

THE DIGEST™

CORN AND SOYBEAN
MAXIMIZING PRODUCTION AND MARKETING FOR PROFIT

2006 READER PROFILE



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Respondent Composition

The sample for this study was systematically selected from the circulation of **The Corn And Soybean Digest**. An Nth selection from the domestic qualified list yielded 1,471 names.

Methodology

The survey packages contained a cover letter, questionnaire and postage-paid reply envelope, and were mailed on December 13, 2005. On January 16, 2006 a follow-up survey package was mailed to the non-respondents. All received an updated survey package similar to the first except that it included a dollar incentive. The cover letters reflected the fact that there was an incentive dollar included.

There were 26 undeliverable returns resulting in an effective mail out of 1,445. Of this number there were 474 records finalized, 15 if which were unusable leaving an intab sample of 459, or a 32% response rate.

This study was designed and conducted by the Agribusiness Research Department.

Questions about this study should be directed to:

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NOTE: All percents are figured by dividing those who answered yes by the total who responded to the specific question. This results in the percents being higher than the actual percent that represents the whole circulation.

SOYBEANS

Did you grow soybeans last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|-------|-------|------|------|------|
| Yes | 93.2 | 93.6 | 93.3 | 6.7 | 13.3 |
| No | 6.8 | 6.4 | 6.7 | 93.3 | 86.7 |
| <i>% Responding</i> | 100.0 | 100.0 | 99.6 | 99.0 | 99.5 |

How many acres of full season soybeans and/or double crop soybeans did you grow last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-------------------------|-------|-------|-------|-------|-------|
| Full season | 98.8 | 97.7 | 97.9 | 95.4 | 98.3 |
| 1 - 49 acres | 1.4 | 1.2 | 2.6 | 3.0 | 3.6 |
| 50 - 99 acres | 3.3 | 4.6 | 3.1 | 9.0 | 8.2 |
| 100 - 249 acres | 18.6 | 19.0 | 19.1 | 28.4 | 31.3 |
| 250 - 499 acres | 33.6 | 35.3 | 36.5 | 31.7 | 28.0 |
| 500 - 999 acres | 26.4 | 26.2 | 24.2 | 19.5 | 20.9 |
| 1,000 - 1,999 acres | 14.3 | 10.1 | 12.2 | 6.5 | 6.0 |
| 2,000+ acres | 2.4 | 3.4 | 2.4 | 1.8 | 2.0 |
| Avg. acres grown | 559.9 | 582.5 | 537.9 | 412.6 | 410.6 |
| <i>% Responding</i> | 91.7 | 89.0 | 92.0 | 85.0 | 84.5 |
| Double crop | 11.4 | 17.6 | 13.4 | 15.3 | 13.0 |
| 1 - 49 acres | 32.7 | 26.4 | 23.7 | 19.2 | 26.3 |
| 50 - 99 acres | 18.4 | 16.0 | 15.3 | 20.5 | 19.3 |
| 100 - 249 acres | 22.4 | 29.2 | 33.9 | 28.2 | 31.6 |
| 250 - 499 acres | 18.4 | 17.0 | 13.6 | 14.1 | 17.5 |
| 500 - 999 acres | 4.1 | 7.5 | 8.5 | 14.1 | 5.3 |
| 1,000 - 1,999 acres | 4.1 | 3.8 | 5.1 | 3.8 | X |
| Avg. acres grown | 195.0 | 210.0 | 221.2 | 241.5 | 149.9 |
| <i>% Responding</i> | 10.7 | 16.2 | 12.4 | 11.1 | 11.2 |
| Total acres | 100.0 | 100.0 | 100.0 | 100.0 | 98.5 |
| 1 - 49 acres | 1.4 | 1.2 | 1.9 | 2.6 | 3.3 |
| 50 - 99 acres | 3.5 | 4.2 | 2.8 | 7.7 | 7.7 |
| 100 - 249 acres | 17.2 | 16.6 | 17.6 | 28.6 | 30.5 |
| 250 - 499 acres | 32.7 | 35.2 | 36.6 | 32.0 | 29.0 |
| 500 - 999 acres | 27.5 | 26.7 | 24.5 | 19.7 | 19.9 |
| 1,000 - 1,999 acres | 15.3 | 12.3 | 14.4 | 7.2 | 7.5 |
| 2,000+ acres | 2.4 | 3.8 | 2.3 | 2.3 | 2.0 |
| Avg. acres grown | 575.8 | 620.2 | 566.8 | 441.0 | 423.9 |
| <i>% Responding</i> | 92.6 | 91.9 | 90.6 | 92.3 | 84.7 |

If you doubled cropped soybeans, what other crop did you grow with soybeans?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Wheat | 75.6 | 87.6 | 49.0 | 90.1 | 92.7 |
| Rye | 2.4 | x | x | 4.2 | 3.6 |
| Clover | x | x | x | x | 1.8 |
| Peas | 7.3 | 5.2 | 2.0 | 2.8 | 1.8 |
| Corn | 4.9 | 4.1 | 2.0 | x | x |
| Barely | 12.2 | 2.1 | 2.0 | 2.8 | x |
| Oats | 2.4 | 1.0 | x | 2.8 | x |
| <i>% Responding</i> | 9.1 | 14.8 | 10.3 | 10.1 | 10.2 |

How did you plant your soybeans?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------|------|------|------|------|------|
| Drill | 39.4 | 48.6 | 49.2 | 50.8 | 53.6 |
| Conventional planter | 65.0 | 58.3 | 56.0 | 57.0 | 51.2 |
| Air seeder | 7.0 | 5.7 | 6.2 | 3.5 | 6.1 |
| <i>% Responding</i> | 92.8 | 93.0 | 92.0 | 92.1 | 85.5 |

Did you plant any bin-run soybeans last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 5.9 | 4.7 | 10.8 | 13.5 | 13.9 |
| No | 94.1 | 95.3 | 89.2 | 86.5 | 86.1 |
| <i>% Responding</i> | 91.9 | 91.9 | 91.2 | 91.3 | 85.8 |

What percent of your acres were bin-run soybeans?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Average | 56.5 | 51.4 | 54.8 | 48.3 | 58.3 |
| <i>% Responding</i> | 4.3 | 4.0 | 9.4 | 94.3 | 92.2 |

Last year, did you treat before planting and/or purchase any soybean seed treated with a fungicide to protect against disease?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------------------|------|------|------|------|------|
| No | 53.8 | 63.6 | 72.5 | 69.3 | 71.5 |
| Yes, treated seed myself | 10.8 | 11.3 | 7.8 | 11.6 | 12.4 |
| Yes, purchased treated seed | 38.3 | 27.5 | 21.8 | 21.6 | 18.7 |
| <i>% Responding</i> | 92.8 | 91.8 | 91.4 | 91.9 | 85.5 |

Which of the following soybean plant diseases did you find or suspect in your fields last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------------|------|------|------|------|------|
| Soybean Aphid | 47.8 | 19.2 | 55.6 | x | x |
| Soybean cyst nematode | 29.7 | 27.4 | 26.5 | 25.8 | 26.4 |
| Phytophthora root rot | 23.0 | 26.1 | 20.6 | 21.5 | 24.4 |
| Sudden-death syndrome | 19.3 | 23.7 | 16.3 | 15.4 | 16.9 |
| White mold | 14.9 | 24.2 | 16.3 | 13.1 | 15.4 |
| Brown stem root rot | 12.4 | 14.6 | 12.3 | 12.6 | 12.3 |
| None of these | 28.2 | 31.2 | 25.3 | 40.1 | 40.6 |
| <i>% Responding</i> | 88.0 | 89.0 | 88.7 | 85.7 | 73.9 |

Did you soil sample for soybean cyst nematode last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 19.6 | 19.5 | 14.9 | 17.4 | 17.1 |
| No | 80.4 | 80.5 | 85.1 | 82.6 | 82.9 |
| <i>% Responding</i> | 92.3 | 91.6 | 91.4 | 91.3 | 84.9 |

Did you plant a soybean cyst nematode resistant variety of soybean last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 53.7 | 50.8 | 47.5 | 43.9 | 39.7 |
| No | 46.3 | 49.2 | 52.5 | 56.1 | 60.3 |
| <i>% Responding</i> | 90.8 | 89.3 | 89.1 | 88.5 | 81.6 |

How much did you spend per acre on soybean herbicides?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-------------------------|----------------|----------------|----------------|----------------|----------------|
| \$1 – \$9 | 14.0 | 18.5 | 16.1 | 7.2 | 5.3 |
| \$10 – \$19 | 50.3 | 44.6 | 59.9 | 47.3 | 44.7 |
| \$20 – \$29 | 24.0 | 25.9 | 11.0 | 34.0 | 37.3 |
| \$30 – \$39 | 7.8 | 8.4 | 8.2 | 9.3 | 10.2 |
| \$40 – \$49 | 2.2 | 1.6 | 2.1 | 1.4 | 1.2 |
| \$50 – \$59 | 0.6 | 0.2 | 0.7 | 0.6 | 0.3 |
| \$60 or more | 1.1 | 0.8 | 2.1 | 0.2 | 0.9 |
| Average per acre | \$18.51 | \$17.41 | \$60.10 | \$18.93 | \$23.53 |
| <i>% Responding</i> | 78.0 | 76.0 | 61.2 | 71.3 | 60.0 |

Did you use a soybean herbicide that you had not used the previous year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 17.6 | 12.5 | 18.1 | 17.8 | 17.5 |
| No | 82.4 | 87.5 | 81.9 | 82.2 | 82.5 |
| <i>% Responding</i> | 91.7 | 90.1 | 88.3 | 89.1 | 81.8 |

In general, were you satisfied with your soybean weed control program last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 95.5 | 96.3 | 96.1 | 93.2 | 91.6 |
| No | 4.5 | 3.7 | 3.9 | 6.8 | 8.4 |
| <i>% Responding</i> | 92.4 | 91.9 | 91.4 | 91.6 | 84.4 |

Did you plant Roundup Ready soybeans last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 96.7 | 95.0 | 92.7 | x | x |
| No | 3.3 | 5.0 | 7.3 | x | x |
| <i>% Responding</i> | 92.6 | 92.2 | 91.8 | x | x |

If yes, how many acres?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-------------------------|-------|-------|-------|-------|-------|
| Avg. acres grown | 551.3 | 593.7 | 513.5 | 463.3 | 339.3 |
| <i>% Responding</i> | 83.7 | 76.8 | 76.1 | 92.6 | 94.7 |

What tillage practices did you use on your soybean crop last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------|------|------|------|------|------|
| No-till | 50.8 | 53.6 | 56.8 | 48.2 | 49.5 |
| Conventional tillage | 30.7 | 37.0 | 36.5 | 37.7 | 35.7 |
| Reduced-till* | 31.4 | 31.7 | 27.2 | 30.7 | 27.2 |
| Mulch-till** | 10.3 | 10.7 | 10.0 | 8.1 | 11.1 |
| Ridge-till | 3.0 | 3.3 | 3.2 | 3.2 | 2.6 |
| Strip-till | 1.4 | 1.0 | 0.5 | 0.9 | 0.2 |
| <i>% Responding</i> | 93.0 | 92.5 | 91.8 | 92.9 | 85.5 |

*less than 30% residue
**more than 30% residue

CORN

Did you grow any corn last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|-------|------|------|------|------|
| Yes | 88.9 | 91.9 | 92.0 | 87.3 | 86.9 |
| No | 11.1 | 8.1 | 8.0 | 12.7 | 13.1 |
| <i>% Responding</i> | 100.0 | 99.7 | 99.4 | 99.7 | 99.6 |

If yes, how many acres of corn did you plant?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------------|-------|-------|-------|-------|-------|
| 1 - 49 acres | 1.5 | 1.8 | 2.1 | 1.9 | 5.4 |
| 50 - 99 acres | 3.3 | 3.0 | 3.8 | 7.6 | 7.0 |
| 100 - 249 acres | 15.4 | 18.0 | 18.2 | 30.4 | 34.0 |
| 250 - 499 acres | 33.8 | 37.0 | 34.6 | 31.9 | 26.3 |
| 500 - 999 acres | 29.0 | 25.9 | 28.2 | 18.0 | 19.7 |
| 1,000 - 1,999 acres | 13.9 | 10.5 | 10.5 | 8.1 | 4.9 |
| 2,000+ acres | 3.3 | 3.8 | 2.7 | 2.1 | 2.6 |
| Avg. acres planted | 621.4 | 602.7 | 542.2 | 431.8 | 431.6 |
| <i>% Responding</i> | 86.5 | 77.1 | 78.2 | 86.2 | 91.6 |

Did you irrigate any of your corn acres?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 17.7 | 12.8 | 14.5 | 14.9 | 12.9 |
| No | 82.3 | 87.2 | 85.5 | 85.1 | 87.1 |
| <i>% Responding</i> | 88.7 | 91.9 | 91.2 | 86.5 | 86.6 |

If yes, how many crop acres did you irrigate?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------------------|-------|-------|-------|-------|-------|
| 1 - 49 acres | 4.3 | 7.2 | 1.7 | 7.0 | 11.3 |
| 50 - 99 acres | 8.7 | 8.7 | 6.7 | 17.4 | 11.3 |
| 100 - 249 acres | 18.8 | 23.2 | 21.7 | 23.3 | 28.3 |
| 250 - 499 acres | 29.0 | 24.6 | 31.7 | 22.1 | 28.3 |
| 500 - 999 acres | 21.7 | 23.2 | 26.7 | 14.0 | 9.4 |
| 1,000 - 1,999 acres | 13.0 | 10.1 | 10.0 | 11.6 | 3.8 |
| 2,000+ acres | 4.3 | 2.9 | 1.7 | 4.7 | 7.5 |
| Avg. acres irrigated | 625.3 | 482.7 | 503.7 | 456.9 | 579.3 |
| <i>% Responding</i> | 15.0 | 10.5 | 12.6 | 94.5 | 88.3 |

Did you plant any of last year's corn acres to continuous corn?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 40.0 | 35.2 | 32.7 | 32.0 | 31.8 |
| No | 60.0 | 64.8 | 67.3 | 68.0 | 68.2 |
| <i>% Responding</i> | 88.7 | 91.5 | 90.4 | 86.5 | 85.5 |

If yes, how many acres did you plant to continuous corn?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|-------|-------|-------|-------|-------|
| 1 - 49 acres | 20.8 | 22.0 | 22.4 | 25.6 | 24.2 |
| 50 - 99 acres | 16.1 | 16.8 | 20.1 | 22.2 | 18.2 |
| 100 - 249 acres | 30.2 | 35.1 | 27.6 | 30.1 | 28.0 |
| 250 - 499 acres | 17.4 | 14.1 | 16.4 | 10.8 | 15.2 |
| 500 - 999 acres | 8.7 | 9.4 | 9.7 | 6.3 | 7.6 |
| 1,000 - 1,999 acres | 3.4 | 1.6 | 2.2 | 3.4 | 4.5 |
| 2,000+ acres | 3.4 | 1.0 | 1.5 | 1.7 | 2.3 |
| Avg. acres | 296.2 | 231.2 | 232.3 | 223.1 | 280.5 |
| <i>% Responding</i> | 32.5 | 29.2 | 28.1 | 90.3 | 90.4 |

What brands of seed corn did you plant last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Pioneer | 50.1 | 54.9 | 57.3 | 52.7 | 54.5 |
| DeKalb | 32.1 | 26.9 | 32.6 | 23.1 | 16.5 |
| Novartis/NK | 10.8 | 11.5 | 12.0 | 9.4 | 9.8 |
| Garst | 10.8 | 12.5 | 9.2 | 9.8 | 8.5 |
| Asgrow | 5.4 | 7.7 | 7.0 | 7.6 | 8.0 |
| Golden Harvest | 9.8 | 12.0 | 9.9 | 10.3 | 8.0 |
| Mycogen | 8.5 | 6.9 | 6.6 | 8.1 | 6.0 |
| Croplan | 4.4 | 6.2 | 5.2 | 4.9 | 4.0 |
| Agrigold | 6.7 | 6.5 | 5.2 | 3.9 | 3.1 |
| Fielders Choice | 3.3 | 2.7 | 3.1 | 4.2 | 2.9 |
| Cargill | x | x | x | 1.0 | 2.7 |
| Dairyland | 0.8 | 1.5 | 1.4 | 1.5 | 2.7 |
| Midwest | 1.0 | 1.5 | 0.5 | 1.0 | 2.7 |
| Wyffels | 1.8 | 2.2 | 3.1 | 2.5 | 2.7 |
| Becks | 6.7 | 2.9 | 3.5 | 1.3 | 2.2 |
| Crows | 2.3 | 3.4 | 2.3 | 3.7 | 2.0 |
| NC+ | x | 2.6 | 1.6 | 3.2 | 2.0 |
| Producers | 1.5 | 1.9 | 1.4 | 1.2 | 2.0 |
| <i>% Responding</i> | 84.7 | 89.0 | 89.3 | 84.2 | 83.4 |

How much did you spend per acre on corn herbicides?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|---------|---------|---------|---------|---------|
| \$1 - \$9 | 4.5 | 3.3 | 3.7 | 2.9 | 3.9 |
| \$10 - \$19 | 18.6 | 22.1 | 39.8 | 24.6 | 25.8 |
| \$20 - \$29 | 40.7 | 48.2 | 16.7 | 50.8 | 52.9 |
| \$30 - \$39 | 26.3 | 20.4 | 30.1 | 16.9 | 14.4 |
| \$40 - \$49 | 7.5 | 3.9 | 4.6 | 3.7 | 1.6 |
| \$50 - \$59 | 1.5 | 0.9 | 0.5 | 0.4 | 0.3 |
| \$60 or more | 0.9 | 1.1 | 4.6 | 0.7 | 1.0 |
| Average | \$26.80 | \$29.87 | \$72.03 | \$23.63 | \$22.64 |
| <i>% Responding</i> | 72.8 | 69.6 | 45.3 | 64.5 | 57.0 |

In general, were you satisfied with your corn weed control last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 85.3 | 93.4 | 91.6 | 86.2 | 87.5 |
| No | 14.8 | 6.6 | 8.4 | 13.8 | 12.5 |
| <i>% Responding</i> | 87.1 | 90.4 | 89.9 | 85.4 | 84.9 |

Did you use a corn herbicide last year that you had not used the previous year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 28.5 | 25.9 | 29.8 | 31.7 | 26.9 |
| No | 71.5 | 74.1 | 70.2 | 68.3 | 73.1 |
| <i>% Responding</i> | 86.5 | 87.3 | 88.1 | 82.8 | 81.0 |

Did you plant any herbicide-tolerant corn last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 46.9 | 38.7 | 32.7 | 27.4 | 24.7 |
| No | 53.1 | 61.3 | 67.3 | 72.6 | 75.3 |
| <i>% Responding</i> | 87.8 | 88.7 | 89.1 | 84.3 | 82.9 |

Which types of herbicide-tolerant corn did you plant?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------|------|------|------|-------|------|
| Roundup Ready | 78.1 | 68.9 | 70.7 | 62.1 | 49.5 |
| Clearfield (IMI) | 10.2 | 18.0 | 18.6 | 26.6 | 36.2 |
| Liberty Link | 23.0 | 27.0 | 26.4 | 24.3 | 21.9 |
| Poast Protected (SR) | x | 0.5 | x | 1.2 | 4.8 |
| <i>% Responding</i> | 40.7 | 33.9 | 29.4 | 103.7 | 95.5 |

'x' indicates a question or category not asked

How satisfied were you with the performance of your herbicide-tolerant corn last year?

| Clearfield (IMI) | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------|------|------|------|------|------|
| Very satisfied | 60.0 | 80.0 | 73.1 | 57.4 | 64.9 |
| Somewhat satisfied | 35.0 | 20.0 | 23.1 | 29.8 | 10.8 |
| Not satisfied | 5.0 | x | 3.8 | 12.8 | x |
| % Responding | 4.4 | 6.9 | 29.4 | 27.8 | 33.6 |

| Poast Protected (SR) | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------|-------|------|------|------|------|
| Very satisfied | x | 50.0 | x | 50.0 | x |
| Somewhat satisfied | 100.0 | 50.0 | x | x | 50.0 |
| Not satisfied | x | x | x | 50.0 | 50.0 |
| % Responding | 0.2 | 0.3 | x | 1.2 | 3.6 |

| Liberty Link | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------|------|------|------|------|------|
| Very satisfied | 81.0 | 78.3 | 58.3 | 69.2 | 62.5 |
| Somewhat satisfied | 16.7 | 16.7 | 30.6 | 23.1 | 33.3 |
| Not satisfied | 2.4 | 5.0 | 11.1 | 7.7 | 4.2 |
| % Responding | 9.2 | 9.2 | 7.5 | 23.1 | 21.8 |

| Roundup Ready | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------|------|------|------|------|------|
| Very satisfied | 83.3 | 82.6 | 77.1 | 76.2 | 78.8 |
| Somewhat satisfied | 16.7 | 16.8 | 19.8 | 19.8 | 17.3 |
| Not satisfied | x | 0.6 | 3.1 | 4.0 | 3.8 |
| % Responding | 31.4 | 23.7 | 20.1 | 59.8 | 47.3 |

Did you plant any Bt corn last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 72.7 | 66.1 | 65.9 | 56.6 | 43.9 |
| No | 27.3 | 33.9 | 34.1 | 43.4 | 56.1 |
| % Responding | 86.1 | 87.8 | 88.5 | 84.0 | 84.9 |

Acres of Bt corn planted last year

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|------------------|-------|-------|-------|-------|-------|
| Avg. acres grown | 358.8 | 347.5 | 320.2 | 241.7 | 271.8 |
| % Responding | 56.0 | 49.8 | 52.4 | 89.8 | 91.5 |

If no, did you use a foliar insecticide treatment to control corn borers?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|-------|------|
| Yes | 9.2 | 11.5 | 7.7 | 9.3 | 3.2 |
| No | 90.8 | 88.5 | 92.3 | 90.7 | 96.8 |
| % Responding | 21.4 | 26.6 | 27.3 | 146.3 | 84.8 |

Did you use some corn acres for a corn borer refuge to deter insect resistance to the Bt hybrids last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|-------|------|------|
| Yes | 71.9 | 63.2 | 58.3 | 48.9 | 39.4 |
| No | 28.1 | 36.8 | 41.7 | 51.1 | 60.6 |
| % Responding | 80.6 | 83.1 | 118.0 | 81.3 | 78.4 |

If yes, what percent of your corn acres were a refuge?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------|------|------|------|------|------|
| % of Acres as refuge | 34.1 | 36.1 | 42.0 | 37.7 | 47.2 |
| % Responding | 52.9 | 47.9 | 62.9 | 92.5 | 87.3 |

What tillage practices did you use on our corn crop last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------|------|------|------|------|------|
| No-till | 34.9 | 35.7 | 33.5 | 31.3 | 44.1 |
| Conventional tillage | 37.4 | 40.8 | 42.6 | 42.5 | 34.2 |
| Reduced-till* | 33.3 | 35.5 | 34.4 | 34.6 | 29.2 |
| Mulch-till** | 12.5 | 11.2 | 10.5 | 11.4 | 11.4 |
| Ridge-till | 5.1 | 3.6 | 4.2 | 4.5 | 3.3 |
| Strip-till | 3.3 | 4.3 | 3.3 | 2.5 | 1.8 |
| % Responding | 85.6 | 89.8 | 90.1 | 84.8 | 84.9 |

*less than 30% residue
**more than 30% residue

Did you use a corn root worm insecticide last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 39.1 | 42.0 | 39.7 | 38.4 | 32.5 |
| No | 60.9 | 58.0 | 60.3 | 61.6 | 67.5 |
| % Responding | 85.2 | 87.2 | 88.7 | 83.1 | 83.6 |

Did you use a corn insecticide on first year corn?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 72.6 | 67.2 | 51.9 | 59.0 | 55.5 |
| No | 27.4 | 32.8 | 48.1 | 41.0 | 44.5 |
| % Responding | 31.8 | 35.9 | 50.1 | 30.1 | 25.5 |

How satisfied were you with your corn root worm control?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------|------|------|------|------|------|
| Very satisfied | 64.9 | 66.1 | 61.1 | 55.0 | 60.0 |
| Somewhat satisfied | 32.5 | 30.1 | 35.9 | 40.9 | 38.6 |
| Not satisfied | 2.6 | 3.8 | 3.0 | 4.1 | 1.4 |
| % Responding | 32.9 | 36.0 | 41.5 | 31.2 | 27.0 |

Did you plant any seed-applied corn insecticide last year (i.e. seed coated with insecticide so you don't have to deal with separate boxes)?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 44.3 | 42.1 | 79.5 | 78.6 | 76.8 |
| No | 55.7 | 57.9 | 20.5 | 21.4 | 23.2 |
| % Responding | 82.1 | 82.7 | 83.0 | 78.7 | 76.4 |

SPECIALTY CROPS**Did you grow any commercial seed?**

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 10.2 | 9.7 | 8.2 | 7.3 | 4.6 |
| No | 89.8 | 90.3 | 91.8 | 92.7 | 95.4 |
| % Responding | 96.5 | 94.8 | 94.1 | 94.7 | 93.3 |

If yes, how many acres did you grow?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-------------------|-------|-------|-------|-------|-------|
| Average seed corn | 190.2 | 309.9 | 409.0 | 269.4 | 148.3 |
| % Responding | 2.8 | 2.0 | 1.3 | 24.5 | 17.4 |
| Avg. soybean seed | 378.1 | 496.7 | 434.8 | 357.2 | 398.5 |
| % Responding | 7.2 | 9.0 | 6.1 | 77.6 | 82.6 |

Did you grow any specialty crops last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 8.2 | 7.7 | 9.4 | 9.1 | 9.5 |
| No | 91.8 | 92.3 | 90.6 | 90.6 | 90.5 |
| % Responding | 85.4 | 85.2 | 87.2 | 88.5 | 86.4 |

What specialty crops did you grow?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Food-grade corn | 12.9 | 4.7 | 20.5 | 17.5 | 22.2 |
| Food-grade soybeans | 22.6 | 16.3 | 17.9 | 15.8 | 20.0 |
| High-oil corn | x | 7.0 | 10.3 | 10.5 | 8.9 |

| (continued) | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------------|------|------|------|-------|-------|
| White corn | 6.5 | 11.6 | 23.1 | 10.5 | 8.9 |
| Modified oil soybeans | 9.7 | x | x | 5.3 | 6.7 |
| Sweet corn | 29.0 | 34.9 | 12.8 | 15.8 | 6.7 |
| Yellow waxy corn | 6.5 | 14.0 | 5.1 | 10.5 | 6.7 |
| High amylose corn | 3.2 | x | x | 3.5 | 2.2 |
| White waxy corn | x | x | 2.6 | 1.8 | x |
| Other | 16.1 | 30.2 | 25.6 | 33.3 | 20.0 |
| % Responding | 6.8 | 6.6 | 8.2 | 100.0 | 102.3 |

GENERAL AGRICULTURE**Which one of the following statements best describes your involvement in precision farming?**

Have investigated the feasibility of using precision farming techniques but have not used precision farming techniques

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--|------|------|------|------|------|
| | 16.4 | 19.3 | 20.5 | 17.9 | 20.3 |

Have experimented with one or more precision farming practices but have not incorporated precision farming into my cropping operation

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--|------|------|------|------|------|
| | 10.5 | 8.2 | 13.1 | 9.3 | 10.9 |

Have incorporated one or more precision farming practice in my cropping operation

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--|------|------|------|------|------|
| | 29.0 | 34.0 | 27.1 | 21.1 | 19.1 |

Have no involvement with precision farming

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| | 44.2 | 38.6 | 39.3 | 51.6 | 49.7 |
| % Responding | 91.7 | 93.4 | 92.9 | 92.6 | 90.7 |

How concerned are you about weed resistance to herbicides?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------|------|------|------|------|------|
| Very concerned | 32.9 | 34.6 | 36.9 | 36.4 | 35.7 |
| Somewhat concerned | 59.0 | 58.6 | 57.9 | 57.8 | 57.5 |
| Not concerned | 8.2 | 6.8 | 5.2 | 5.8 | 6.9 |
| % Responding | 96.1 | 96.2 | 97.7 | 97.2 | 95.0 |

What are you doing to combat weeds developing resistance to herbicides?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------------------------|------|------|------|------|------|
| Rotating crops | 64.8 | 68.2 | 69.7 | 67.6 | 66.9 |
| Rotating herbicide mode of action | 53.3 | 58.0 | 59.4 | 52.8 | 46.5 |
| Cultivating | 12.6 | 20.1 | 20.8 | 26.8 | 27.1 |
| Using tank mixes | 19.5 | 19.3 | 20.8 | 19.6 | 19.0 |
| Nothing currently | 7.6 | 5.9 | 5.8 | 8.4 | 7.9 |
| Other | 1.1 | 1.3 | 1.5 | 0.7 | 1.6 |
| <i>% Responding</i> | 95.2 | 95.0 | 97.7 | 96.2 | 94.0 |

Did you fall apply any herbicides after harvest last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 14.1 | 12.2 | 15.4 | 12.7 | 10.5 |
| No | 85.9 | 87.8 | 84.6 | 87.3 | 89.5 |
| <i>% Responding</i> | 94.1 | 96.5 | 96.4 | 95.0 | 94.3 |

When deciding what company you will buy seed from, how important are the following factors?

| PRICE | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very important | 52.9 | 53.4 | 55.3 | 60.9 | 55.5 |
| Somewhat important | 44.2 | 43.5 | 41.3 | 36.9 | 42.1 |
| Not important | 2.8 | 3.1 | 3.4 | 2.1 | 2.5 |
| <i>% Responding</i> | 92.6 | 93.3 | 92.9 | 93.3 | 90.3 |

| YIELD | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very important | 90.3 | 93.0 | 95.0 | 95.3 | 93.4 |
| Somewhat important | 9.7 | 6.5 | 4.8 | 4.4 | 6.4 |
| Not important | x | 0.5 | 0.2 | 0.3 | 0.2 |
| <i>% Responding</i> | 94.3 | 93.6 | 92.7 | 92.8 | 89.9 |

| AGRONOMIC SERVICES | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very important | 38.1 | 39.5 | 40.9 | 41.2 | 37.7 |
| Somewhat important | 51.0 | 49.7 | 48.2 | 47.2 | 49.1 |
| Not important | 10.9 | 10.8 | 10.9 | 11.6 | 13.2 |
| <i>% Responding</i> | 86.3 | 87.8 | 88.3 | 87.8 | 81.9 |

| AVAILABILITY OF BULK CONTAINERS | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------------------|------|------|------|------|------|
| Very important | 18.1 | 20.0 | 17.2 | 18.0 | 14.9 |
| Somewhat important | 35.9 | 33.8 | 36.3 | 33.4 | 31.8 |
| Not important | 46.0 | 46.3 | 46.5 | 48.6 | 53.3 |
| <i>% Responding</i> | 84.3 | 85.5 | 87.8 | 85.2 | 79.0 |

AVAILABILITY OF DISEASE/HERBICIDE RESISTANT VARIETIES/HYBRIDS

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very important | 45.8 | 47.5 | 43.6 | 46.6 | 44.0 |
| Somewhat important | 45.1 | 45.3 | 47.9 | 45.5 | 45.1 |
| Not important | 9.1 | 7.2 | 8.5 | 7.9 | 10.9 |
| <i>% Responding</i> | 86.5 | 88.7 | 88.5 | 87.6 | 83.4 |

| FINANCING PROGRAM | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very important | 15.1 | 13.9 | 18.1 | 19.4 | 17.0 |
| Somewhat important | 32.3 | 31.5 | 32.0 | 31.2 | 26.1 |
| Not important | 52.6 | 54.6 | 49.9 | 49.3 | 56.8 |
| <i>% Responding</i> | 88.2 | 88.1 | 89.1 | 85.4 | 81.9 |

| PRECISION FARMING SERVICES | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------------|------|------|------|------|------|
| Very important | 5.4 | 8.0 | 6.2 | 7.8 | 8.7 |
| Somewhat important | 36.2 | 35.3 | 34.5 | 34.5 | 30.5 |
| Not important | 58.5 | 56.7 | 59.3 | 57.7 | 60.8 |
| <i>% Responding</i> | 85.0 | 85.6 | 84.5 | 83.4 | 78.8 |

| DEALER REPUTATION | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very important | 57.7 | 58.0 | 53.4 | 58.5 | 61.5 |
| Somewhat important | 36.8 | 36.0 | 39.7 | 35.2 | 33.0 |
| Not important | 5.5 | 6.0 | 6.9 | 6.3 | 5.4 |
| <i>% Responding</i> | 90.6 | 91.3 | 91.4 | 90.1 | 85.7 |

| PAST EXPERIENCE WITH COMPANY | 2006 | 2005 | 2004 | 2003 | 2002 |
|------------------------------|------|------|------|------|------|
| Very important | 68.2 | 70.2 | 64.9 | 68.6 | 69.8 |
| Somewhat important | 30.6 | 28.3 | 33.3 | 28.6 | 28.3 |
| Not important | 1.2 | 1.5 | 1.8 | 2.8 | 1.9 |
| <i>% Responding</i> | 92.6 | 92.8 | 94.3 | 91.8 | 87.5 |

Which of the following consulting or advisory services did you use last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--|------|------|------|------|------|
| Co-op or dealer crop consultant | 36.9 | 40.1 | 39.3 | 35.1 | 40.6 |
| Independent commodity marketing consultant/advisor | 18.2 | 20.5 | 24.7 | 17.6 | 14.3 |
| Independent professional crop consultant | 15.2 | 15.0 | 15.3 | 13.5 | 14.3 |
| Co-op's commodity marketing consultant/advisor | 13.1 | 11.5 | 12.4 | 11.4 | 13.5 |

| (continued) | 2006 | 2005 | 2004 | 2003 | 2002 |
|--|-------------|-------------|-------------|-------------|-------------|
| Financial or investment consultant/advisor | 11.3 | 10.8 | 10.4 | 6.9 | 8.8 |
| Estate planning consultant/advisor | 10.4 | 7.9 | 7.1 | 6.4 | 8.6 |
| Business management consultant/advisor | 6.0 | 5.3 | 7.3 | 4.5 | 3.3 |
| None of these, don't use consulting or advisory services | 34.6 | 32.3 | 32.0 | 42.3 | 34.9 |
| % Responding | 94.6 | 94.5 | 94.3 | 94.9 | 91.2 |

Do you provide any custom farming services?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|--------------|-------------|-------------|-------------|----------|
| Yes | 27.2 | 27.0 | 27.0 | 24.2 | x |
| No | 72.8 | 73.0 | 73.0 | 75.8 | x |
| % Responding | 100.0 | 96.8 | 98.5 | 96.7 | x |

If yes, which services do you provide, and for approximately how many acres or bushels?

| | 2006 | Acres/bushels |
|---------------------|-------------|---------------|
| Harvesting | 81.1 | 399.9 |
| Planting | 62.3 | 300.7 |
| Tillage | 32.8 | 280.8 |
| Grain Hauling | 36.9 | 145,756.3 |
| Spraying | 28.7 | 970.8 |
| % Responding | 26.6 | 26.6 |

ELECTRONICS

Do you access the Internet or World Wide Web?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|-------------|-------------|-------------|-------------|-------------|
| Yes | 89.8 | 89.9 | 85.1 | 87.3 | 81.7 |
| No | 10.2 | 10.1 | 14.9 | 12.7 | 18.3 |
| % Responding | 64.1 | 63.2 | 66.2 | 57.0 | 54.9 |

Do you have high-speed Internet service?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|-------------|-------------|-------------|-------------|-------------|
| Yes | 40.9 | 28.3 | 26.0 | 20.5 | 20.5 |
| No | 57.6 | 67.8 | 70.0 | 70.3 | 64.9 |
| Don't know | 1.5 | 3.8 | 4.0 | 9.2 | 14.6 |
| % Responding | 57.5 | 56.0 | 57.2 | 49.2 | 53.6 |

What types of Internet applications do you use/access?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|
| E-mail | 90.1 | 88.9 | 90.1 | 89.3 | 91.7 |
| Weather | 76.4 | 74.7 | 71.2 | 72.2 | 76.9 |
| Markets | 80.6 | 77.7 | 70.8 | 75.4 | 72.3 |
| Product/company information | 60.8 | 63.3 | 64.6 | 54.5 | 61.2 |
| Business related | 59.7 | 67.4 | 60.6 | 52.9 | 51.7 |
| News | 50.6 | 50.3 | 53.6 | 47.6 | 49.2 |
| Shopping | 33.8 | 39.9 | 35.4 | 31.6 | 29.8 |
| Entertainment | 22.8 | 26.6 | 24.8 | 24.6 | 25.6 |
| Chat/discussion groups | 4.9 | 9.0 | 8.0 | 7.5 | 10.7 |
| Other | 3.0 | 0.5 | 2.2 | 1.6 | 2.9 |
| % Responding | 57.3 | 56.2 | 57.4 | 53.3 | 45.1 |

In the past year, have you purchased any of your farm inputs on-line?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|-------------|-------------|-------------|-------------|-------------|
| Yes | 11.8 | 10.8 | 10.9 | 5.8 | 9.5 |
| No | 88.2 | 89.2 | 89.1 | 94.2 | 90.5 |
| % Responding | 57.1 | 56.8 | 57.9 | 58.7 | 45.3 |

If yes, which of the following have you purchased on-line?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------------|------------|------------|-------------|-------------|
| Chemicals | 38.7 | 40.0 | 46.7 | 46.2 | 34.8 |
| Machinery | 35.5 | 40.0 | 46.7 | 30.8 | 30.4 |
| Seed | 19.4 | 7.5 | 16.7 | 23.1 | 17.4 |
| Feed | x | x | 6.7 | x | x |
| Fertilizer | 3.2 | 5.0 | 6.7 | 15.4 | x |
| Other | 22.6 | 27.5 | 30.0 | 15.4 | 26.1 |
| % Responding | 6.8 | 6.1 | 6.3 | 53.3 | 45.1 |

Approximately how many hours in a typical week do you spend on-line?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|------------------------------|-------------|-------------|-------------|-------------|-------------|
| Avg. hours/week | 4.7 | 4.8 | 5.4 | 4.1 | 5.2 |
| % Responding | 52.5 | 51.9 | 54.7 | 96.3 | 97.9 |
| Avg. hours/week farm related | 3.6 | 4.1 | 3.8 | 3.1 | 4.4 |
| % Responding | 49.5 | 49.6 | 51.4 | 88.6 | 88.0 |

'x' indicates a question or category not asked

How comfortable are you with buying products over the Internet?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Very | 8.5 | 9.7 | 13.7 | 6.5 | 7.8 |
| Somewhat | 38.6 | 40.9 | 40.2 | 36.0 | 26.4 |
| Not at all | 52.9 | 49.4 | 46.1 | 57.5 | 65.8 |
| <i>% Responding</i> | 56.4 | 55.3 | 56.8 | 28.4 | 62.0 |

EQUIPMENT

Do you own an all-terrain vehicle?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Yes | 64.2 | 68.3 | 66.2 | 56.2 | 54.6 |
| No | 35.8 | 31.7 | 33.8 | 43.8 | 45.4 |
| <i>% Responding</i> | 96.7 | 97.4 | 98.5 | 97.1 | 89.4 |

If yes, how many ATVs of the following brands do you own?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------------|-------------|-------------|-------------|-------------|-------------|
| Honda | 1.4 | 1.3 | 1.2 | 1.3 | 1.3 |
| <i>% Responding</i> | 40.8 | 37.9 | 27.5 | 48.0 | 43.0 |
| Polaris | 1.2 | 1.3 | 1.2 | 1.2 | 1.1 |
| <i>% Responding</i> | 30.0 | 31.6 | 18.0 | 23.0 | 22.0 |
| Yamaha | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 |
| <i>% Responding</i> | 14.6 | 16.9 | 11.3 | 17.0 | 15.0 |
| Kawasaki | 1.0 | 1.1 | 1.1 | 1.1 | 1.1 |
| <i>% Responding</i> | 11.8 | 12.0 | 7.8 | 12.0 | 13.0 |
| John Deere | 1.1 | 1.0 | 1.0 | 1.1 | 1.6 |
| <i>% Responding</i> | 10.5 | 10.2 | 3.6 | 7.0 | 8.0 |
| Suzuki | 1.1 | 1.2 | 1.1 | 1.2 | 1.0 |
| <i>% Responding</i> | 3.5 | 5.1 | 3.1 | 4.0 | 5.0 |
| Arctic Cat | 1.1 | 1.4 | 1.1 | 1.1 | 1.3 |
| <i>% Responding</i> | 7.0 | 5.3 | 3.1 | 4.0 | 2.0 |
| Bombardier | 1.0 | 1.0 | 1.0 | 1.0 | x |
| <i>% Responding</i> | 2.8 | 1.8 | 1.0 | 0.5 | x |
| Club Car | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| <i>% Responding</i> | 0.3 | 1.2 | 0.8 | 0.5 | 0.4 |
| E-Z-Go | 1.3 | 1.0 | 1.0 | 1.3 | 1.0 |
| <i>% Responding</i> | 1.4 | 0.7 | 0.4 | 1.0 | 0.4 |
| TOTAL % reporting | 62.5 | 66.1 | 65.0 | 55.2 | 48.6 |

How do you use your ATV?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Crop monitoring | 89.0 | 87.8 | 84.9 | 84.8 | 86.5 |
| Spot spraying | 67.6 | 69.3 | 68.6 | 62.1 | 60.0 |
| Chores | 63.8 | 59.2 | 56.1 | 59.6 | 60.8 |
| Transportation | 48.3 | 54.8 | 55.1 | 50.5 | 50.8 |
| Recreational riding | 45.5 | 38.5 | 45.2 | 43.7 | 45.8 |
| Livestock work | 41.4 | 39.0 | 36.2 | 43.2 | 45.8 |
| Soil sampling | 29.0 | 34.2 | 34.0 | 35.1 | 28.8 |
| Hunting | 26.6 | 24.5 | 23.1 | 25.0 | 26.5 |
| Irrigation | 21.4 | 15.6 | 16.3 | 17.2 | 18.8 |
| <i>% Responding</i> | 63.2 | 66.6 | 65.4 | 56.2 | 48.4 |

If you were going to buy an ATV in the next six months, what brand would you most likely buy?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Honda | 37.8 | 35.5 | 37.3 | 40.4 | 39.7 |
| Polaris | 26.0 | 27.6 | 30.2 | 26.6 | 30.6 |
| John Deere | 9.8 | 17.3 | 16.4 | 12.3 | 9.1 |
| Yamaha | 8.3 | 8.6 | 12.2 | 10.2 | 9.1 |
| Kawasaki | 8.6 | 8.0 | 9.0 | 9.4 | 9.9 |
| Arctic Cat | 5.7 | 5.9 | 6.3 | 5.6 | 7.4 |
| Suzuki | 1.9 | 2.0 | 1.6 | 1.9 | 2.5 |
| Bombardier | 3.8 | 1.6 | 1.1 | 1.7 | x |
| Bobcat | 1.9 | 1.0 | 0.3 | x | x |
| Club Car | x | 0.4 | 0.3 | 1.0 | x |
| E-Z-Go | 0.6 | x | x | 0.2 | x |
| Toro | x | x | x | 0.2 | x |
| <i>% Responding</i> | 68.6 | 77.9 | 79.2 | 74.0 | 67.6 |

How likely are you to buy an ATV in the next 12 to 18 months?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------|------|------|------|------|------|
| Definitely will buy | 4.3 | 2.9 | 2.9 | 3.3 | 3.1 |
| Likely to buy | 15.0 | 18.0 | 16.9 | 19.0 | 17.3 |
| Not likely to buy | 80.7 | 79.0 | 80.3 | 77.7 | 79.6 |
| <i>% Responding</i> | 81.5 | 93.9 | 94.5 | 91.1 | 85.1 |

Please indicate how many of the following types of equipment (operational) you own or lease.

| TRACTORS— 2 WHEEL DRIVE | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------------------------|------|------|------|------|------|
| under 40 hp | 1.7 | 1.8 | 1.7 | 1.8 | 1.7 |
| % Responding | 43.7 | 40.8 | 39.0 | 41.1 | 45.0 |
| 40–100 hp | 1.9 | 2.1 | 1.9 | 1.8 | 1.9 |
| % Responding | 71.2 | 74.4 | 68.8 | 77.0 | 73.0 |
| 101–175 hp | 1.8 | 1.8 | 1.8 | 2.0 | 1.8 |
| % Responding | 80.2 | 72.0 | 71.9 | 71.0 | 77.0 |
| over 175 hp | 1.4 | 1.5 | 1.5 | 2.0 | 1.8 |
| % Responding | 25.1 | 25.4 | 20.8 | 16.0 | 17.0 |
| TRACTORS— 4 WHEEL DRIVE | 2006 | 2005 | 2004 | 2003 | 2002 |
| under 100 hp | 1.2 | 1.3 | 1.2 | 1.1 | 1.6 |
| % Responding | 11.5 | 12.2 | 9.9 | 9.0 | 8.0 |
| over 100 hp | 1.8 | 1.8 | 1.7 | 1.6 | 1.6 |
| % Responding | 67.5 | 64.7 | 60.4 | 51.0 | 50.0 |
| TRACTORS | 2006 | 2005 | 2004 | 2003 | 2002 |
| Track or crawler type | 1.4 | 1.3 | 1.3 | 1.5 | 1.4 |
| % Responding | 15.8 | 10.4 | 9.9 | 8.0 | 9.0 |
| Combines (with any head type) | 1.3 | 1.2 | 1.2 | 1.2 | 1.3 |
| % Responding | 83.3 | 81.8 | 79.9 | 76.0 | 78.0 |
| Pick-up trucks | 2.3 | 2.1 | 2.0 | 2.1 | 2.1 |
| % Responding | 92.9 | 93.0 | 88.9 | 86.0 | 89.0 |
| Trucks (1–5 ton) | 1.9 | 1.9 | 1.9 | 1.8 | 1.7 |
| % Responding | 35.3 | 43.4 | 41.3 | 44.0 | 43.0 |
| Trucks (over 5 ton) | 1.9 | 1.9 | 2.1 | 1.8 | 1.7 |
| % Responding | 65.9 | 40.0 | 34.2 | 34.0 | 34.0 |
| Semi trailers | x | 1.8 | 1.6 | 1.9 | 1.7 |
| % Responding | x | 42.9 | 40.7 | 28.0 | 28.0 |
| Automobiles | 1.7 | 1.7 | 1.7 | 1.6 | 1.6 |
| % Responding | 79.6 | 83.3 | 78.6 | 84.0 | 83.0 |
| Self-propelled sprayers | 1.1 | 1.1 | 1.1 | 1.2 | 1.1 |
| % Responding | 29.1 | 23.8 | 22.2 | 16.0 | 18.0 |
| Tank-sprayers—pull type | 1.1 | 1.1 | 1.1 | 1.2 | 1.1 |
| % Responding | 52.9 | 52.2 | 49.1 | 52.0 | 52.0 |

| TRACTORS | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------------------|------|------|------|------|------|
| Plows - disc | 1.4 | 1.5 | 1.4 | 1.4 | 1.4 |
| % Responding | 54.5 | 54.6 | 48.4 | 54.0 | 50.0 |
| Plows - moldboard | 1.4 | 1.4 | 1.4 | 1.4 | 1.4 |
| % Responding | 55.1 | 53.6 | 52.8 | 59.0 | 58.0 |
| Plows - chisel type | 1.3 | 1.3 | 1.3 | 1.3 | 1.4 |
| % Responding | 67.2 | 64.2 | 64.4 | 68.0 | 67.0 |
| Field cultivators | 1.3 | 1.3 | 1.3 | 1.3 | 1.3 |
| % Responding | 78.6 | 80.7 | 77.8 | 77.0 | 77.0 |
| Subsoil tillage equipment | 1.2 | 1.1 | 1.2 | 1.2 | 1.2 |
| % Responding | 42.1 | 43.3 | 38.2 | 34.0 | 32.0 |
| Row-crop cultivators | 1.5 | 1.5 | 1.4 | 1.5 | 1.5 |
| % Responding | 61.6 | 65.5 | 62.7 | 65.0 | 67.0 |
| Planters—conventional | 1.2 | 1.2 | 1.2 | 1.1 | 1.2 |
| % Responding | 50.2 | 53.3 | 50.5 | 53.0 | 53.0 |
| Planters—no-till | 1.2 | 1.2 | 1.1 | 1.1 | 1.2 |
| % Responding | 45.5 | 43.6 | 40.7 | 37.0 | 36.0 |
| Planters – ridge-till | 1.3 | 1.3 | 1.1 | 1.1 | 1.2 |
| % Responding | 3.7 | 2.9 | 2.7 | 4.0 | 3.0 |
| Planters – plateless | 1.2 | 1.2 | 1.1 | 1.1 | 1.2 |
| % Responding | 29.1 | 33.7 | 35.6 | 42.0 | 36.0 |
| Grain drills | 1.2 | 1.2 | 1.2 | 1.1 | 1.1 |
| % Responding | 40.2 | 46.4 | 36.1 | 45.0 | 45.0 |
| Air seeder | 1.1 | 1.0 | 1.0 | 1.0 | 1.1 |
| % Responding | 9.3 | 6.2 | 7.1 | 4.0 | 7.0 |
| No-till drill | 1.1 | 1.1 | 1.1 | 1.1 | 1.1 |
| % Responding | 29.7 | 29.3 | 28.1 | 28.0 | 26.0 |
| Grain carts | 1.2 | 1.2 | 1.2 | 1.2 | x |
| % Responding | 64.1 | 54.1 | 49.3 | 41.0 | x |
| Bins | 7.7 | 7.2 | 6.5 | 5.6 | x |
| % Responding | 81.7 | 80.9 | 74.6 | 73.0 | x |

Please indicate how many of the following types of equipment you plan to purchase in the next three years.

| TRACTORS— 2 WHEEL DRIVE | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------------|------|------|------|------|------|
| under 40 hp | 1.0 | 1.0 | 1.0 | 1.2 | 1.4 |
| % Responding | 1.7 | 2.4 | 0.2 | 2.0 | 4.0 |
| 40–100 hp | 1.0 | 1.2 | 1.0 | 1.1 | 1.2 |
| % Responding | 8.6 | 9.4 | 3.6 | 13.0 | 9.0 |
| 101–175 hp | 1.2 | 1.1 | 1.3 | 1.1 | 1.1 |
| % Responding | 13.8 | 18.8 | 8.0 | 23.0 | 25.0 |
| over 175 hp | 1.0 | 1.1 | 1.1 | 1.0 | 1.6 |
| % Responding | 6.0 | 9.4 | 3.4 | 8.0 | 6.0 |

| TRACTORS— 4 WHEEL DRIVE | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------------|------|------|------|------|------|
| under 100 hp | 1.0 | 1.3 | 1.0 | 1.0 | 1.0 |
| % Responding | 1.7 | 4.2 | 0.8 | 2.0 | 3.0 |
| over 100 hp | 1.4 | 1.2 | 1.1 | 1.1 | 1.2 |
| % Responding | 32.8 | 31.3 | 16.4 | 29.0 | 24.0 |

| TRACTORS | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------------------------|------|------|------|------|------|
| Track or crawler type | 1.3 | 1.0 | 1.0 | 1.0 | 1.0 |
| % Responding | 2.6 | 3.5 | 1.7 | 2.0 | 3.0 |
| Combines (with any head type) | 1.1 | 1.1 | 1.1 | 1.1 | 1.3 |
| % Responding | 30.2 | 32.3 | 14.9 | 34.0 | 27.0 |

| TRACTORS | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------------------|------|------|------|------|------|
| Pick-up trucks | 1.3 | 1.2 | 1.1 | 1.1 | 1.1 |
| % Responding | 37.1 | 40.6 | 17.0 | 40.0 | 39.0 |
| Trucks (1–5 ton) | 1.0 | 1.1 | 1.0 | 1.1 | 1.0 |
| % Responding | 2.6 | 8.3 | 2.3 | 8.0 | 4.0 |
| Trucks (over 5 ton) | 1.0 | 1.1 | 1.5 | 1.0 | 1.0 |
| % Responding | 10.3 | 6.3 | 2.9 | 7.0 | 9.0 |
| Semi trailers | x | 1.1 | 1.1 | 1.3 | 1.1 |
| % Responding | x | 14.9 | 5.9 | 13.0 | 15.0 |
| Automobiles | 1.7 | 1.1 | 1.1 | 1.0 | 1.1 |
| % Responding | 79.6 | 29.2 | 12.2 | 33.0 | 32.0 |
| Self-propelled sprayers | 1.1 | 1.0 | 1.0 | 1.0 | 1.0 |
| % Responding | 29.1 | 6.6 | 4.0 | 5.0 | 10.0 |

| TRACTORS | 2006 | 2005 | 2004 | 2003 | 2002 |
|----------------------------------|------|------|------|------|------|
| Tank-sprayers—pull type | 1.1 | 1.0 | 1.0 | 1.3 | 1.0 |
| % Responding | 52.9 | 10.8 | 3.6 | 12.0 | 7.0 |
| Plows - disc | 1.4 | 1.0 | 1.0 | 1.0 | 1.0 |
| % Responding | 54.5 | 2.4 | 1.9 | 5.0 | 4.0 |
| Plows - moldboard | 1.4 | 1.0 | 1.0 | 1.0 | 1.0 |
| % Responding | 55.1 | 0.3 | 0.2 | 1.0 | 1.0 |
| Plows - chisel type | 1.3 | 1.0 | 1.0 | 1.1 | 1.1 |
| % Responding | 67.2 | 6.9 | 1.5 | 7.0 | 8.0 |
| Field cultivators | 1.3 | 1.0 | 1.0 | 1.1 | 1.1 |
| % Responding | 78.6 | 13.2 | 5.0 | 14.0 | 14.0 |
| Subsoil tillage equipment | 1.2 | 1.0 | 1.0 | 1.1 | 1.0 |
| % Responding | 42.1 | 5.6 | 4.0 | 8.0 | 10.0 |
| Row-crop cultivator | 1.5 | 1.0 | 1.0 | 1.1 | 1.0 |
| % Responding | 61.6 | 1.7 | 0.8 | 4.0 | 2.0 |
| Planters—conventional | 1.2 | 1.0 | 1.1 | 1.1 | 1.2 |
| % Responding | 50.2 | 9.0 | 4.4 | 9.0 | 9.0 |
| Planters—no-till | 1.2 | 1.1 | 1.1 | 1.0 | 1.0 |
| % Responding | 45.5 | 17.0 | 4.2 | 12.0 | 10.0 |
| Planters – ridge-till | 1.3 | 1.0 | 1.0 | 1.3 | 1.0 |
| % Responding | 3.7 | 0.3 | 0.4 | 1.0 | 0.5 |
| Planters – plateless | 1.2 | 1.0 | 1.0 | 1.0 | 1.2 |
| % Responding | 29.1 | 8.0 | 1.7 | 1.0 | 1.2 |
| Grain drills | 1.2 | 1.2 | 1.0 | 1.1 | 1.0 |
| % Responding | 40.2 | 3.5 | 0.8 | 5.0 | 4.0 |
| Air seeder | 1.1 | 1.0 | 1.0 | 1.0 | 1.0 |
| % Responding | 9.3 | 1.0 | 1.9 | 2.0 | 2.0 |
| No-till drill | 1.1 | 1.1 | 1.0 | 1.0 | 1.0 |
| % Responding | 29.7 | 7.6 | 1.9 | 11.0 | 6.0 |
| Grain carts | 1.2 | 1.0 | 1.0 | 1.0 | x |
| % Responding | 64.1 | 10.8 | 5.0 | 10.0 | x |
| Bins | 7.7 | 2.7 | 1.4 | 1.3 | x |
| % Responding | 81.7 | 25.7 | 9.4 | 23.0 | x |

SHOP

Do you do any major mechanical work yourself on your trucks or farm implements?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 72.1 | 69.0 | 69.3 | 64.7 | 66.3 |
| No | 27.9 | 31.0 | 30.7 | 35.3 | 33.7 |
| % Responding | 95.4 | 97.1 | 97.7 | 97.3 | 95.0 |

If yes, where do you buy replacement parts?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|---------------------------|------|------|------|------|------|
| Local equip. dealer | 94.6 | 93.8 | 93.8 | 93.2 | 93.4 |
| Local parts store | 62.3 | 58.1 | 65.6 | 59.8 | 58.7 |
| NAPA | 46.6 | 52.8 | 49.7 | 50.6 | 54.5 |
| Salvaged/used part dealer | 41.5 | 45.6 | 43.1 | 46.0 | 46.1 |
| Tractor Supply | 25.9 | 29.5 | x | x | x |
| Farm/fleet store | 20.1 | 27.6 | 26.9 | 26.6 | 28.4 |
| Mail order | 12.5 | 18.2 | 12.5 | 18.3 | 18.3 |
| Big A | 4.5 | 7.1 | 5.9 | 7.4 | 5.4 |
| Internet | 5.4 | 6.2 | 5.0 | 2.3 | 3.6 |
| Pep Boys | 0.6 | 0.2 | 0.3 | 0.7 | 0.6 |
| % Responding | 68.2 | 66.3 | 67.1 | 99.8 | 62.2 |

How much motor oil did you buy last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|-----------------|-------|-------|-------|-------|-------|
| Average gallons | 134.6 | 154.2 | 135.8 | 134.4 | 123.6 |
| % Responding | 84.7 | 85.6 | 87.8 | 86.7 | 80.1 |

How many rear tractor and truck tires did you buy last year?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------------|------|------|------|------|------|
| Avg. tractor tires | 3.1 | 3.3 | 1.6 | 3.4 | 3.5 |
| % Responding | 44.2 | 43.8 | 79.2 | 52.1 | 52.5 |
| Avg. truck tires | 7.2 | 7.3 | 5.1 | 7.1 | 6.7 |
| % Responding | 50.3 | 57.4 | 80.3 | 60.0 | 54.9 |

Do you own a welder?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Yes | 92.1 | 91.6 | 94.4 | 89.7 | 91.1 |
| No | 7.9 | 8.4 | 5.6 | 10.3 | 8.9 |
| % Responding | 94.3 | 96.2 | 97.9 | 96.3 | 94.4 |

If yes, what kind do you own?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Arc welder | 89.1 | 89.6 | 87.8 | 90.0 | 92.2 |
| Acetylene | 49.6 | 54.2 | 54.1 | 53.7 | 57.0 |
| Wire feed | 39.5 | 39.8 | 36.2 | 31.0 | 30.2 |
| MIG | 16.7 | 20.5 | 15.4 | 14.1 | 12.0 |
| TIG | 2.5 | 3.0 | 1.8 | 1.4 | 1.1 |
| % Responding | 86.1 | 87.0 | 91.0 | 96.6 | 84.0 |

GENERAL

What was your age on your last birthday?

| | 2006 | 2005 | 2004 | 2003 | 2002 |
|--------------|------|------|------|------|------|
| Under 25 | 0.5 | 1.7 | 0.9 | 1.2 | 2.0 |
| 25 to 34 | 4.3 | 6.3 | 6.4 | 5.7 | 5.9 |
| 35 to 44 | 16.2 | 13.5 | 18.2 | 17.0 | 17.5 |
| 45 to 54 | 31.1 | 32.6 | 30.7 | 30.4 | 27.1 |
| 55 to 64 | 26.9 | 27.7 | 24.2 | 22.6 | 25.0 |
| 65 or older | 21.0 | 18.1 | 19.5 | 23.2 | 22.6 |
| Average age | 54.4 | 53.1 | 53.1 | 54.0 | 53.7 |
| % Responding | 95.4 | 96.3 | 97.7 | 96.7 | 94.8 |

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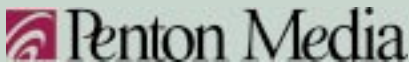
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