting
 - 94% of growers say weather is the reason for lack of timely planting.
 - Wet soil conditions are the largest factor, including those caused by winter thaw that delay the start of planting and spring rains after planting has begun.
 - About 10% of growers citing weather mention soil conditions that are too cold for planting.
 - One of six (17%) growers has had to replant corn due to chilling injury in the last five years; one in four (25%) growers with 500+ acres has had to replant due to chilling injury in the last five years.

Key Findings (cont'd)

- Growers recognize the yield loss associated with late planting
 - More than three out of four corn growers (77%) correlate timely planting with higher yields.
- Corn growers have significant interest in earlier planting
 - About half of corn growers (49%) would plant earlier if they could reduce replanting and stand loss risk. That number jumps to 58% for 500+ acre corn growers.
 - About seven out of 10 (69%) of corn growers are interested in Intellicoat® Early Plant Corn®. Nearly eight of 10 (79%) of growers with 500+ acres are interested in the technology.

Length of Desired Planting Window

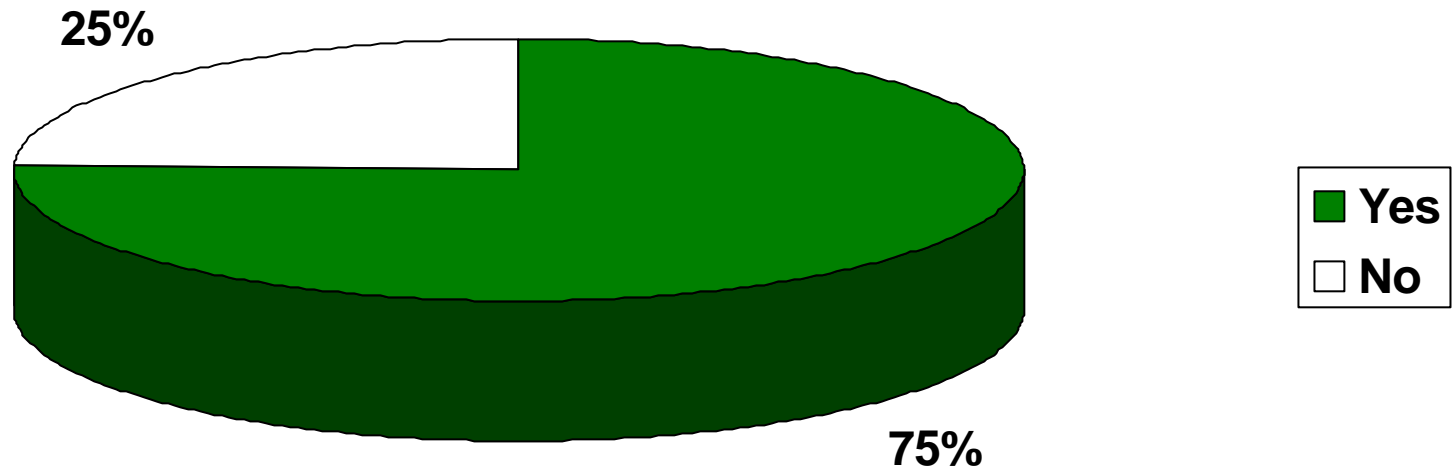
(Note: calendar days – not planting days)



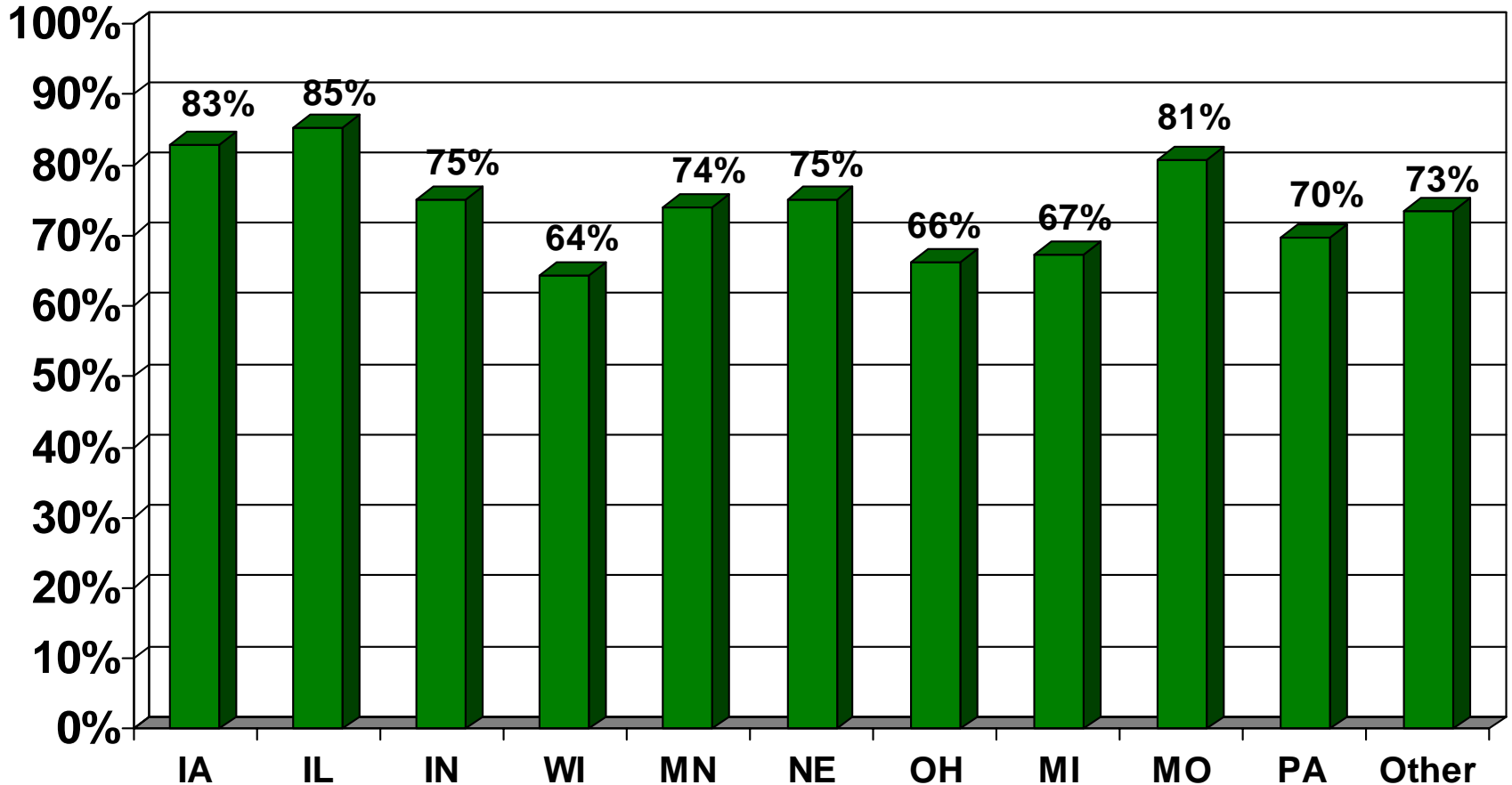
Nine of 10 corn growers (89.3%) want to plant corn in less than a month. Just under six of 10 (57.6%) want to finish planting corn in three weeks or less.

2005 Timely Planting Success

Were you able to get all your corn planted by your desired end date in 2005?

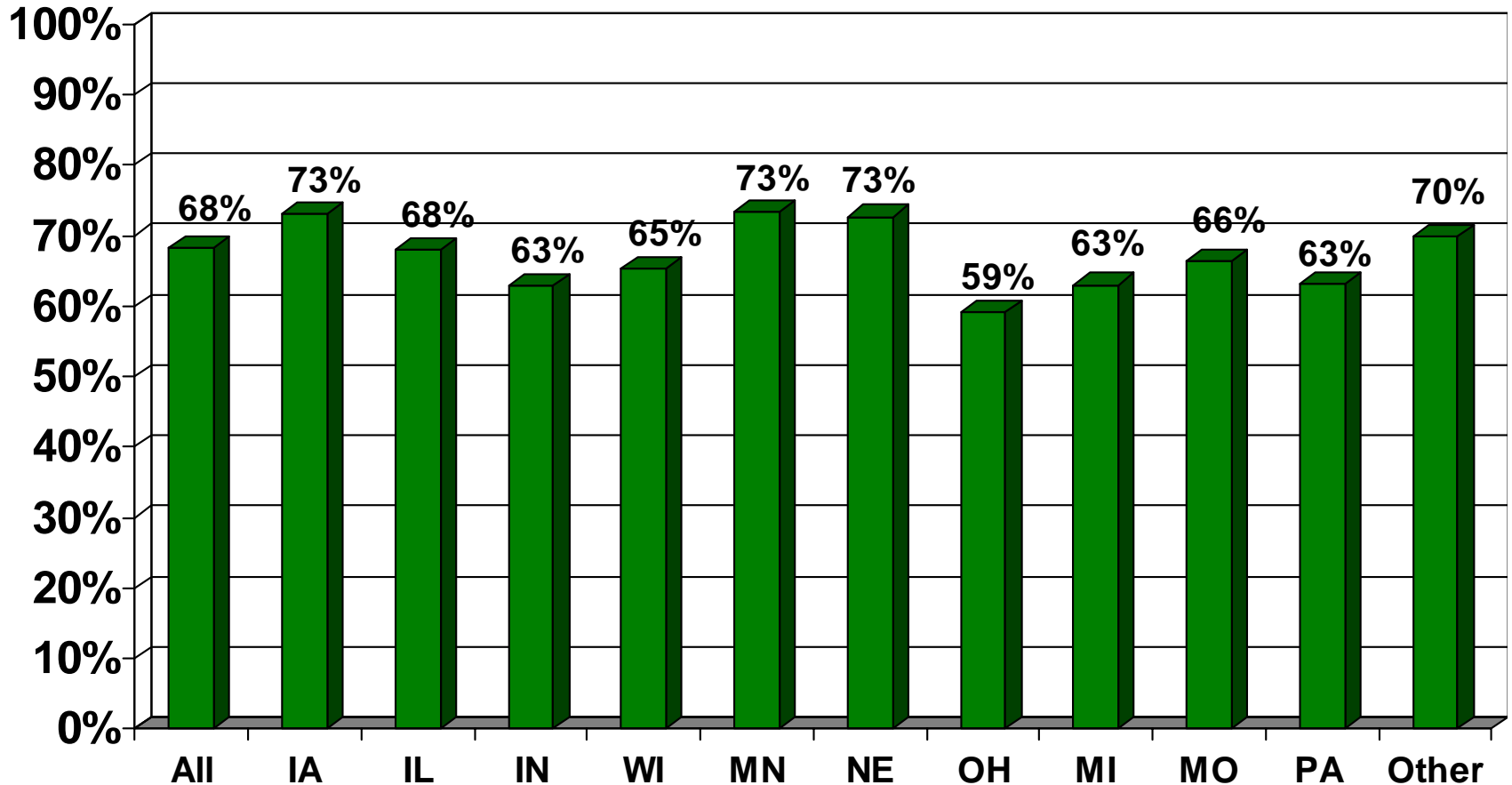


2005 Timely Planting Success



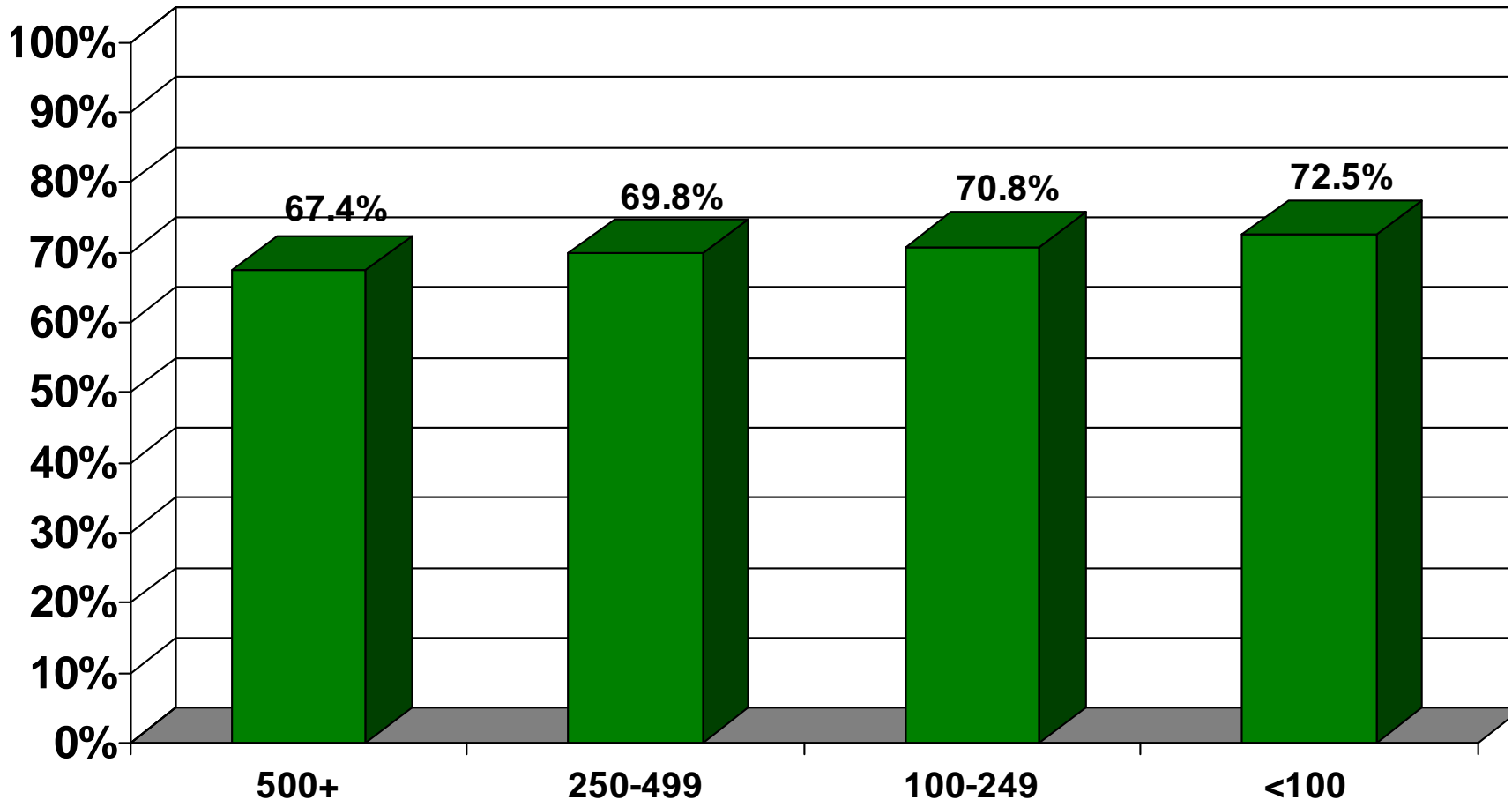
Timely planting was a particular challenge in Wisconsin, Ohio, Michigan and Pennsylvania in 2005.

Five-Year Planting Success



How to Read: 68% of corn plantings over the past five years were completed by the grower's preferred end date. **32% (or nearly one in three) were not.**

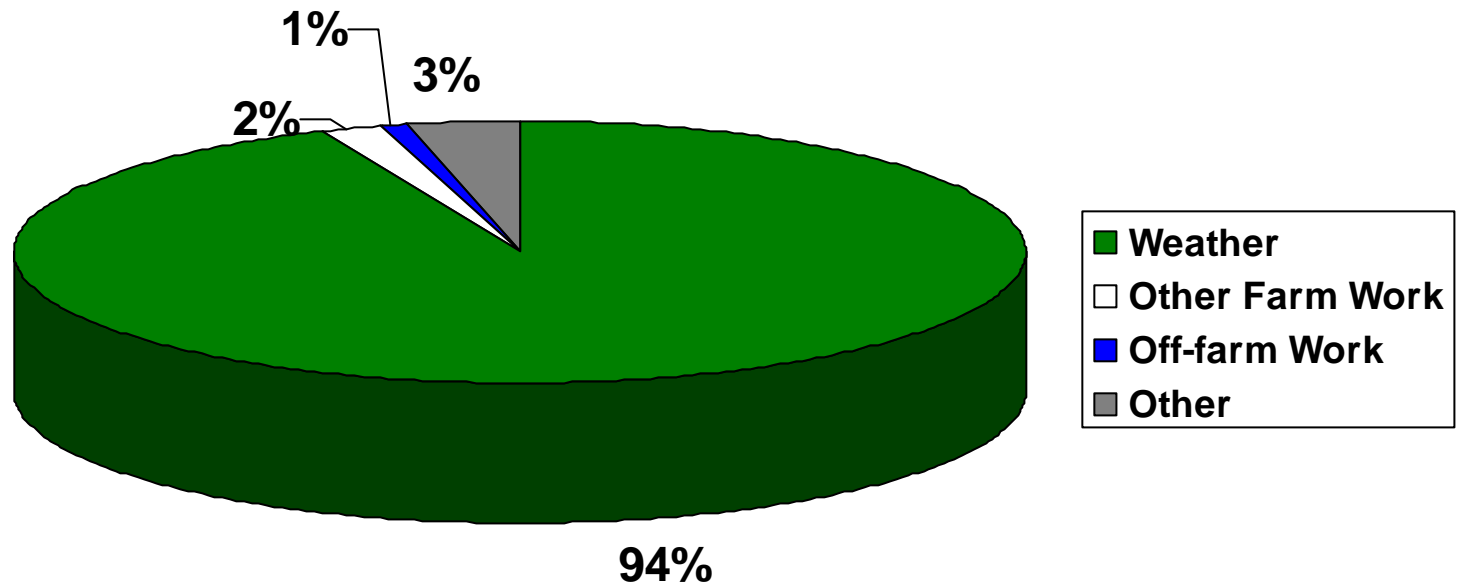
Five-Year Planting Success (by corn acreage)



Larger corn growers are slightly less likely to have their corn planted by their preferred end date.

Barriers to Timely Planting

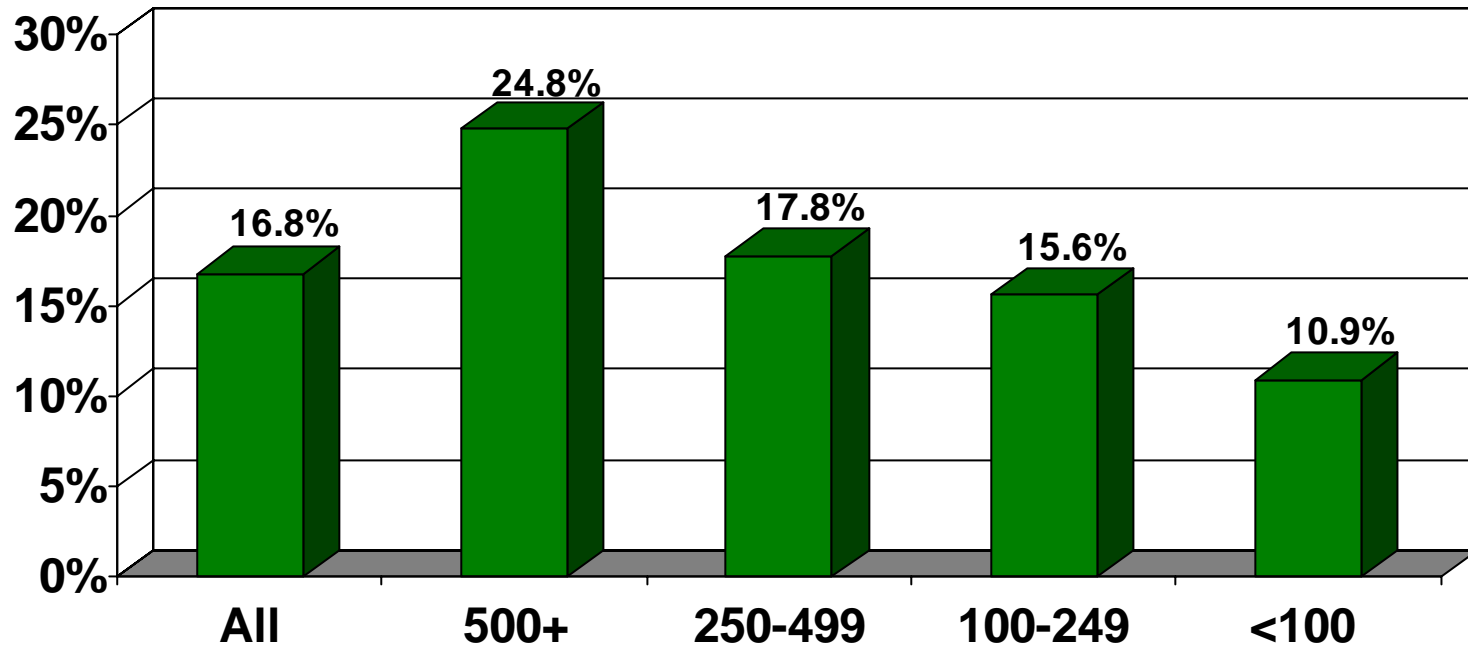
What prevented you from getting all your corn planted by your desired end date?



Nearly all growers who cite weather mention soil conditions that are “too wet.” About 10% who cite weather mention soil temperatures that are “too cold.”

Replanting Due to Chilling Injury (by corn acreage)

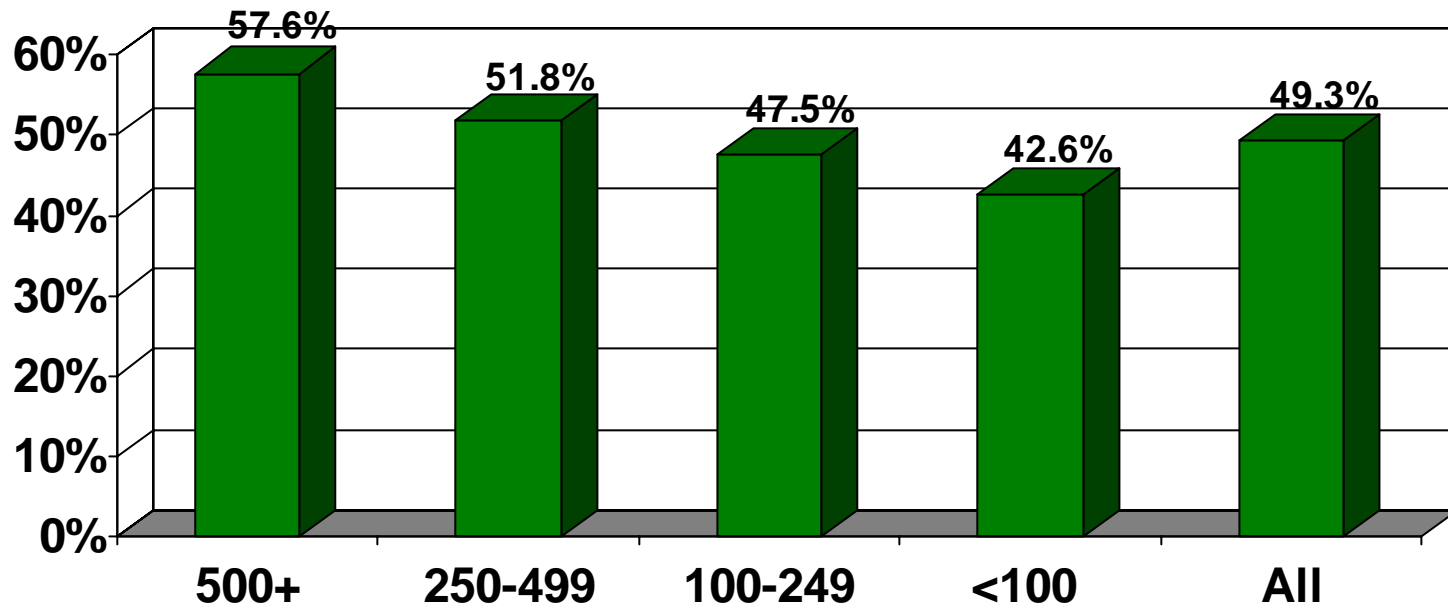
In the last five years, have you had to replant any of your corn because of chilling injury reduced your stand?



Larger corn growers say they are more prone to replant situations.

Interest in Planting Earlier (by corn acreage)

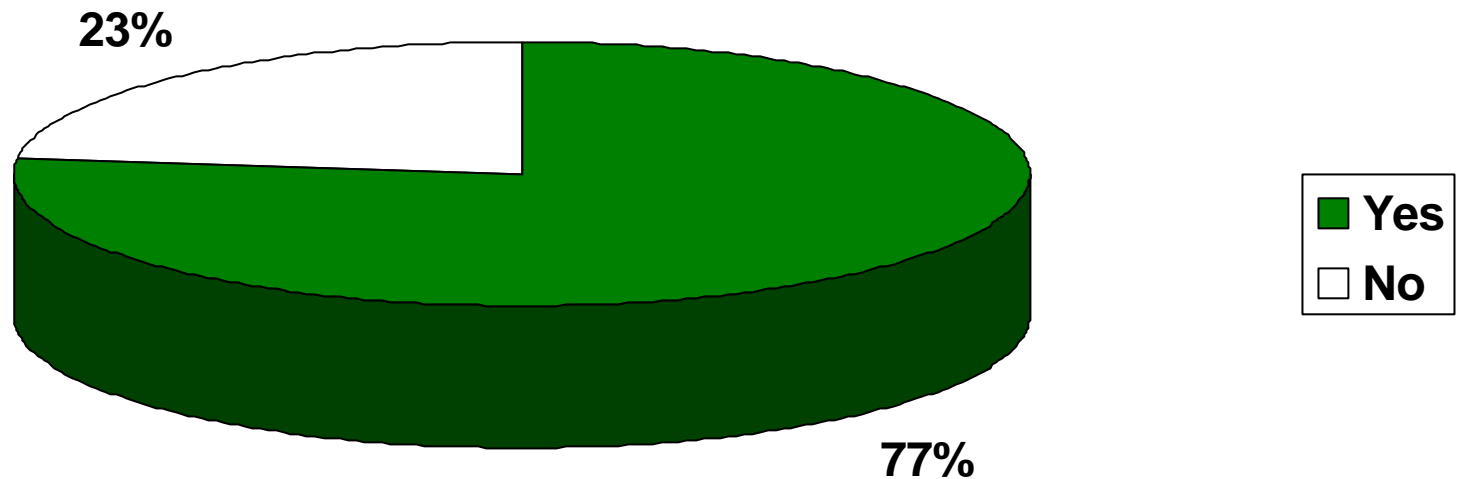
If your seed was protected from cold conditions and you could start planting earlier without losing stand or risk of replanting, would you start planting your corn earlier?



Larger corn growers are even more interested in planting earlier.

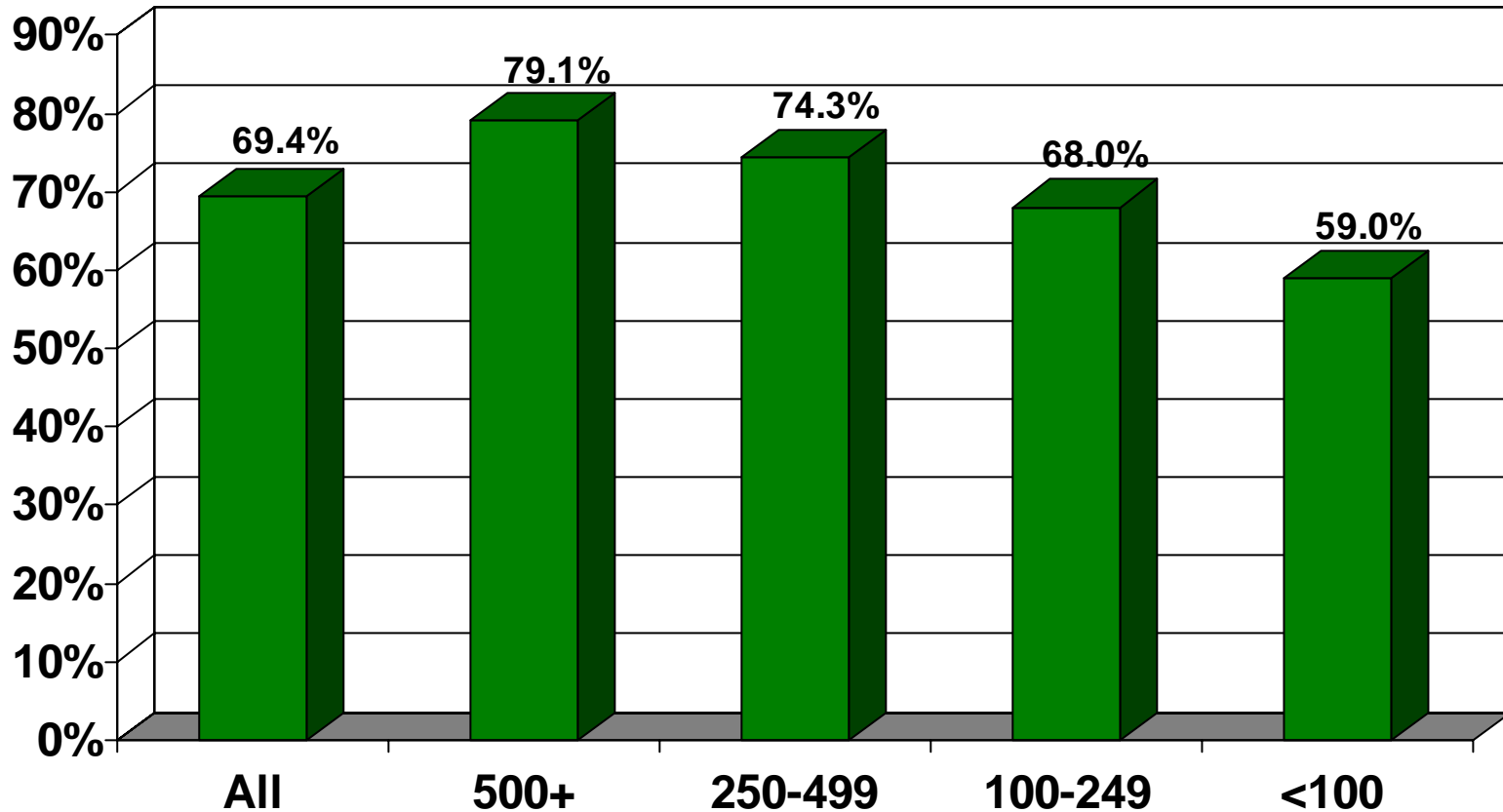
Timely Planting = Maximum Yields

If you could plant more of your corn on time, do you think you would get higher yields?



More than three out of four corn growers (77%) correlate timely planting with higher yields.

Interest in Intellicoat® Early Plant Corn® (by corn acreage)



About seven out of 10 (69.4%) of corn growers are interested in Intellicoat Early Plant Corn. The greatest interest comes from 500+ acre growers.