

# Seed Seller's At-A-Glance Guide

## Two Key Corteva Biological Products for 2025

biologicals

Last month, *Groundwork* discussed global usage of biological products in 2024. You may recall that a McKinsey & Company survey showed adoption rates of 23% in the U.S., 41% in Europe and nearing 70% in Brazil.<sup>1</sup> With the move to biologicals in high gear, we put together a snapshot to help you quickly understand the potential fit for two key Corteva Biological products for corn and soybeans. Here's a quick look at Hearken<sup>®</sup> biological insecticide and Utrisha<sup>®</sup> N – and a seed seller's guide for where, when and how to use them.



### Hearken<sup>®</sup>

BIOLOGICAL INSECTICIDE

#### NATURAL CONTROL OF CORN EARWORM

**Product description:** Hearken<sup>®</sup> (hur'-ken) biological insecticide contains a virus that targets Heliothine species pests, such as corn earworm, with a new mode of action.

**Product form:** Liquid

**Crops:** Corn, soybeans, alfalfa, sorghum, popcorn

**How applied:** Foliar spray

#### Benefits

- New way to control pests for resistance management
- Does not impact beneficial or non-target species
- Fits within Integrated Pest Management systems
- Fits within organic systems – OMRI listed

#### Uses

- In seed corn production – controls one of the top pests (corn earworm)
- Can be used on all types of corn (field, silage, seed, pop) except sweetcorn
- Good in rotation or as a supplement to conventional chemistries
- Tank-mix compatible with most commonly used insecticides, fungicides or liquid fertilizers
- Controls corn earworm in soybeans, a significant issue in southern regions. <sup>2</sup> According to Crop Protection Network (CPN):
  - Corn earworm was the #2 invertebrate pest in soybeans in 2022, causing a 13.7M bu/A yield loss.
  - Soybean producers spent \$64.2M on corn earworm control measures in 2022; a combination of insecticide use and replanting.

#### The Hearken<sup>®</sup> "So what?" for a seed company

**In seed corn production** – A new, natural option for control of corn earworm

**For your corn and soybean customers** – Hearken can be a good fit for those who:

- Are dealing with Heliothine pests, particularly corn earworm, which can cause losses in corn and soybeans
  - Corn earworm in soybeans is a particular problem in southern areas and is more common in later-planting<sup>3-4</sup>
- Want to reduce chemical residues on their crop
- Use organic farming practices
- Desire a product compatible with other insecticides, fungicides or fertilizers
- Want to reduce impact on beneficial insects and non-target organisms
- Practice resistance management in their pest control program
- Want a product with long shelf-life – 2 years under proper storage



Utrisha® N provides a natural solution for increasing availability of N to growing plants.

## Utrisha® N

### SUPPLIES NITROGEN FROM THE AIR THROUGHOUT THE GROWING SEASON

**Product description:** Utrisha® N (you-trish'-uh) contains a natural, nitrogen-fixing bacterium that gets into leaf cells, enabling them to capture N from the air.

**Product form:** Wettable powder

**Crops:** Corn, soybeans, wheat and other crops

**How applied:** Foliar spray at rate of 5 oz/A

- **For corn:** apply V4-V8
- **For soybeans:** can be applied at either V4-V8, or R1-R3 with similar performance

### Benefits

- Enhances nitrogen use efficiency (NUE) to reduce dependence on nitrogen uptake from soils.
- Provides a constant supply of nitrogen to plants to improve crop health and allows plants to better reach their yield potential.
  - Converts N from the air into ammonium.
- Increases yield:
  - Corn – 6.9 bu/A advantage and a 73% win rate<sup>5</sup>
  - Soybeans – 3.1 bu/A advantage and a 65% win rate<sup>6</sup>
- Wide application window.

### Uses

- Apply to standard corn sidedressing fertilization timing as closely as possible.
- Apply with sufficient plant biomass, when the crop presents good soil coverage.
- Apply in healthy crops unaffected by poor nutrition or other biotic/abiotic stresses.
- Excellent complement to a traditional nutrient management program.
- Wide application window.

### The Utrisha® N "So what?" for a seed company

**In corn and soybeans** – A new idea to talk about with customers interested in dialing in their fertility program.

**In soybeans** – A fertility boost for highly productive fields.

- Provided the greatest yield increase in high (60-80 bu/A) to very high (>80 bu/A) yielding fields where N may be limiting.

**In corn** – A precision tool for specific fields.

- Provided the greatest yield increase in low- to moderate-yielding fields (120-220 bu/A), where N may be limiting, yet the crop is not significantly stressed.
- Showed less yield increase in very low-yielding fields (<120 bu/A), as stress factors become the primary limiting factor for yield.
- Produced some yield increase (3.5 bu/A<sup>7</sup>) in high-yielding fields (220-260 bu/A), demonstrating positive potential returns even in these conditions.
- NOTE: No significant yield increase has been seen in very high-yielding fields (>280 bu/A) as nutrient availability is generally sufficient.<sup>4</sup>

### For more information

Check out the product links above or talk to your Corteva crop protection representative.

<sup>1</sup> David Fiocco and Vasanth Ganesan, "Global Farmer Insights 2024 Survey," McKinsey & Company, October 2024, <https://www.mckinsey.com/industries/agriculture/our-insights/global-farmer-insights-2024#/>.

<sup>2</sup> Adam Sisson et al., "Soybean invertebrate Loss Estimates from the United States – 2022," Crop Protection Network, December 17, 2023, <https://cropprotectionnetwork.org/publications/soybean-invertebrate-loss-estimates-from-the-united-states-2022?form=MG0AV3>.

<sup>3</sup> Stephanie Swenson, Deirdre Prischmann-Voldseth and Fred Musser, "Corn Earworms (Lepidoptera: Noctuidae) as Pests of Soybean," *Journal of Integrated Pest Management*, <https://academic.oup.com/jipm/article/4/2/D1/835684?form=MG0AV3>.

<sup>4</sup> Reisig, Dominic, "Corn Earworms are Early in Soybeans, Populations are High, and Moths are Flying," North Carolina State Extension, July 9, 2024, <https://soybeans.ces.ncsu.edu/2024/07/corn-earworms-are-early-in-soybeans-populations-are-high-and-moths-are-flying/?form=MG0AV3>.

<sup>5</sup> Data from 2021-2023 across 406 trials showed Utrisha® N provided a 6.9 bu/A advantage among trials with positive increase and a 73% win rate by yield advantage (compared to untreated)

<sup>6</sup> Data from 2021-2023 across 306 trials showed Utrisha N provided a 3.1 bu/A advantage among trials with positive increase and a 65% win rate by yield advantage (compared to untreated)

<sup>7</sup> Data from 2021-2022 across 360 observations showed Utrisha N provided a 3.5 bu/A advantage among trials.

Product performance is variable and depends on a variety of factors including but not limited to weather conditions, soil factors and manner of use or application. Individual results may vary.

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