

THINK COTTON



CENTRAL QUEENSLAND



Bayer, in collaboration
with Cotton Seed Distributors
(CSD), through the Acres of
Opportunity program would
like to take the opportunity
to invite you to
Think Cotton.

**There are many reasons to consider cotton,
including:**

- Rewarding gross margins
- Simplified weed and pest control, through biotechnology
- Greater flexibility
- Marketing options

**We have created this booklet containing some
key information about cotton, relevant to your
area – Central Queensland, including:**

- The top performing varieties from the past 5 seasons, including their yield, as measured on grower farms through CSD's variety trial program
- New grower testimonial from around your area in the past 5 years
- Survey results from your region showing how growers are managing key weed species on their farm
- An overview of the 2020/21 season cotton programs available to you when you grow Bollgard® 3/Roundup Ready Flex® cotton, including Cotton Choices™, Roundup Ready PLUS®, Better Farming Grants and the CSD Industry Support Program
- Resource links

SUCCESSFUL FIRST TRY AT DRYLAND COTTON FOR EMERALD GROWER

A first try at dryland cotton growing has proved successful for Central Queensland grower, Warrick Stent-Smith, on the “Roper View” property, situated 25 kilometres north-east of Emerald.



Warrick Stent-Smith of Emerald, QLD, successfully grew dryland cotton last season.

Mr Stent-Smith said the property generally grew wheat, sorghum, chickpeas and mung beans but last season they decided to put in some dryland cotton.

“I started thinking about cotton seriously when I had an early spring rain. I had a full profile come November. Sorghum, at that stage, wasn’t worth a lot of money. I could have left it fallow but that’s no fun if it keeps raining. So I decided to go with cotton.”

He said the upside of cotton was a major reason why he went to the crop.

“A lot of your costs come at the end of the crop so if you don’t get any more rain after planting, it is not a huge cost.

“There’s a massive upside compared to sorghum even with a really good crop and good prices. Whereas the upside, if you get good prices and yield with cotton, make it worth having a go.”

Mr Stent-Smith said he asked a lot of questions of local dealers and friends who had grown cotton.

“I used to think that cotton was a complicated crop. It was always the irrigators’ crop and I never really went near it.”

Mr Stent-Smith said after growing it the first time, he found cotton to be a relatively easy crop to manage.

“There are a few things you have to do right. Firstly, it’s critical to have a good agronomist and good advice on hand in the way of local suppliers and farmers. Secondly, seeding rates and precision planting is critical to success. Thirdly, you need to spray at the right time.”

The rest of it is pretty straightforward. You just need to contract pick and hope the price is good.”

The cotton was planted into an area that had grown chickpeas immediately before.

Mr Stent-Smith said, “I think one of the great advantages of cotton is you can keep a paddock clean with the in-crop sprays (of Roundup Ready® Herbicide with PLANTSHIELD®). I had a fair bit of in-crop rain and it was a great way to keep the paddock clean.

“The paddock used to have a real problem with summer grasses but these were kept under control this last summer because I hit it prior to planting and then with three in-crop sprays.”

In contrast, some other country on the property coming out of chickpeas had multiple fallow herbicide applications across the summer.

“On those paddocks I am up to six sprays because of the wet season.”

Mr Stent-Smith said the benefits of Bollgard 3 had made it more attractive for dryland growers.

“I think one of the big keys is the extension of the planting window. If you get a full profile in November, you’ve still got to the end of December to plant, so it is a good option.

“Generally the property gets its rain in January, February and even into March so you are more likely to grow a successful cotton crop in those wetter months.”

The cotton was planted in a double-skip formation with one-metre centres with two rows in and two rows out.

Mr Stent-Smith said the season was generally favourable with over 100 mm of in-crop rainfall.

He said the end-point royalty scheme from Bayer also helped dryland growers manage their risk.

“This has made it attractive for dryland growers to plant. There is also an incentive (from CSD) that you can get the seed back if you have a complete failure.”

2019 RESEARCH FROM BAYER HIGHLIGHTS THE IMPORTANCE OF INTEGRATED WEED MANAGEMENT (IWM) IN COTTON FIELDS

Research from Bayer revealed 85 per cent of growers surveyed in 2019 suspect they have glyphosate-resistant weeds on their farm, an increase of over 10 per cent since 2016.

The success of glyphosate in Australian agricultural systems has driven this increasing pressure on the chemistry, resulting in increased glyphosate resistance.

Despite increasing levels of resistance, glyphosate continues to perform well in the Roundup Ready Flex® system, with 93 per cent of growers rating the level of weed control achieved as Excellent or Good.

Glyphosate is a critical herbicide for the cotton industry, and for agriculture in general, so protecting the longevity of the product is important. Over the last 20 years, over-reliance on glyphosate has seen a marked decrease in residual chemistry use within cotton systems and has also been a key contributor to the development of glyphosate resistance.

In 2016, Bayer commenced a program to collect data on glyphosate usage and integrated weed management (IWM) in the cotton industry. Insights gathered from 200 farmers and consultants led to

the development of several programs and initiatives to assist cotton growers in implementing their on-farm Integrated Weed Management (IWM) program and to help protect glyphosate into the future.

Bayer now offers free herbicide resistance testing, the Roundup Ready PLUS® program, which rewards cotton growers who use herbicides sustainably, and the Mix It Up™ website, to help growers manage herbicide resistance.

The latest herbicide tolerant trait in the Bayer pipeline is the Roundup Ready® Xtend Crop System. It is an advanced weed control tool that will help growers manage difficult-to-control weeds in their cotton crop. The system combines Bayer's leading trait technology with over-the-top tolerance to three unique herbicide modes-of-action. The combination of the best traits and chemistry products will give Australian cotton farmers added choice and flexibility in their overall weed management system. More can be found out about the system at xtendflex.com.au

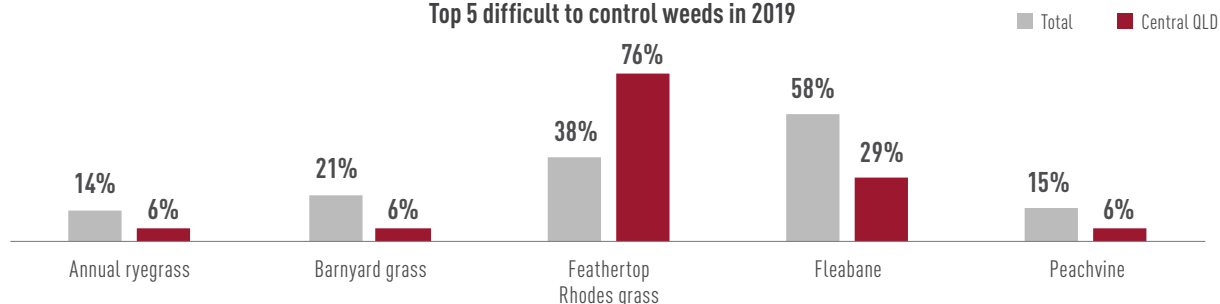
The survey results are shown on the following page, highlighting the top difficult-to-control weeds and grower weed management behavior in your area.



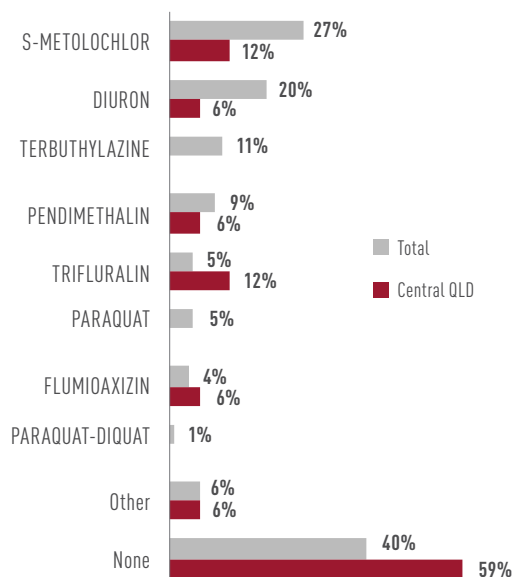
IWM SURVEY RESULTS - CENTRAL QUEENSLAND

Emerald, Dawson/Callide, McKenzie River

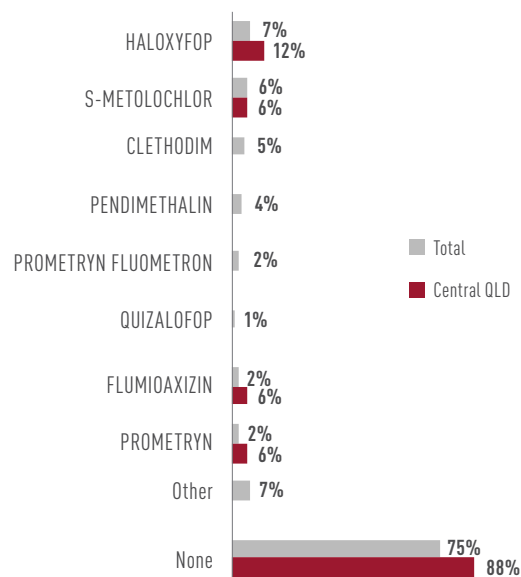
Top 5 difficult to control weeds in 2019



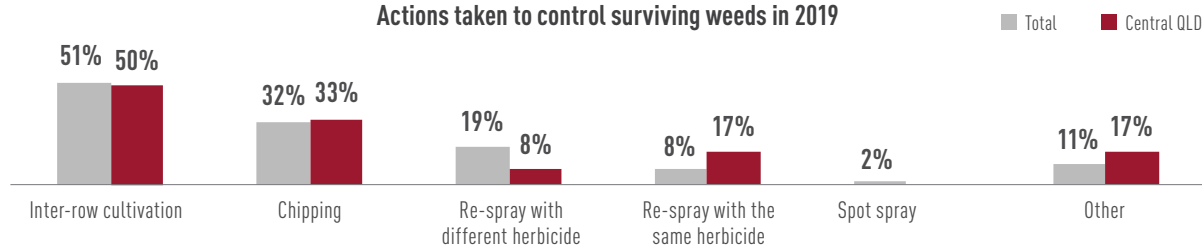
Use of pre-emergent herbicides



Use of post-emergent herbicides



Actions taken to control surviving weeds in 2019



Source: Bayer IWM Survey, 2019 and Bayer Weed control trials, Moree and Narrabri.

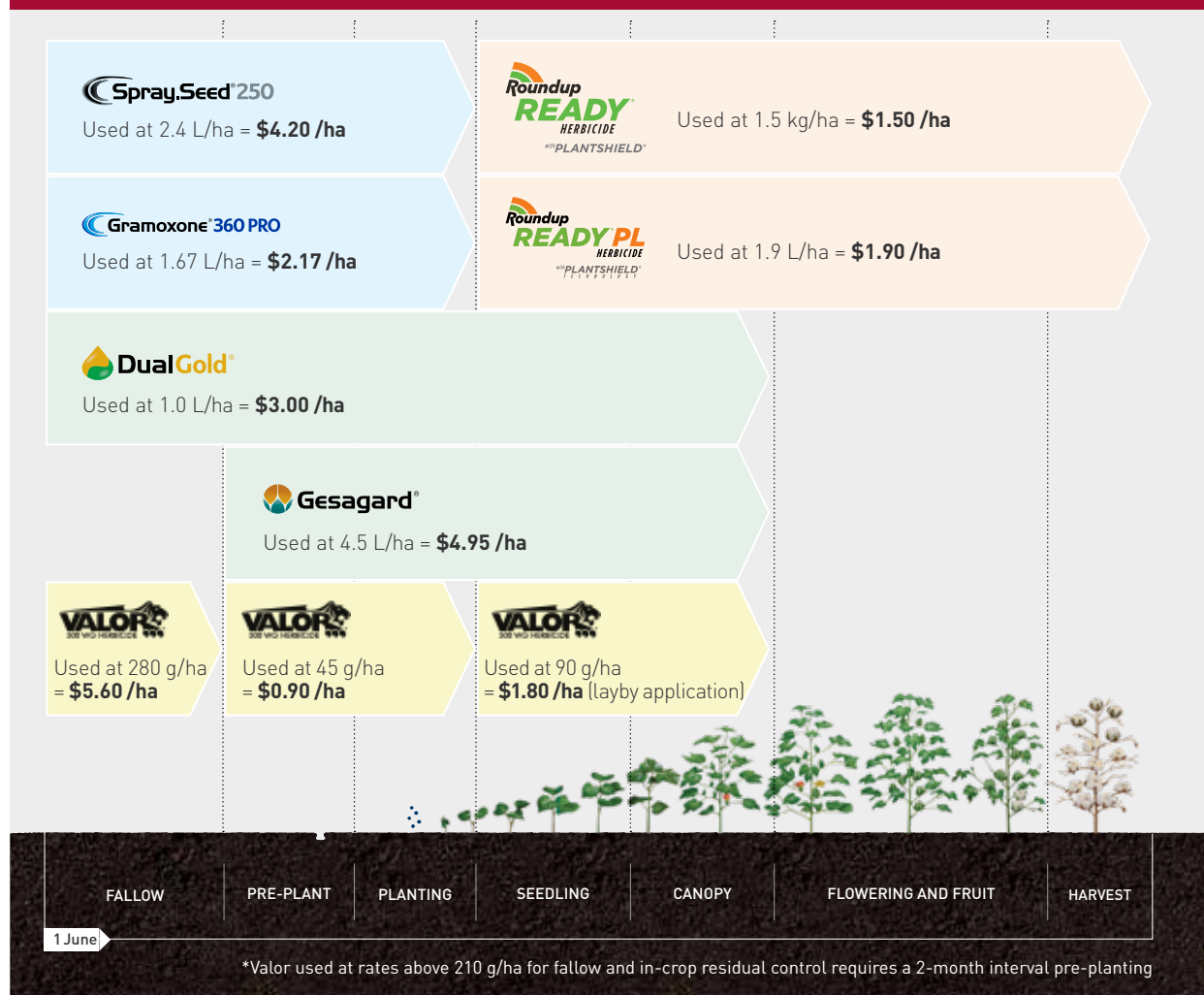
THE 2020/21 ROUNDUP READY PLUS® PROGRAM

In the 2018/19 season Bayer, in conjunction with Syngenta, launched the Roundup Ready PLUS program to cotton growers. The Roundup Ready PLUS program is designed to protect the longevity of glyphosate and the Roundup Ready Flex trait by rewarding cotton growers who use herbicides sustainably. The program encourages growers to use a range of weed control practices through product recommendations, educational tools and financial rebates.

In 2019/20, Bayer also partnered with Sumitomo, and the program was expanded to include financial rebates for Sumitomo's Valor®.

For the 2020/21 season, cotton growers will be offered rebates for using participating products sprayed on Roundup Ready Flex cotton fields between 1 June 2020 and 30 April 2021.*

COTTON PRODUCTS AND APPLICATION WINDOWS



Find out more at roundupreadyplus.com.au

Growers should consult the Technology User Agreement (TUA) for full terms and conditions.



Check your potential rebate via the calculator available at roundupreadyplus.com.au



COTTON SEED DISTRIBUTORS

Cotton Seed Distributors (CSD) supply cotton planting seed to the Australian cotton industry and are a major investor in cotton breeding, research and development, in partnership with the CSIRO Cotton Breeding Program.

CSD's objective is to deliver elite varieties that are specifically bred and adapted to suit local growing conditions by delivering yield and quality outcomes to keep the Australian cotton industry at the premium end of the global fibre market.

CSD conducts large scale replicated trials focussed on new varieties, technologies and techniques to assess performance across diverse environmental conditions; and provides industry wide extension services focused on cotton production and agronomy via the CSD Extension and Development Agronomy team and CottonInfo joint venture, in partnership with CRDC and Cotton Australia.

VARIETY COMPARISON

CSD has compared the two main varieties for Central Queensland cotton production, using up to five years of variety trials in the region. Basic yield and quality metrics are reported below.

For further information on the characteristics of each variety, please visit www.csd.net.au/variety-guide

For an annual membership fee of \$20, growers also have access to extensive trial data and analysis and an online variety performance comparison tool, amongst other benefits.

	IRRIGATED PRODUCTION			DRYLAND PRODUCTION		
	Sicot 746B3F	Sicot 714B3F	Difference	Sicot 746B3F	Sicot 714B3F	Difference
Yield (b/ha)	10.08	10.11	-0.03	3.64	3.51	0.13
Length (decimal)	1.17	1.15	0.02	1.09	1.07	0.02
Micronaire	4.40	4.45	-0.05	4.27	4.30	-0.03
Strength (g/tex)	29.71	29.14	0.57	29.40	28.77	0.63
Turn out (%)	43.82	40.93	2.89	43.30	41.47	1.83

Results are from an average of 22 trials over 5 years.

Results are from an average of 3 trials over 5 years.

Visit www.csd.net.au/membership for details.

Disclaimer: General guide only; not comprehensive or specific technical advice. Circumstances vary from farm to farm. To the fullest extent permitted by law, CSD expressly disclaims all liability for any loss or damage arising from reliance upon any information, statement or opinion on this website or from any errors or omissions on this website.



COTTON CHOICES™

FLEXIBILITY IN EVERY FIELD

Cotton Choices™ gives you the flexibility to choose how to pay your technology fees based on what's likely to give you the best return.

Cotton Choices™ and Roundup Ready Flex® and Bollgard® technology fees.

In 2020/21, the Cotton Choices program will continue to provide growers with consistency and flexibility to choose how they pay for their technology fees. Growers can opt for:

COTTON CHOICES™ 1: PRICE DISCOUNT

You can choose an upfront price discount on technology fees for your selected fields or refuge crops.

The applicable payment date for Cotton Choices™ 1: Price Discount and technology fees after discount are shown below.

Product	Price/Hectare (ex. GST)	Payment Date
Bollgard® 3 / Roundup Ready Flex®	\$390	
Bollgard II® / Roundup Ready Flex	\$370	
Bollgard II	\$315	
Roundup Ready Flex	\$75	

Notes: Price excludes GST. Discount does not apply to Roundup Ready Flex unsprayed cotton refuges over 10% of the Bollgard II area or 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November (as per trait's RMP requirements), or sprayed Roundup Ready Flex, as nominated in the planting audit. Late Crop Removal is not available under this offer.



COTTON CHOICES™ 2 - LATE CROP REMOVAL AND EXTENDED TERMS


By selecting Late Crop Removal (LCR) and Extended Terms, your technology fee is waived if your crop is removed due to hail, drought, or other adverse conditions or events. Extended payment terms are until the end of July.

Product	Price/Hectare (ex. GST)	Payment Date
Bollgard 3 / Roundup Ready Flex	\$420	
Bollgard II / Roundup Ready Flex	\$401	
Bollgard II	\$332	
Roundup Ready Flex	\$79	

Notes: Price excludes GST. If for any reason your crop fails (hail, flood, sand storm, drought, herbicide drift etc) and is removed on or before **15 March 2021** for early crops or **16 April 2021** for late crops Bayer will waive 100% of the technology fee on the affected hectares. This offer does not apply to Roundup Ready Flex unsprayed cotton refuges over 10% of the Bollgard II planting area or 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November (as per the trait's RMP requirements), or sprayed Roundup Ready Flex, as nominated in the planting audit.

COTTON CHOICES™ 3 - END POINT ROYALTY

You can choose to pay an End Point Royalty (EPR) per bale after ginning to assist in managing production and cashflow risk.

Product	Price/Bale [†] (ex. GST)	Payment Date
Bollgard 3 / Roundup Ready Flex	\$52.50	
Bollgard II / Roundup Ready Flex		
Bollgard II	\$50	
Roundup Ready Flex		

Notes: Price excludes GST. [†]Payment date is 30 days after the end of the month of the invoice date (ie. the date on the invoice given to your TSP). [†] Standard 227 kg bale of cotton lint. This offer does not apply to Roundup Ready Flex unsprayed cotton refuges over 10% of the Bollgard II planting area or 5% of the Bollgard 3 area or 10% of the Bollgard 3 area if planted after 1 November (as per the trait's RMP requirements), or sprayed Roundup Ready Flex, as nominated in the planting audit. Bales determined via reconciliation of ginning reports received by Bayer.

In 2020/21, Bollgard 3/Roundup Ready Flex pricing under the Cotton Choices program will remain unchanged from the previous season. Please consult cottonchoices.com.au for further details on the Cotton Choices program and technology pricing.



CONSIDERING DRYLAND COTTON THIS SEASON?

Reduce your risk with the CSD Industry Support Program, in partnership with Syngenta.

Register for the free program, and if you don't harvest your crop, we'll provide a dollar for dollar credit toward next season's cotton seed.

PROGRAM DETAILS

The program is available in selected varieties in designated areas - see map.

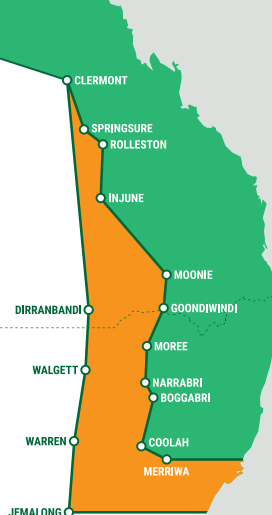
- Sicut 714B3F, Sicut 748B3F and your choice of Roundup Ready Flex® refuge seed.
- Sicut 746B3F, Sicut 714B3F, Sicut 748B3F and your choice of Roundup Ready Flex® refuge seed.



**INDUSTRY
SUPPORT
PROGRAM**



syngenta



- "No pick" means the crop is destroyed (for any reason other than hail) after inspection by a CSD Extension and Development Agronomist.
- Credit is of the same value, purchased in 2020 for next year's seed.
- ISP claims must be lodged by Friday, 19 March 2021.
- All prices must be at Regular Order price.
- Seed needs to be purchased with a Syngenta branded seed insecticide treatment.
- For more terms and conditions visit www.csd.net.au/isp.

Terms and conditions apply, speak to your CSD Agent and visit www.csd.net.au/isp for further details and eligibility.

BETTER FARMING GRANTS FROM BAYER

In a commitment to working with farmers to continue to reduce agriculture's impact on the environment, Bayer will continue to support the Better Farming Grants program, aimed at increasing efficiency and sustainability on cotton farms. Two grants are available under the program - the Bayer *myBMP* certification and *myBMP* bale grants.



***myBMP* certification grants from Bayer**

Bayer will provide a \$2,000 (ex. GST) grant to growers who conduct an on-farm audit and achieve *myBMP* certification prior to 31 December, as confirmed by Cotton Australia.



***myBMP* bale grants from Bayer**

Bayer will pay eligible cotton growers a grant of \$1 per bale (227 kg) for cotton lint that is produced from *myBMP* certified farms and where the grower has opted in to the *myBMP* Bale grant program via Cotton Australia.

Find out more about the program at crop.bayer.com.au

RESOURCES

There are several online resources that you may find useful:

- **Acres of Opportunity** – A consolidated source of up-to-date information and advice on cotton farming in Australia at acresofopportunity.com.au
- **Cotton Choices™** – Match your Cotton Choices™ with your yield by field. Keep up to date with Choice options, important dates and changes at cottonchoices.com.au
- **Bollgard 3** – An easier way to grow cotton. For information on the Bollgard 3 Resistance Management Plan (RMP) visit bollgard3.com.au
- **CottonInfo** – Regional development officers and technical specialists can provide you with the latest research and information on a range of rain-grown cotton topics, also visit cottoninfo.com.au
- **The 2018 Australian Cotton Production Manual** – A one-stop-shop for growers, outlining important on-farm cotton production considerations. Download from cottoninfo.com.au
- **Cotton Australia** is the key representative body for the Australian cotton growing industry. cottonaustralia.com.au
- **myBMP** – a voluntary farm and environmental management system which provides self-assessment mechanisms, practical tools and auditing processes to ensure that Australian cotton is produced according to best practice. Find out more at mybmp.com.au

THINK COTTON



To be able to continue receiving this information, please complete the form via scanning the QR code, going to www.bit.ly/bayer_update_form or by completing the enclosed form, letting us know what you're interested in.

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