

Agricultural Sales Contest Information

Agricultural Input Product - 4 Year Division

Scenario for Sales Contest:

General Overview:

For this contest you will be acting as a sales agronomist for the local CHS Ag Services location. Our Farmer has stopped in looking for information and to possibly purchase fungicide for his crops. You are to choose one of the crops he grows and help him decide on what he should do. Below is his scenario, please research what is going to be the best crop protection product to fit the customer's needs? We have Priaxor, Tilt, and Stratego in stock at our location. Please research the information about the crop and product options and make a recommendations for the crop choice to find what the best solution is for our customer based on performance & price.

Customer Profile:

Hi, my name is Mike and I am looking for a recommendation on what kind of crop protection product I should apply to one of my crops. I farm 1800 acres of corn, 1400 acres of wheat & 1800 acres of soybeans. I have not yet made up my mind on if I am going to apply a fungicide to my crop or what kind it would be. I am looking to you for advice on a crop protection plan and to possibly purchase a fungicide for one of my crops. I am open to any and all suggestions and recommendations on different protection products and rates.

--What do you have to offer and what do you think is the best crop protection program for my needs and best return on investment?

Here is a list of other important items:

- I am 55 years of age
- I am considered to have a somewhat conservative farming style
- I have a sprayer of my own and could possibly do my own application if weather and conditions permit.
- Cost of production is important.

Product Information: (Chemical Prices are not exact, but within a few dollars of cropping year 2015.)

Option #1:

Priaxor \$360/gal (This price includes \$100/gal rebate that should be researched for the most current terms on the rebate)

Option #2:

Tilt \$ 91/gal (Generic option for Corn and Wheat)

Stratego \$185/gal (Second option for Soybeans)