

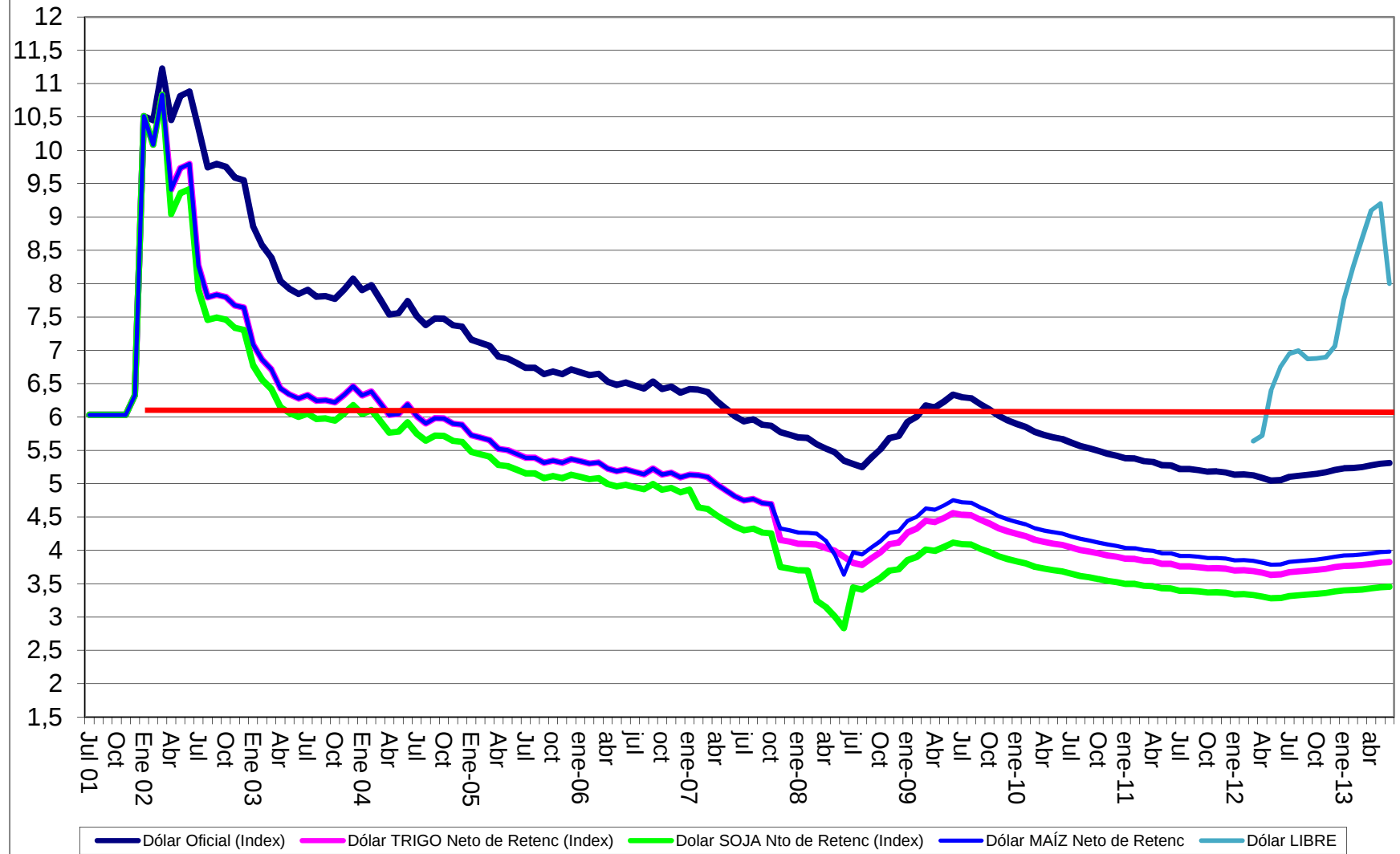
Tomando Decisiones 2013-14

Julio Lieutier

Escenario

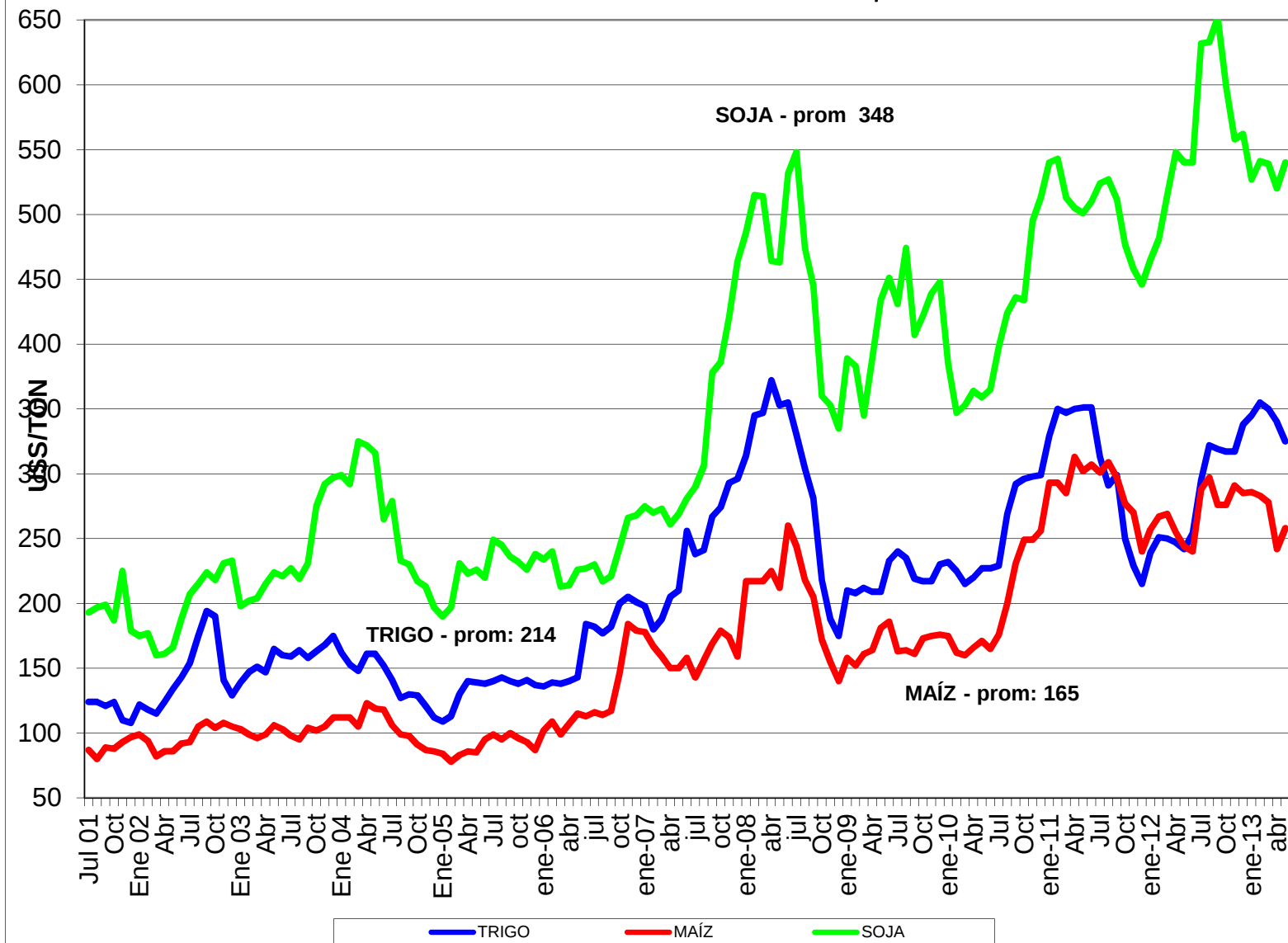
En qué mar navegamos

VALORES DÓLAR INDEXADOS por IPIM

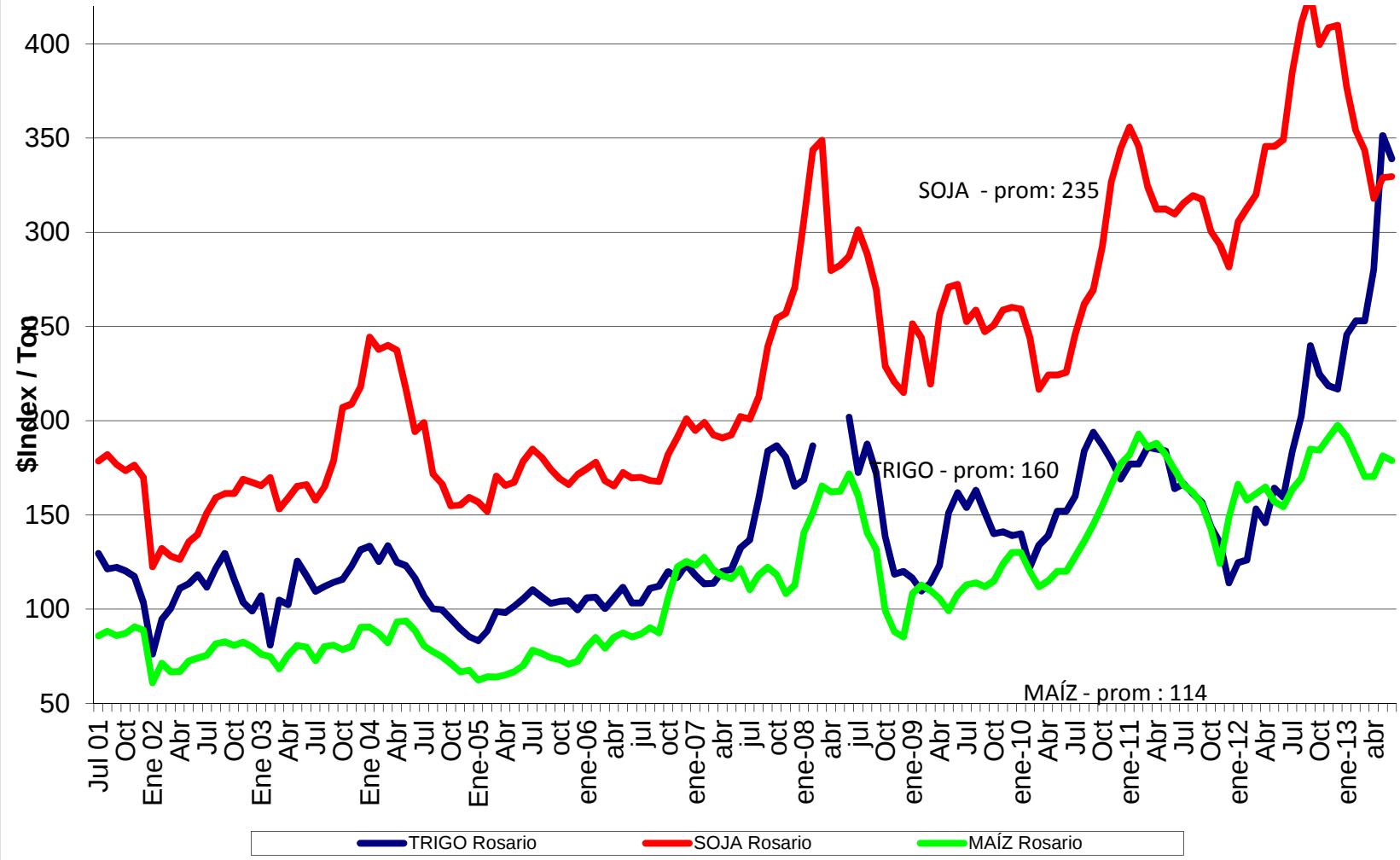


FOB PUERTOS ARGENTINOS

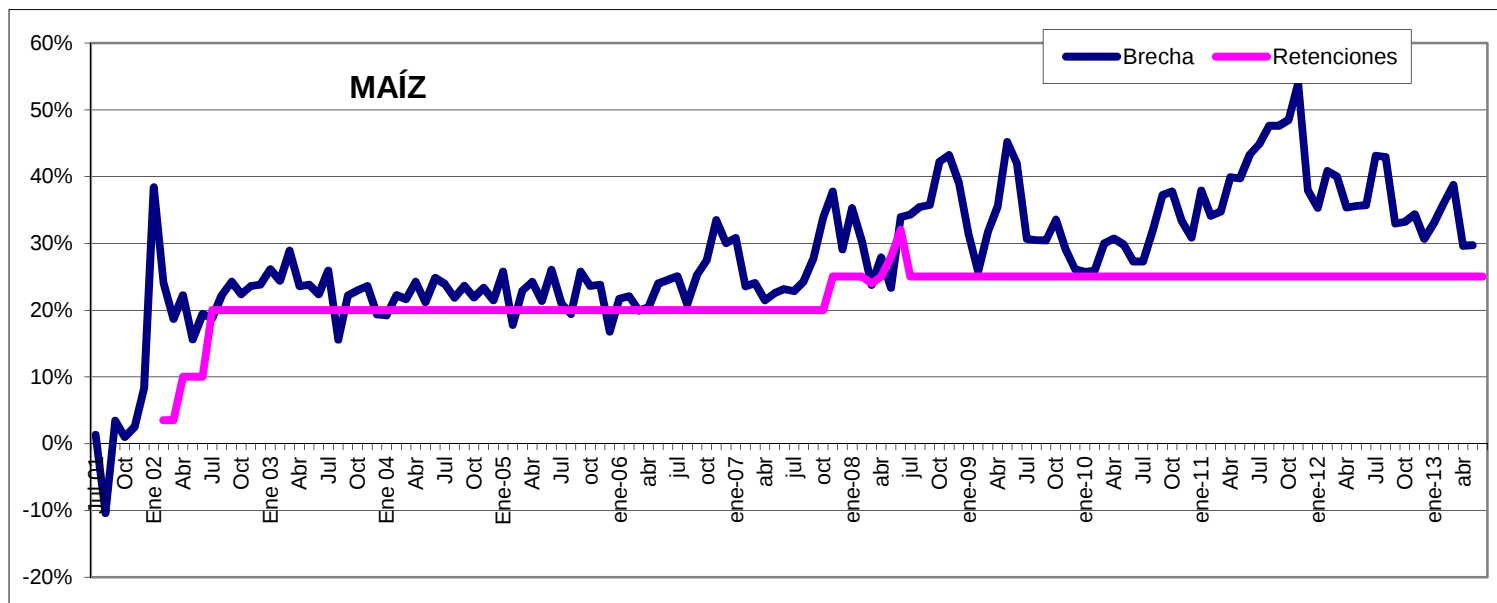
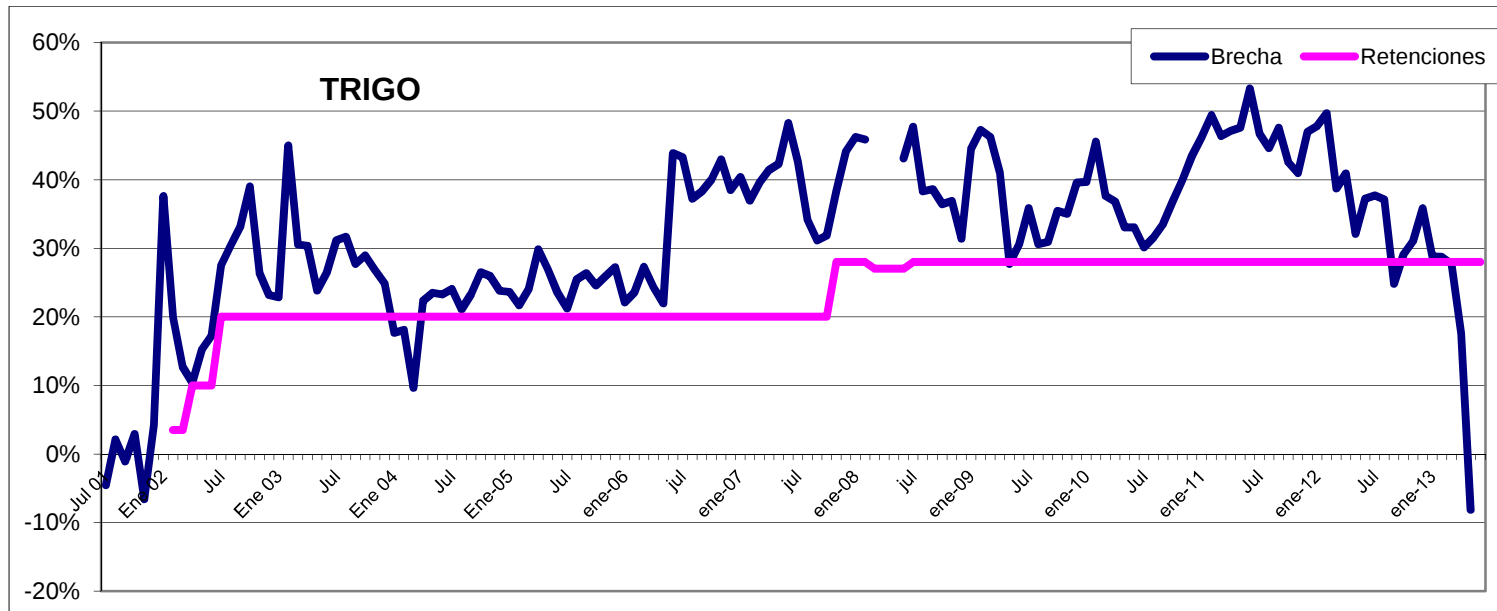
U\$S corrientes



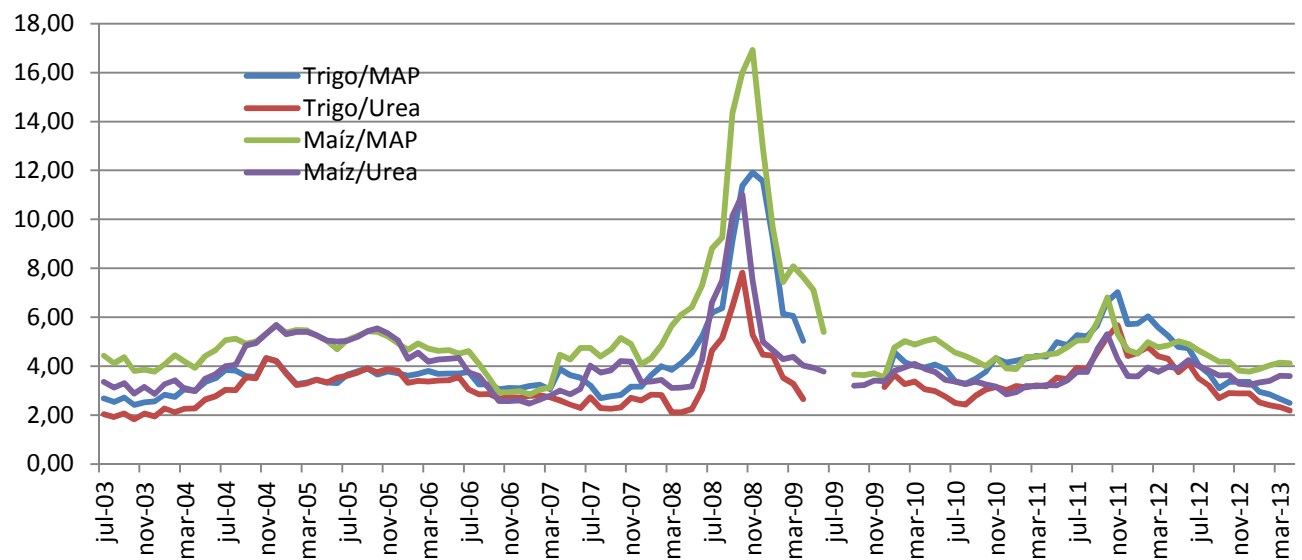
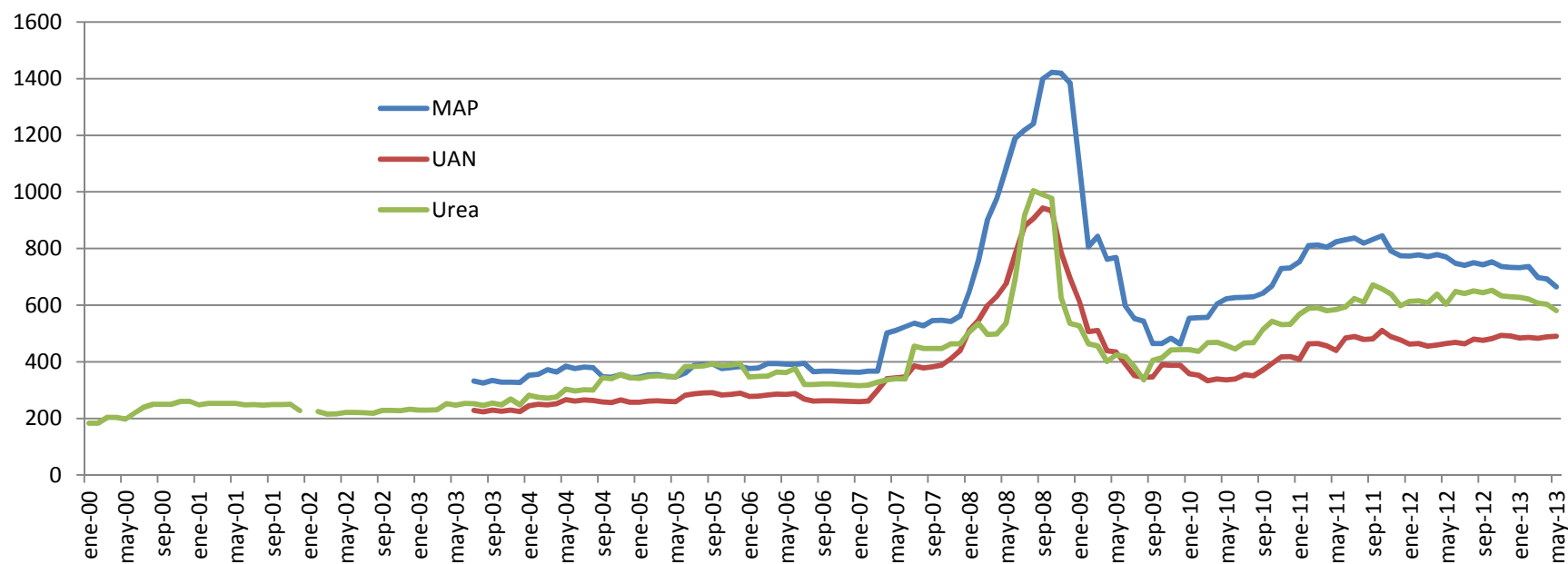
PRECIOS ROSARIO EN U\$S / Ton



Mercados regulados

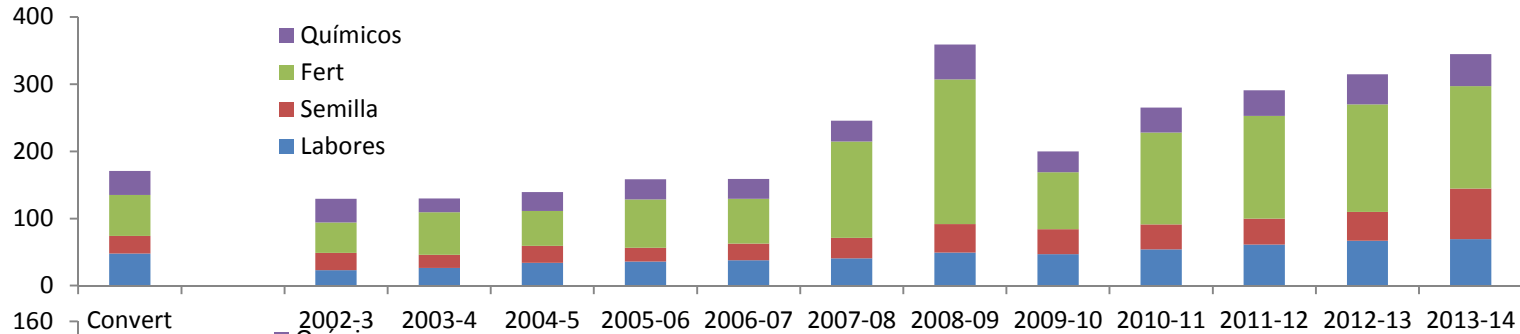


Fertilizantes – Valores y Relac Ins/Prod

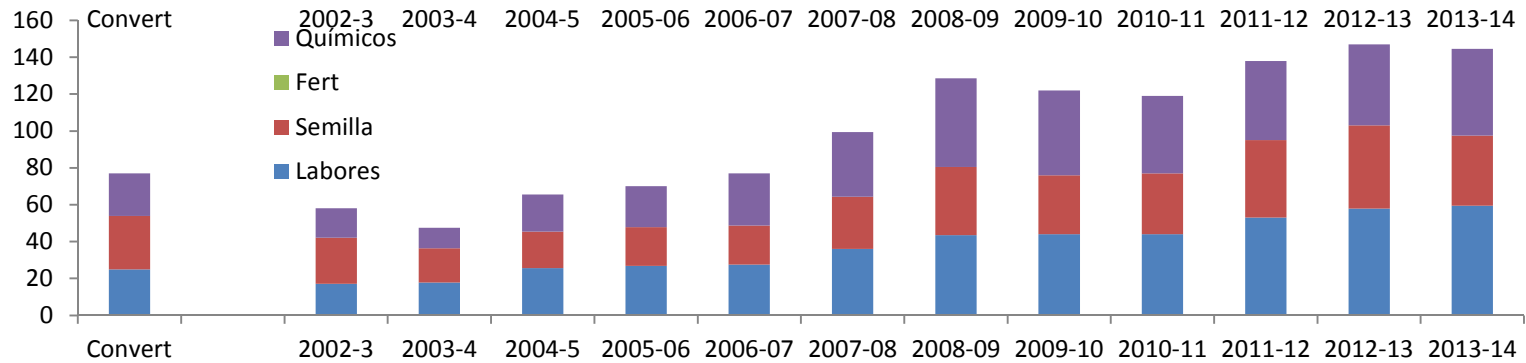


Costos de Implantación

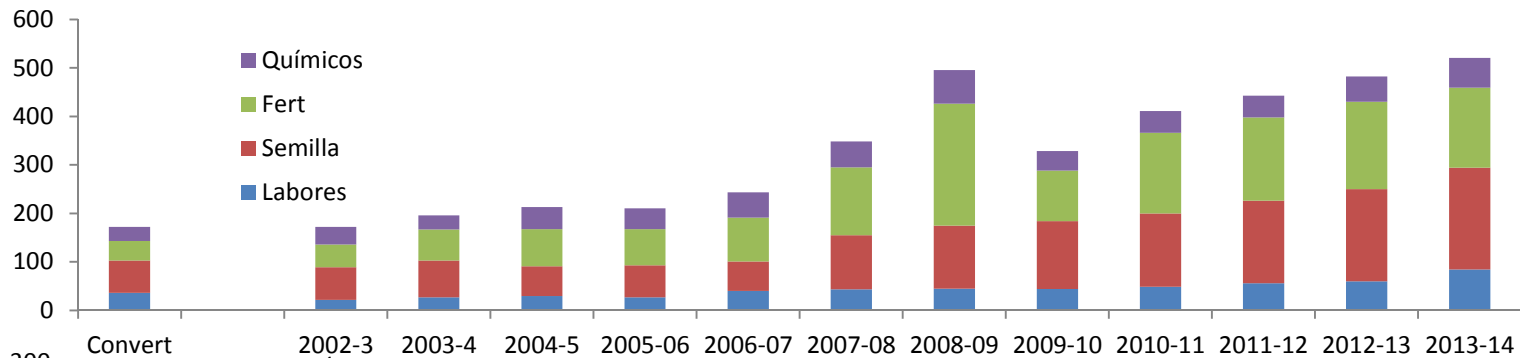
Trigo



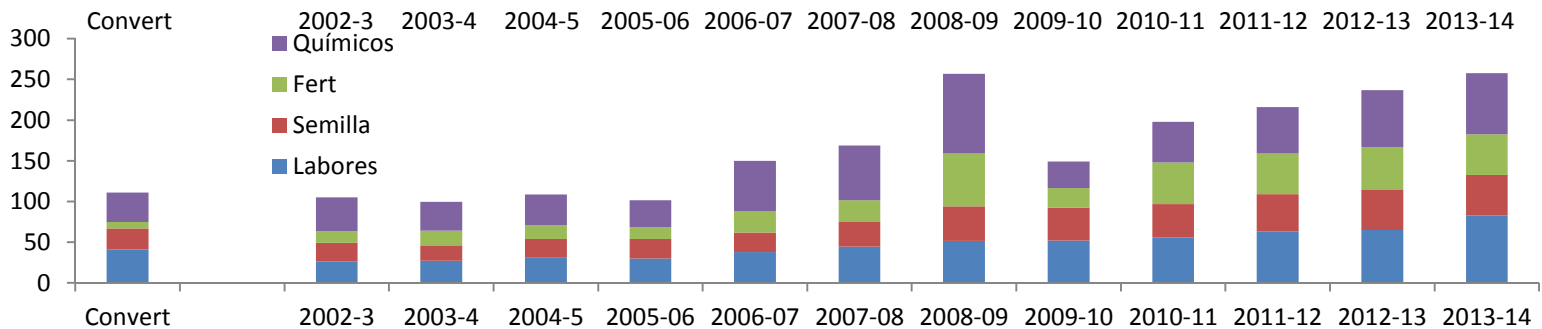
Soja 2



Maíz

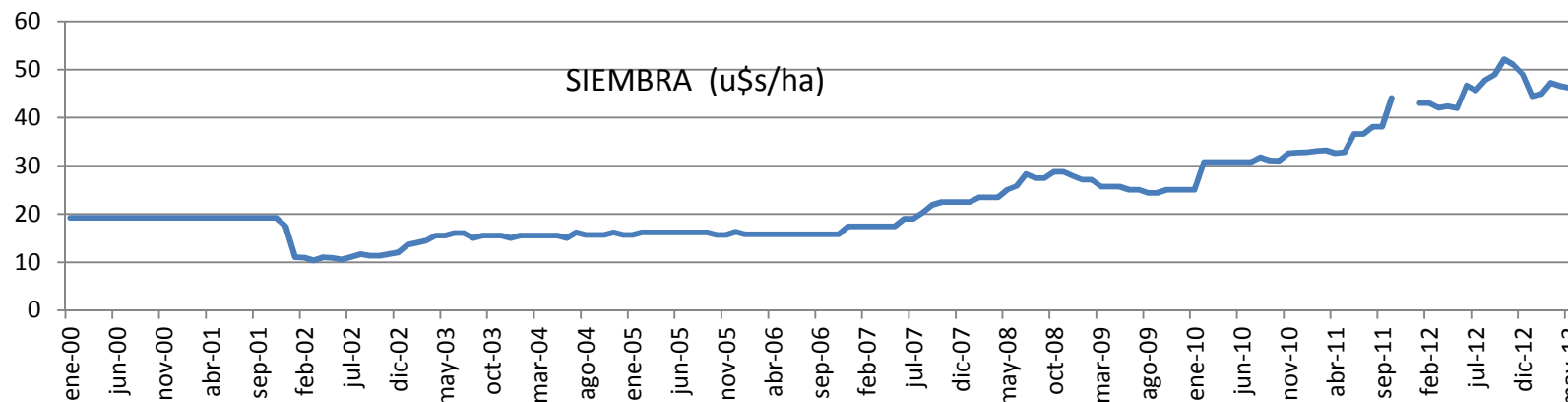


Soja 1

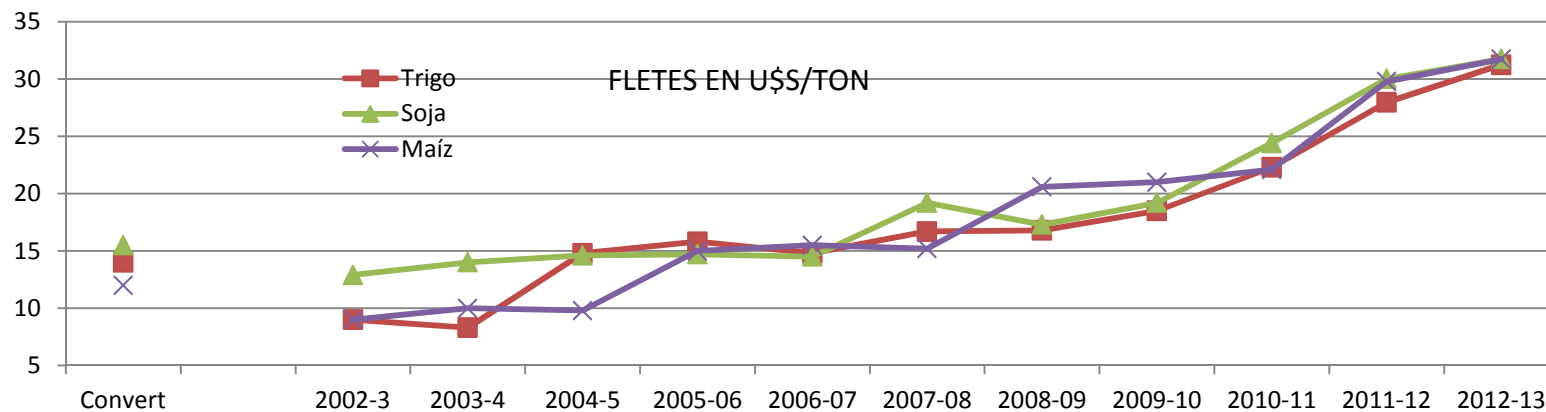


Costos en Pesos

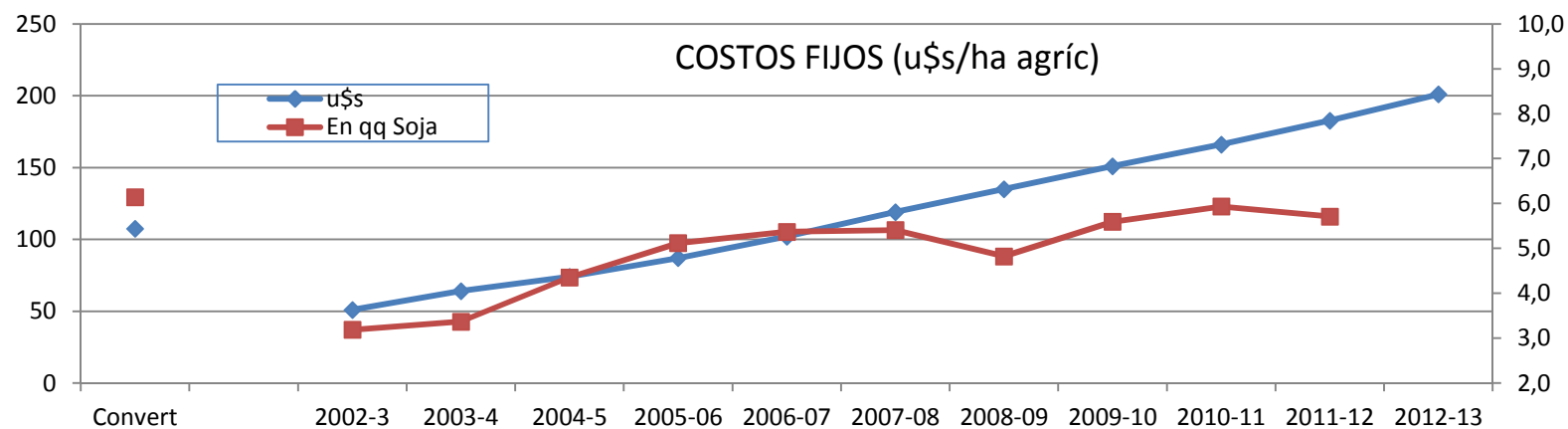
Siembra



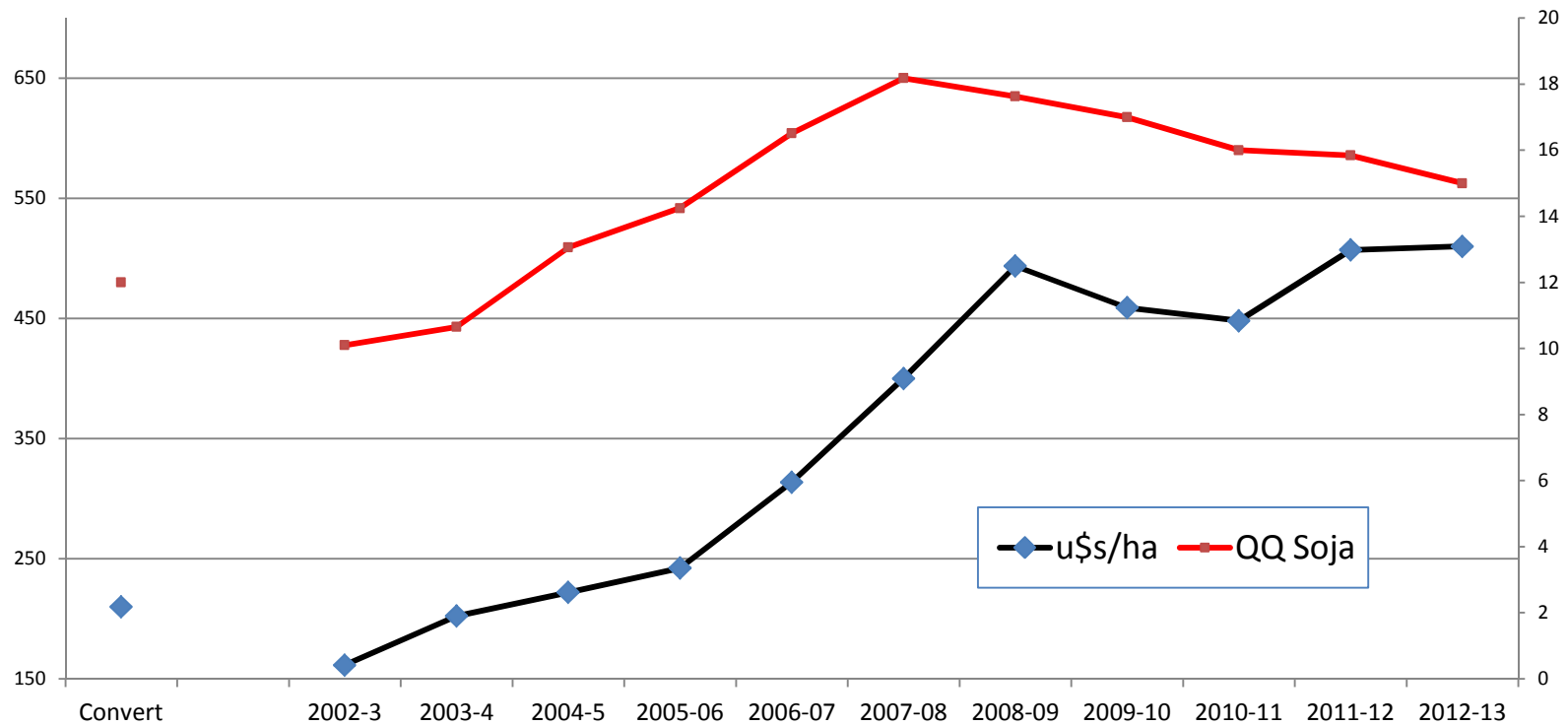
Fletes



C. Fijos

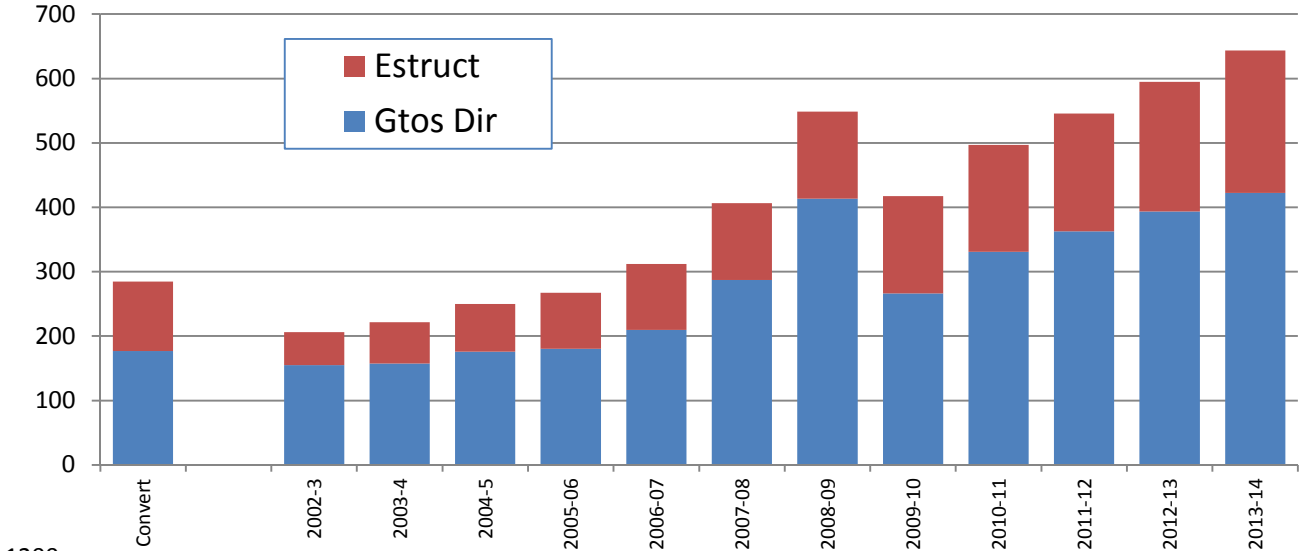


Valor Tierra

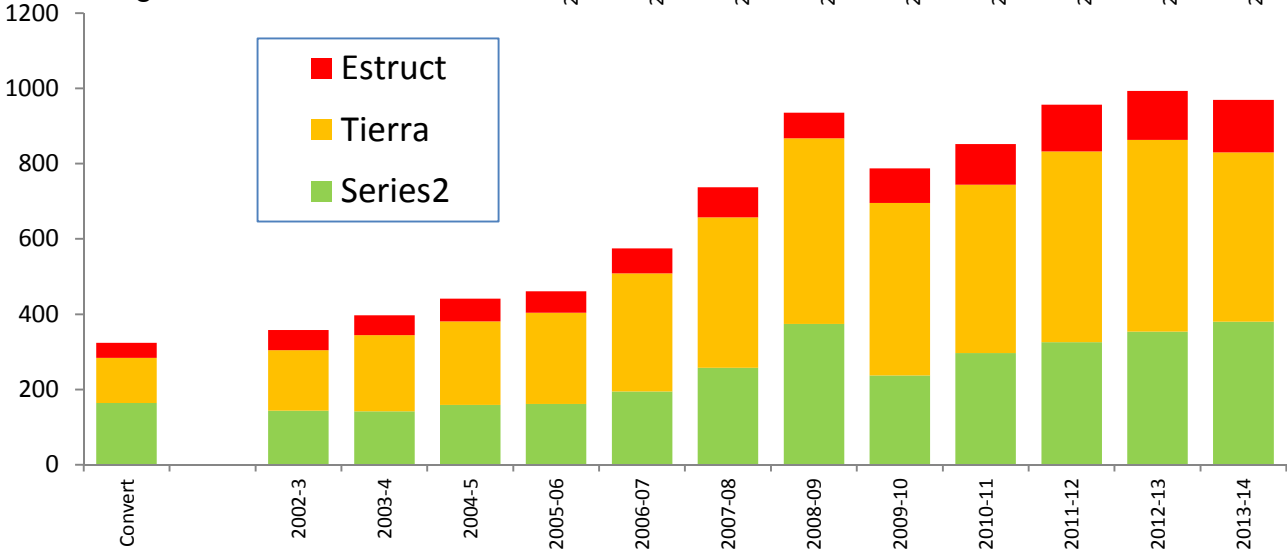


Capital de trabajo

Propio

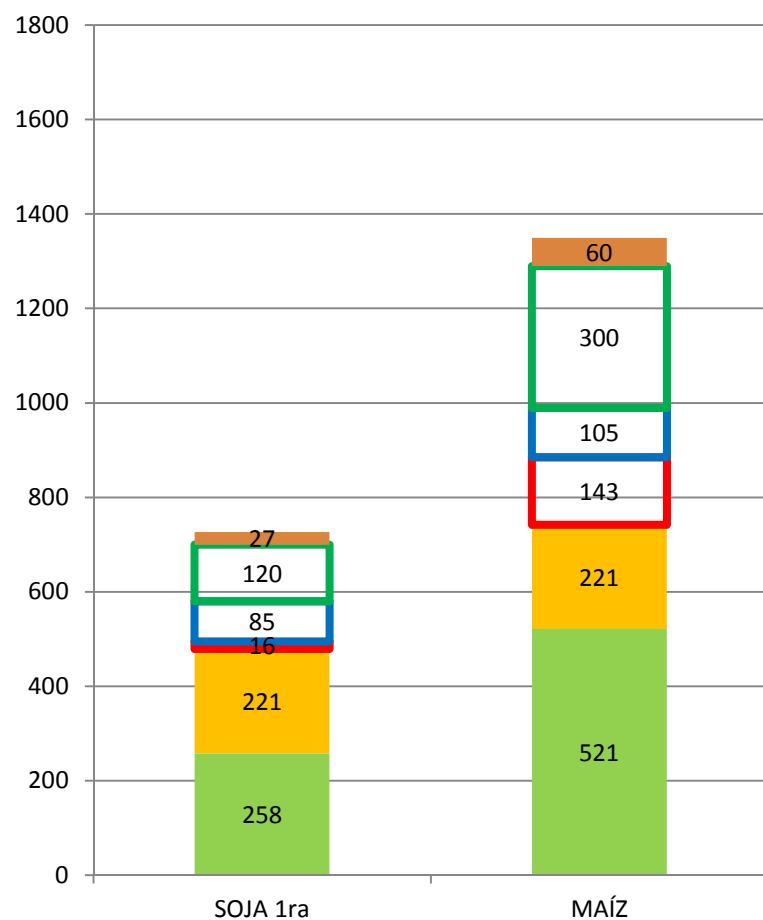


Alquilado

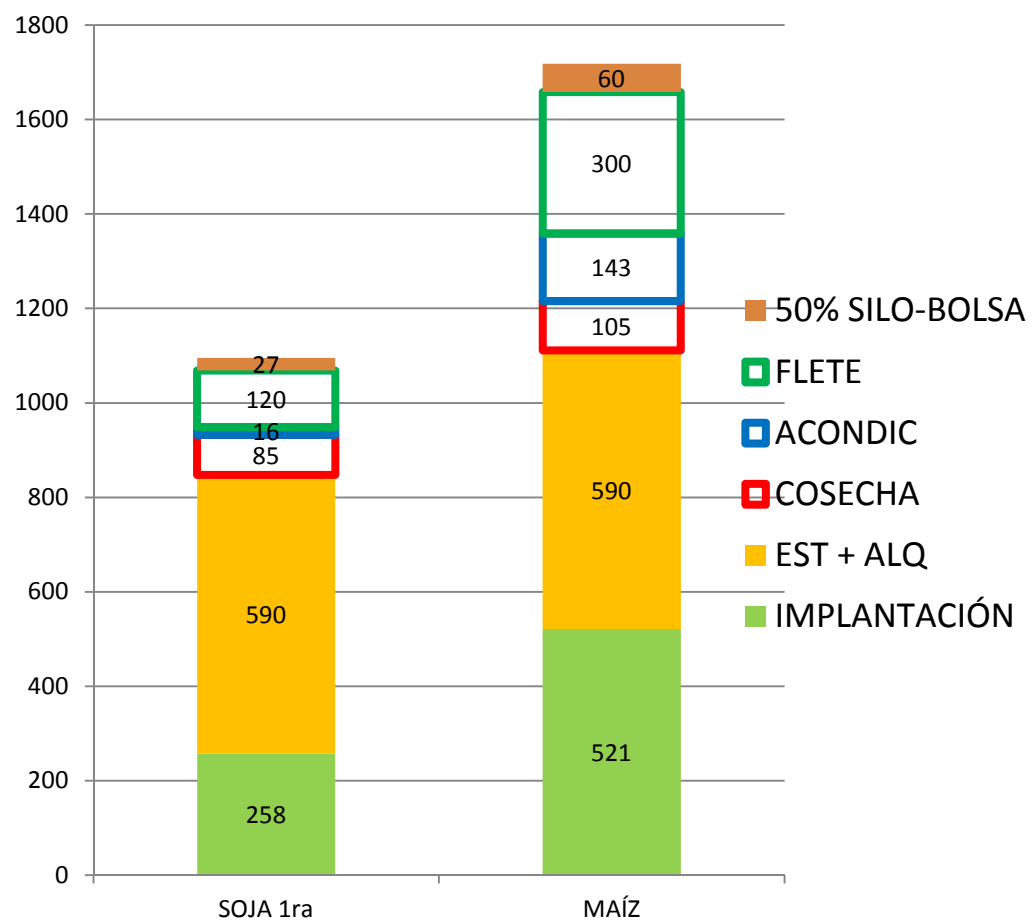


Costos post cosecha

Propio



Alquilado



Precios de Indiferencia

	MAT/14	PROPIO	Margen	ALQ.	Margen
TRIGO	190	160	18%	170	5%
SOJA	295	209	29%	275	7%
MAÍZ	165	145	12%	160	3%

Posición Final IVA

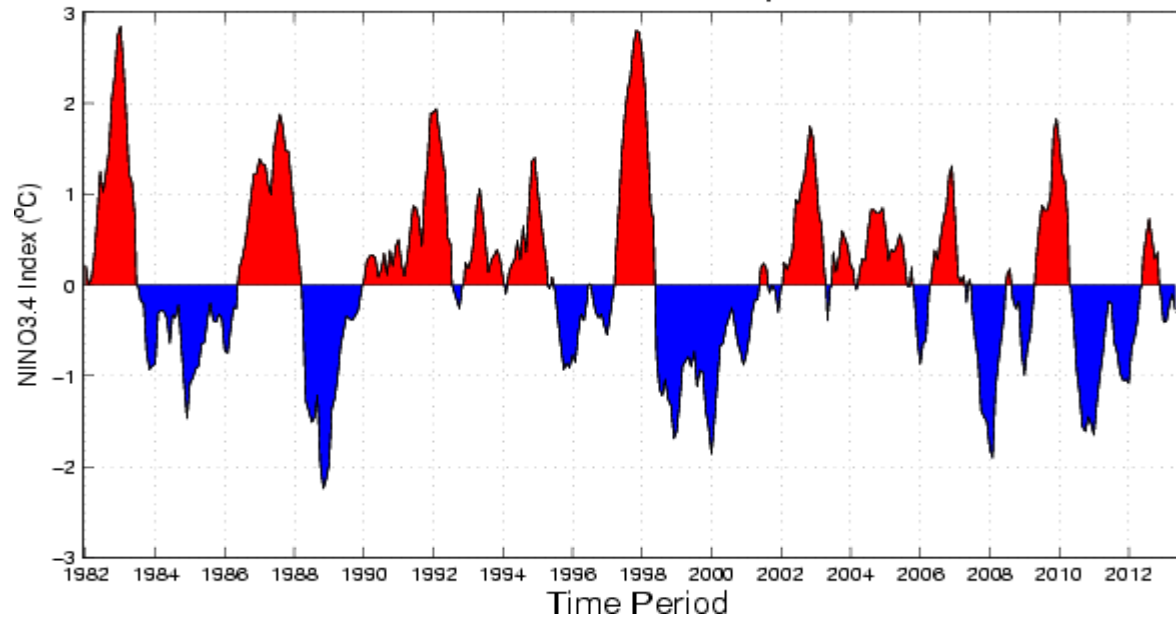
Crédito fiscal – Retención no devuelta

Maíz -147 u\$s/ha

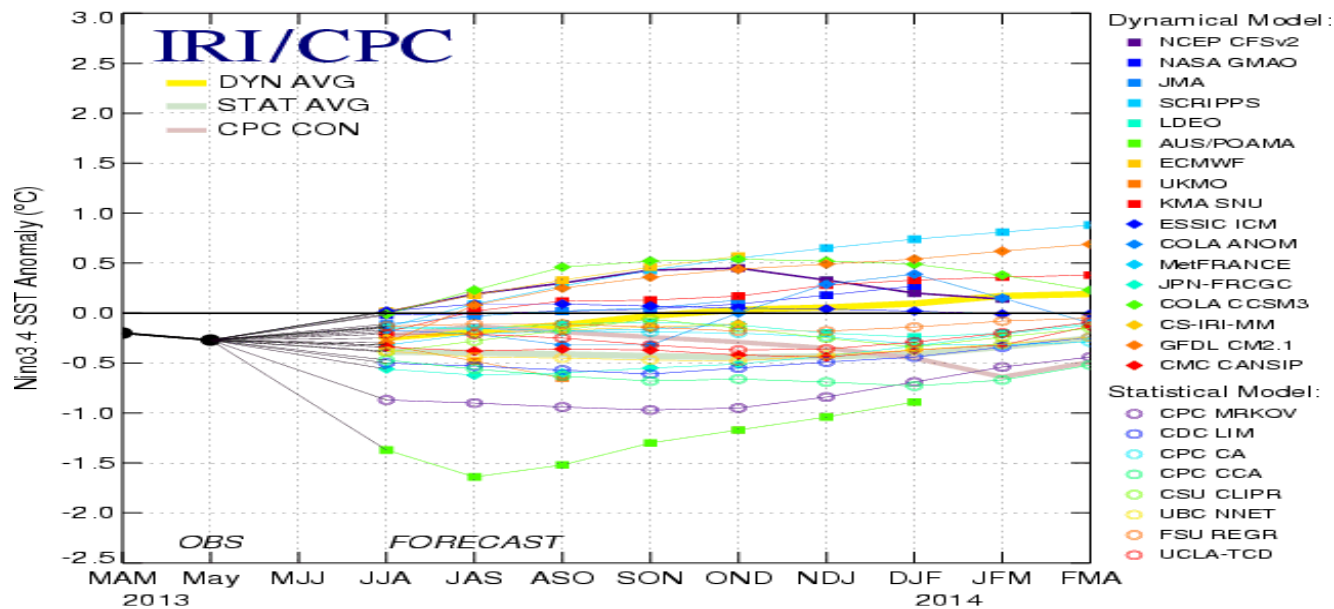
Soja -96 u\$s/ha

Clima

Historical Sea Surface Temperature Index



Mid-Jun 2013 Plume of Model ENSO Predictions



Protección

SOJA - Insecticidas

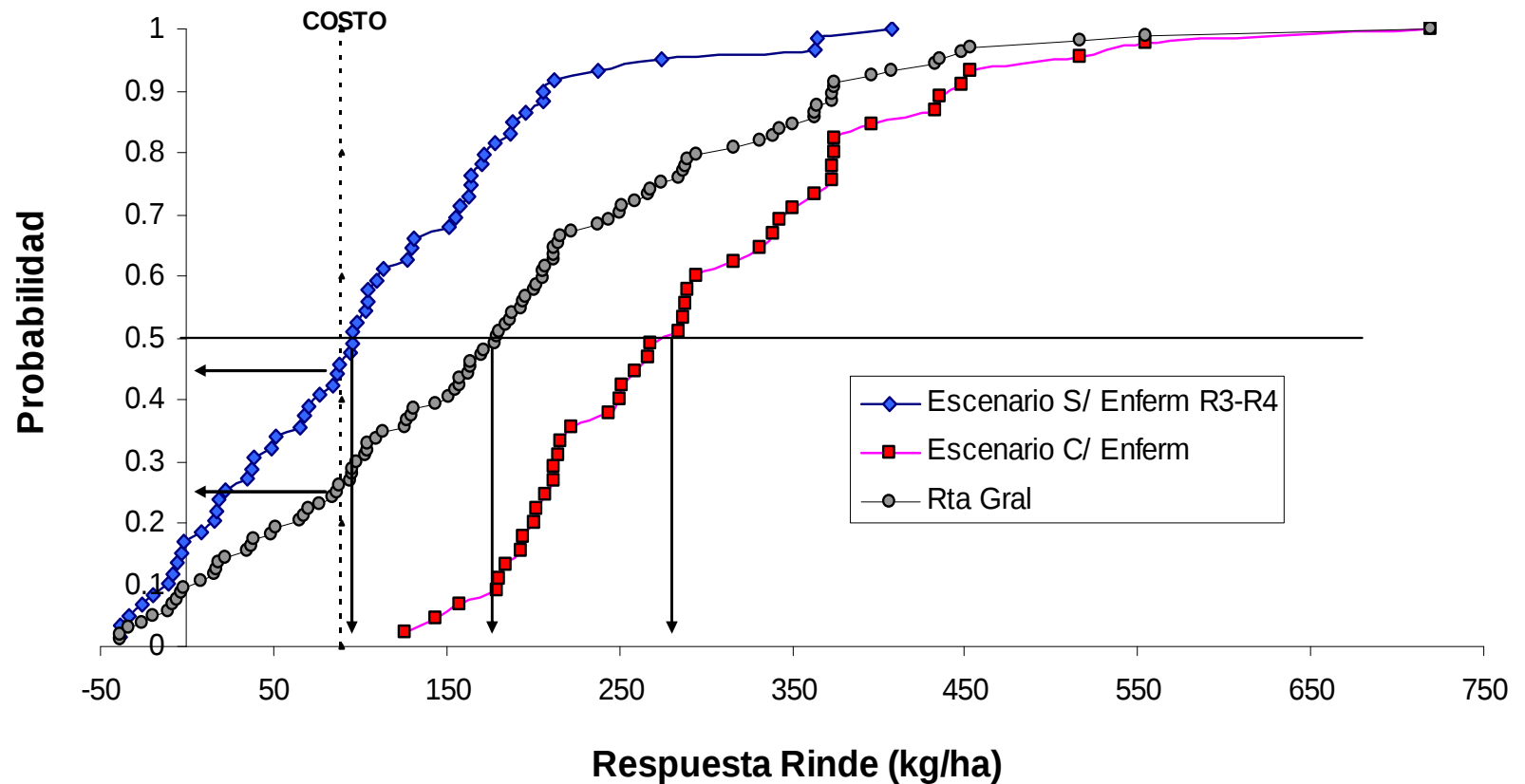
	Costo u\$s/ha	Costo QQ/ha	Persistencia
Piretroides	7,7	0,3	7 días
Piretr + Clorpi	12,6	0,5	7 días
Ampligo / Curyom	12,0	0,5	12 / 15 días
Intrepid	11,5	0,5	15 a 30 días
Starkle	24,5	1	15 a 30 días

MAÍZ - Insecticidas

		Costo u\$s/ha	QQ/ha
Chinche de los cuernos	Karate Zeón	4,2	0,4
Militar	Piret + Clorpi	14,2	1,2
	Coragen	6,5	0,5
Bolillera	NO		

SOJA - Respuesta a fungicidas

	Triazoles	Mezclas	Mezclas carboxam
Costo u\$/ha	16	23	32
QQ/ha	0,66	0,95	1,32



Fuente: Ensayos CREA ZNBA, 2005 a 2012 – Matías Ermácora

MAÍZ - Fungicidas

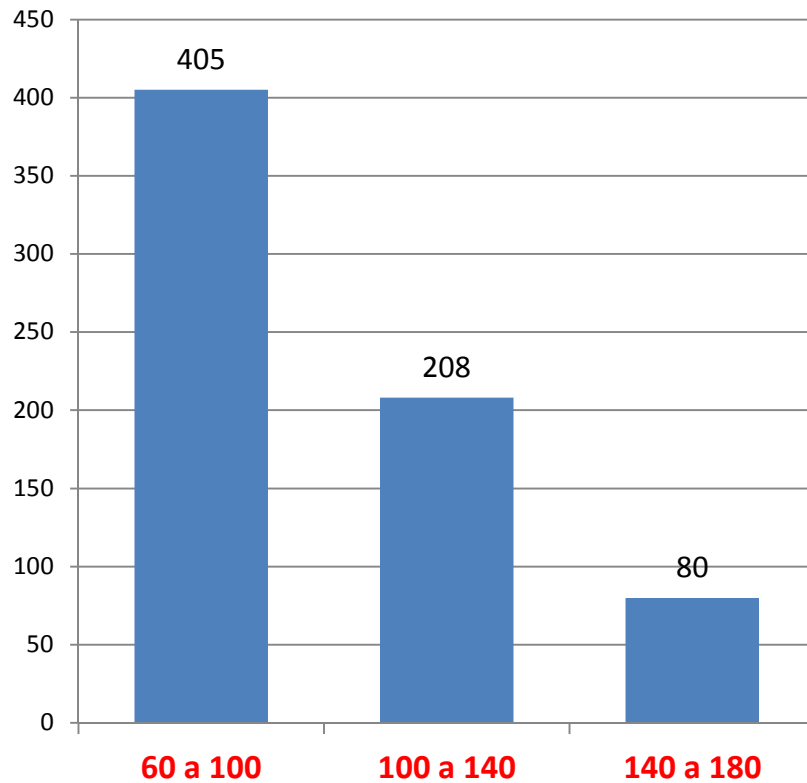
% APLICACIONES	09/10	10/11	11/12	12/13
Maíz Temprano	0	0	38%	32%
Maíz Tardío	0	21%	27%	28%

- Selección del Híbrido / Condiciones climáticas
- Costo del control: 49 u\$s/ha
4 qq/ha

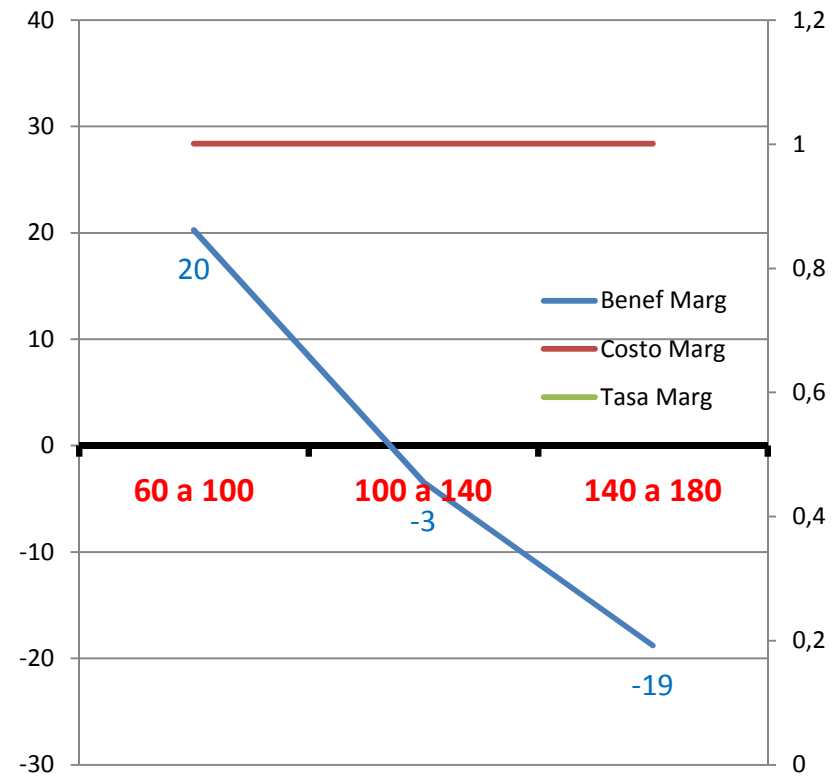
Intensificación en Maíz

P en Maíz – Estrategia del año

Respuesta física



Respuesta económica

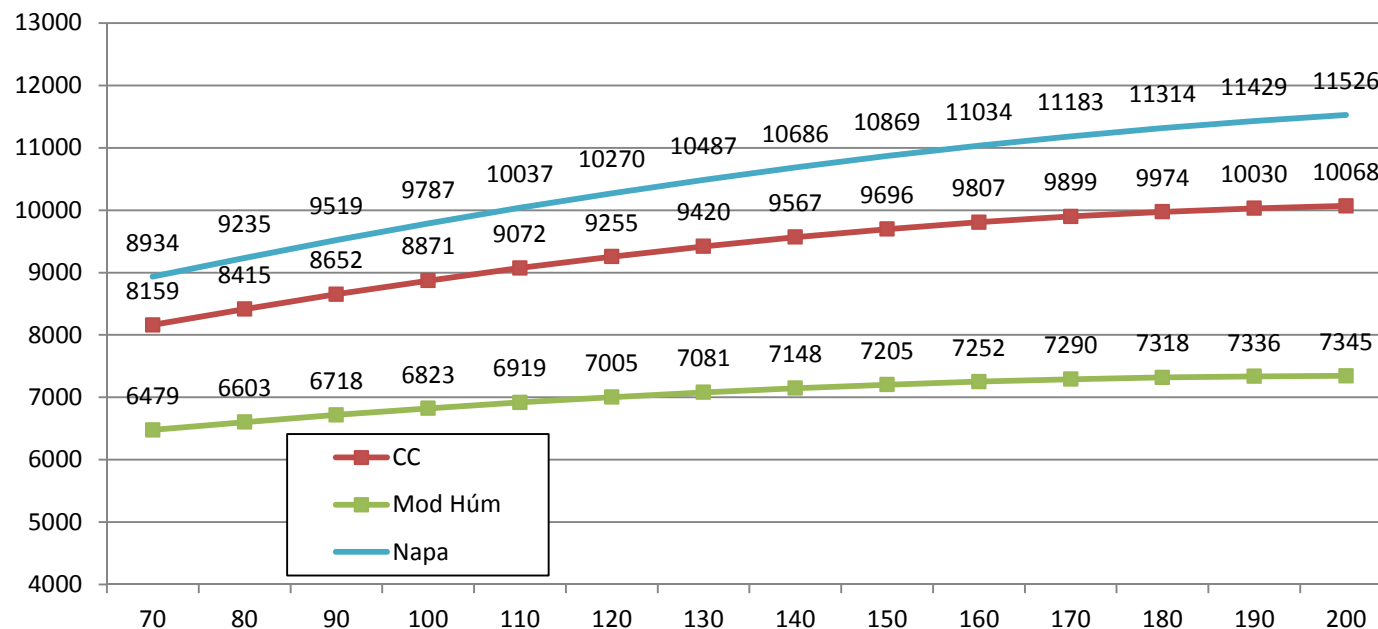


Fuente: Ensayos CREA ZNBA y CREA Seguí- La Oriental , 2004 a 2011

Respuesta Física a N en Maíz según Ambiente

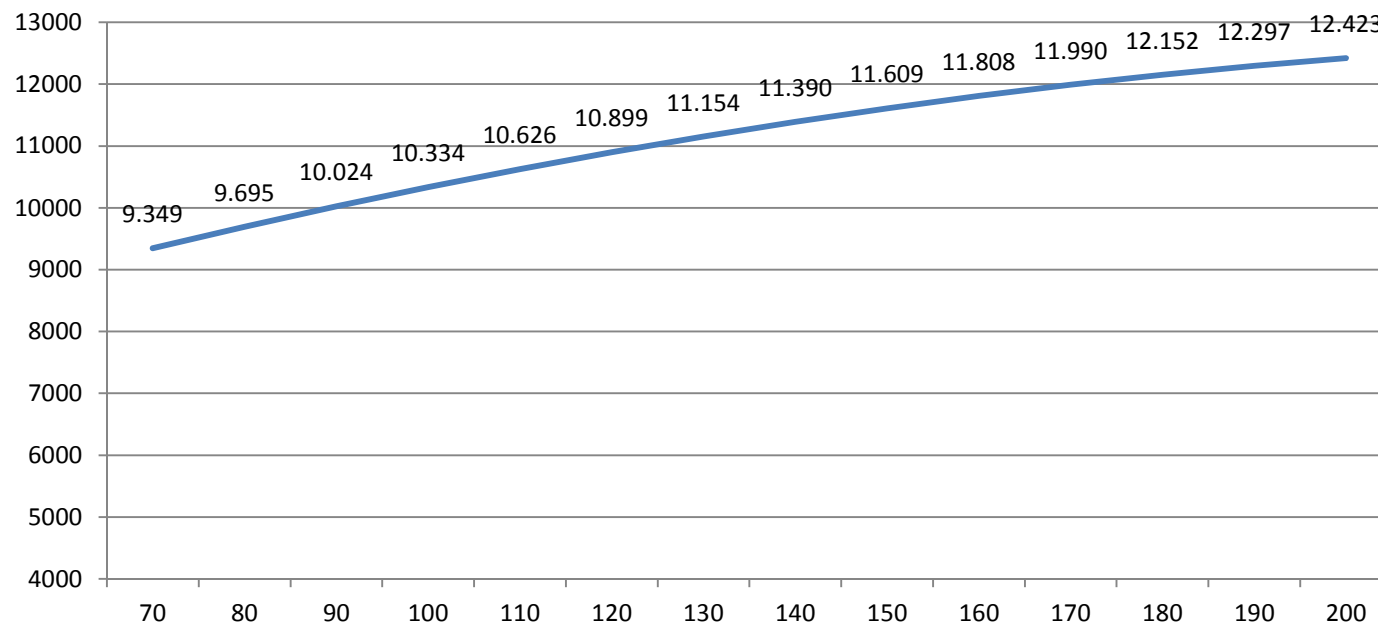
NBA

(Fuente: CREA –
Maicero)



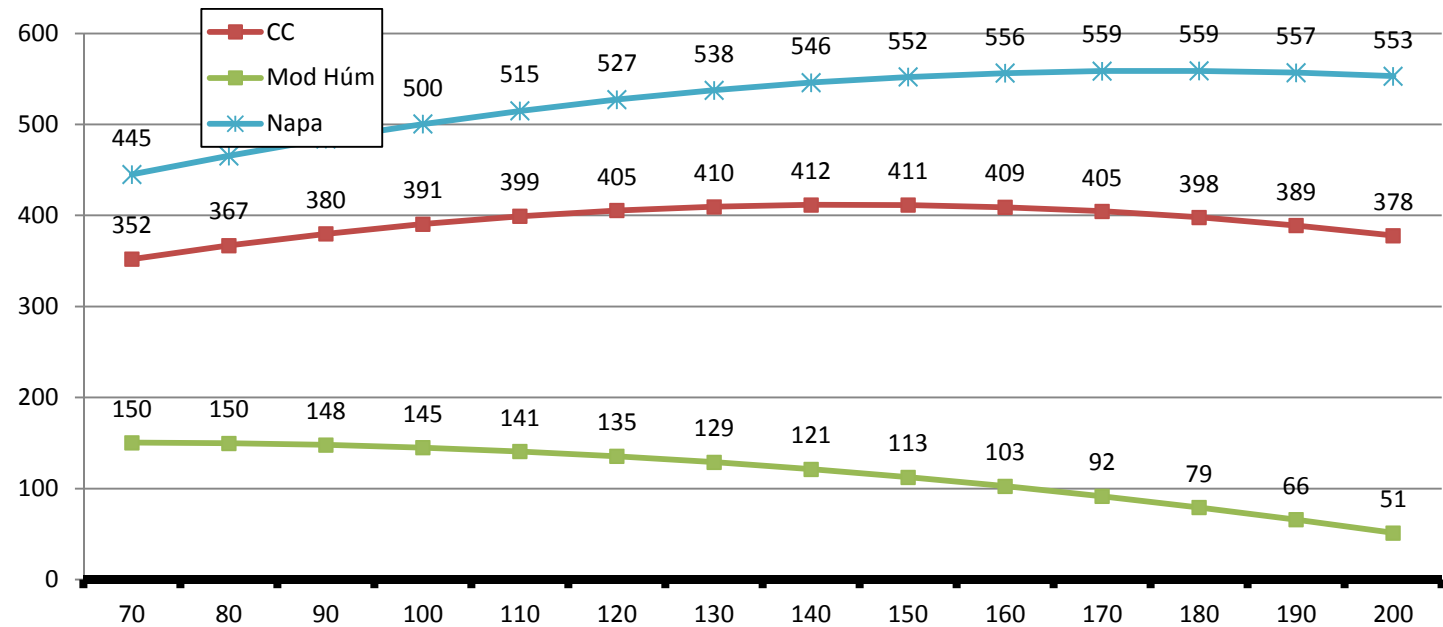
SSFe

(Fuente CREA SSFe)

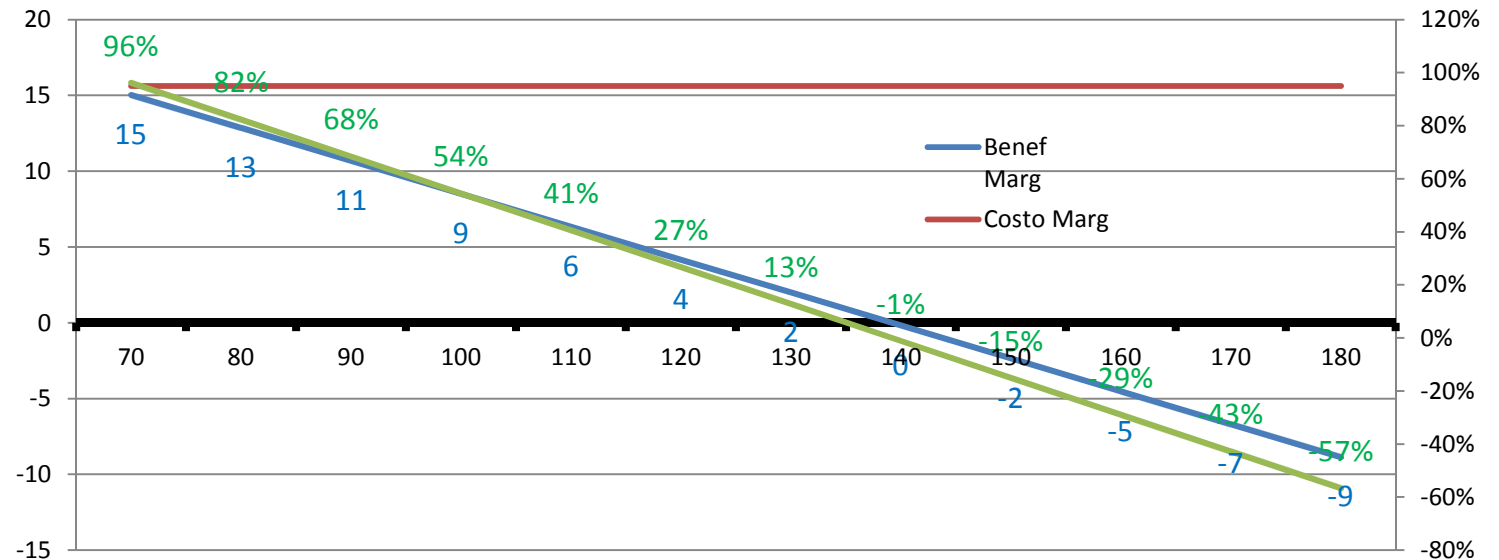


RESULTADO ECONÓMICO NBA - PROPIO

Resultado



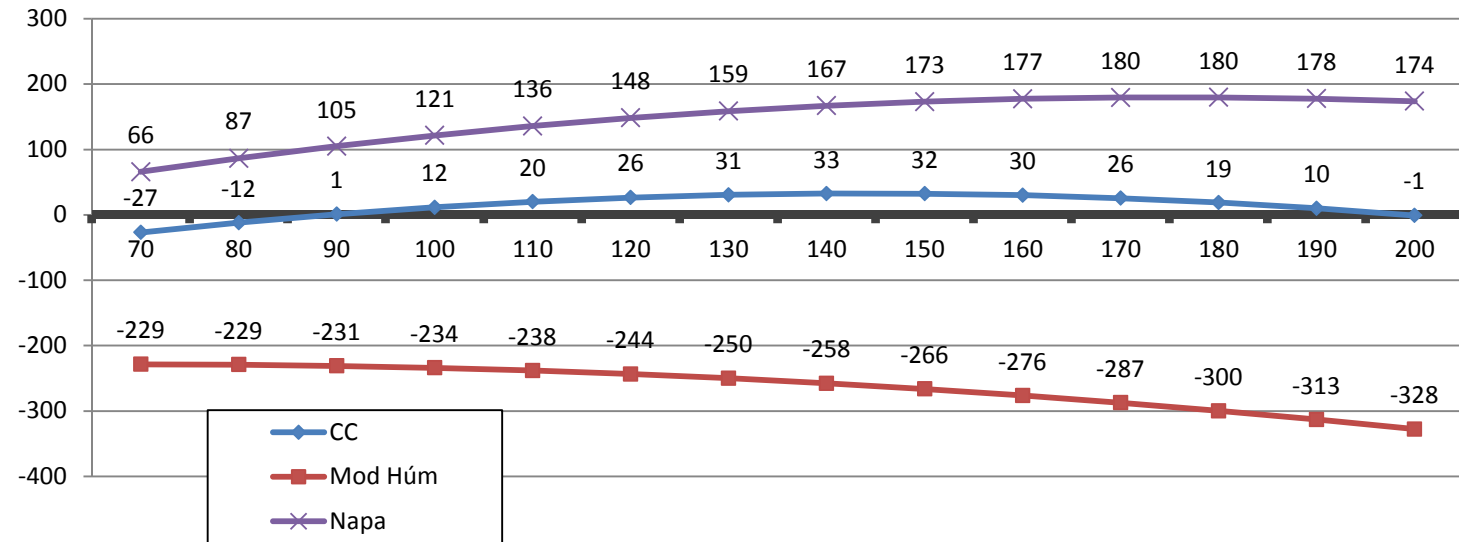
Marginal



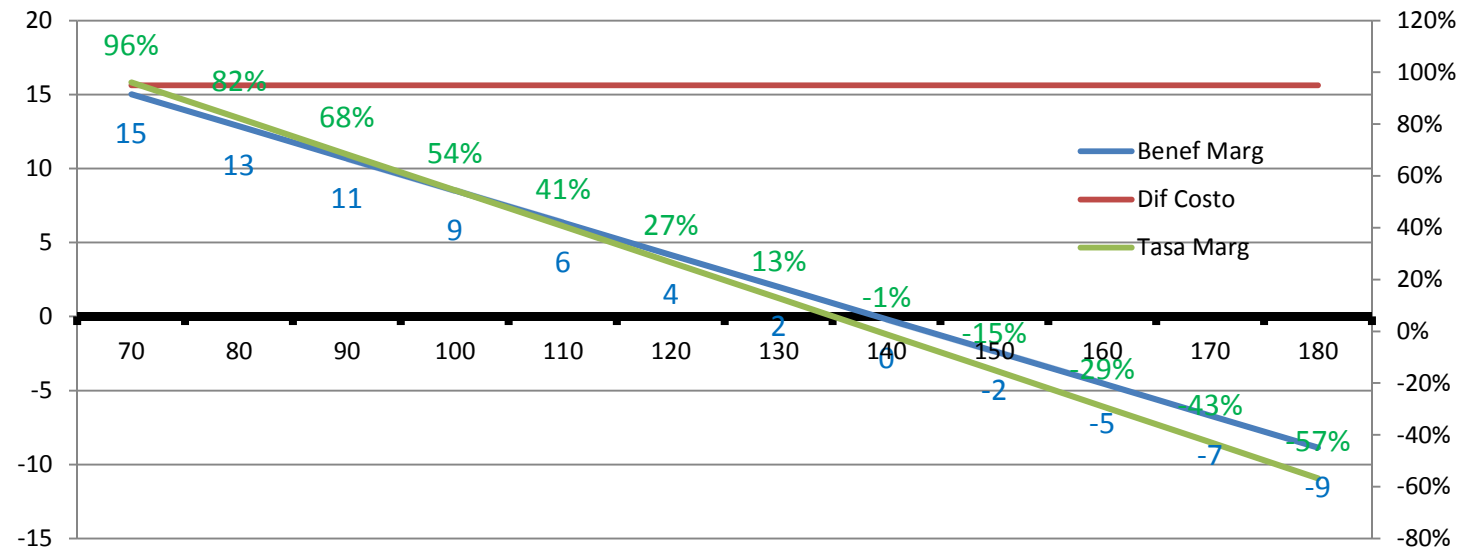
RESULTADO ECONÓMICO

NBA - ALQUILADO

Resultado

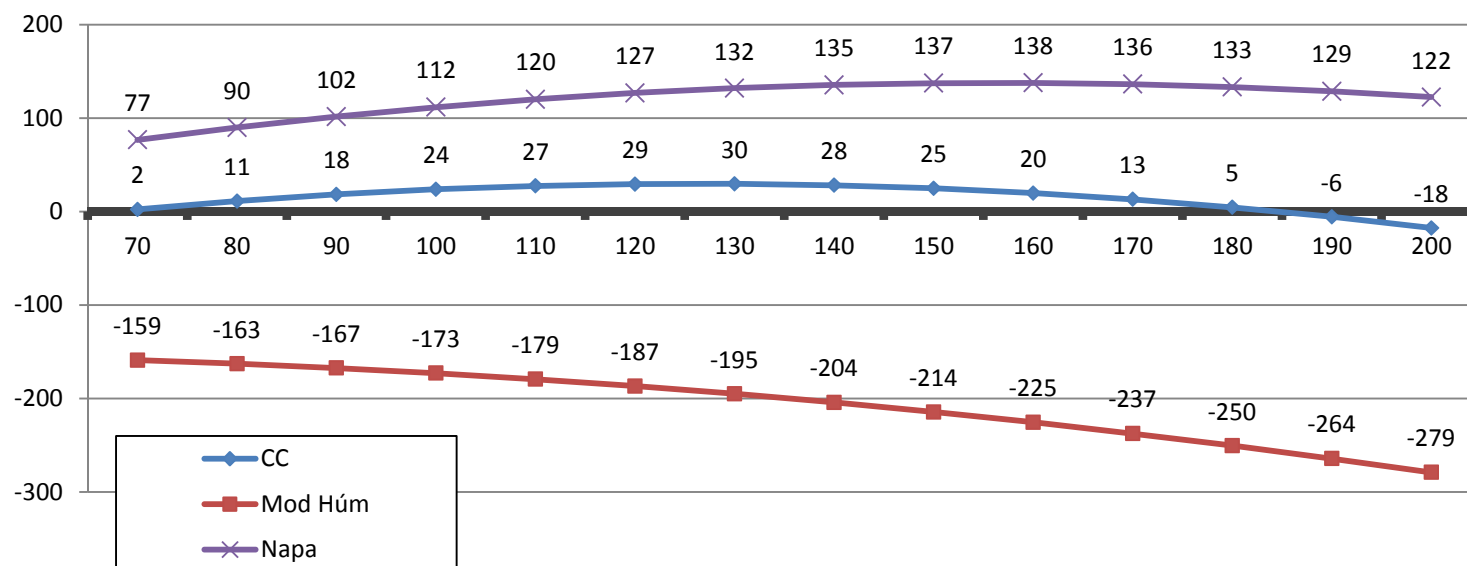


Marginal



RESULTADO ECONÓMICO NBA – ALQUILADO + PORCENTAJE

Resultado



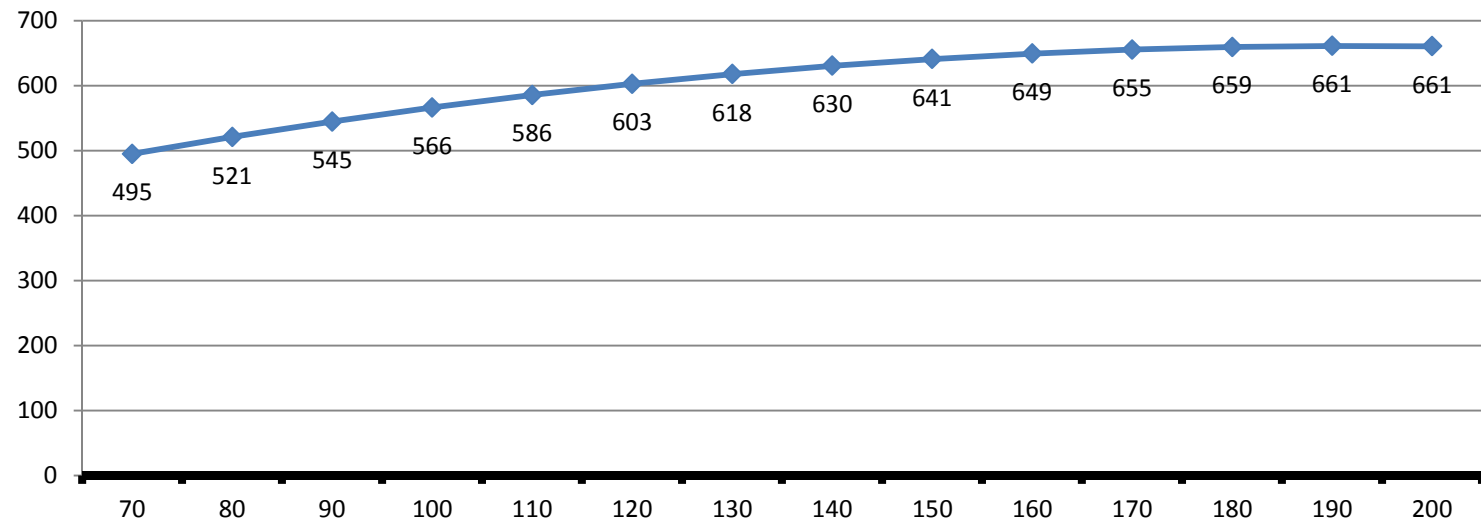
Marginal



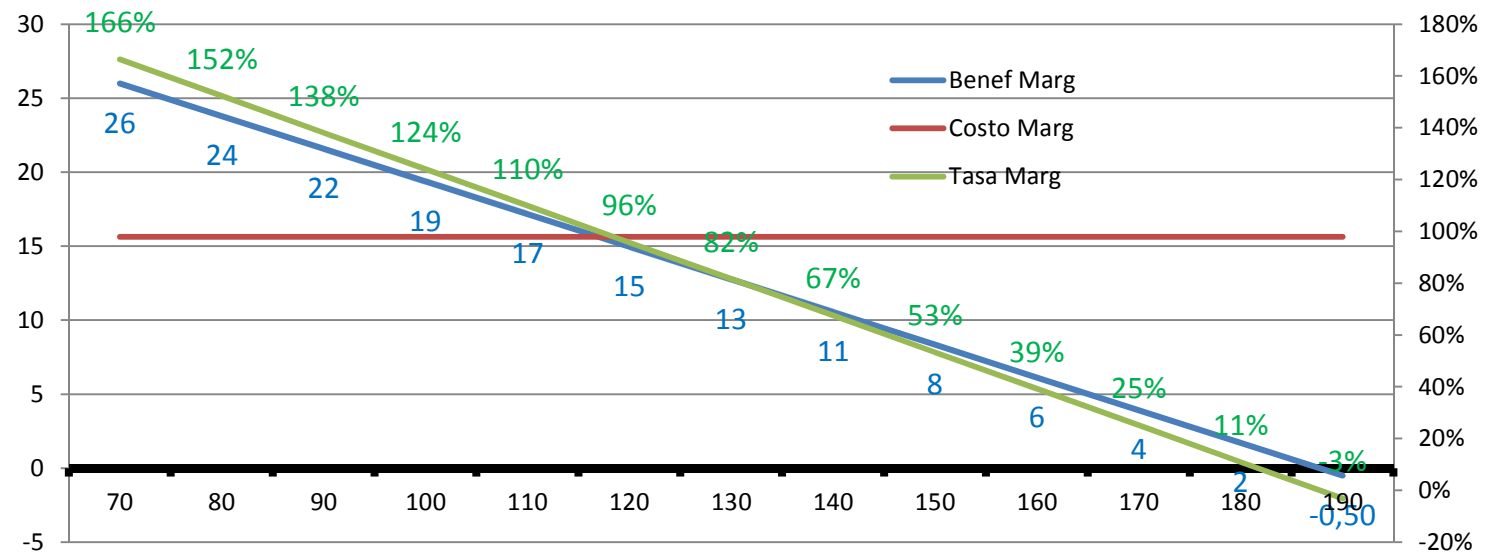
RESULTADO ECONÓMICO

SSFe – PROPIO

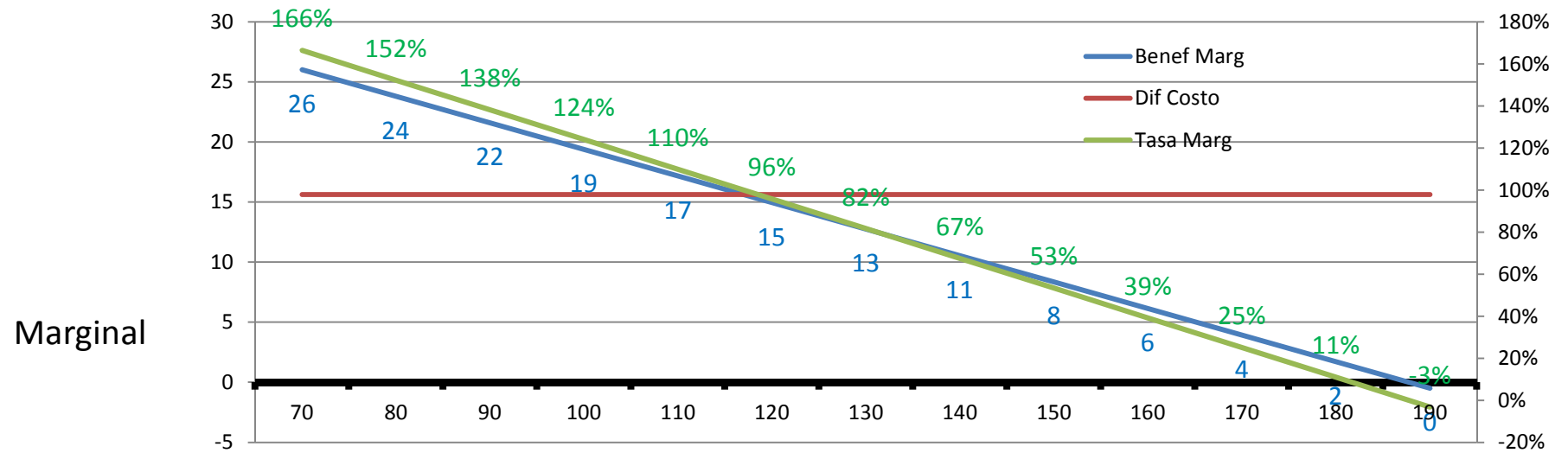
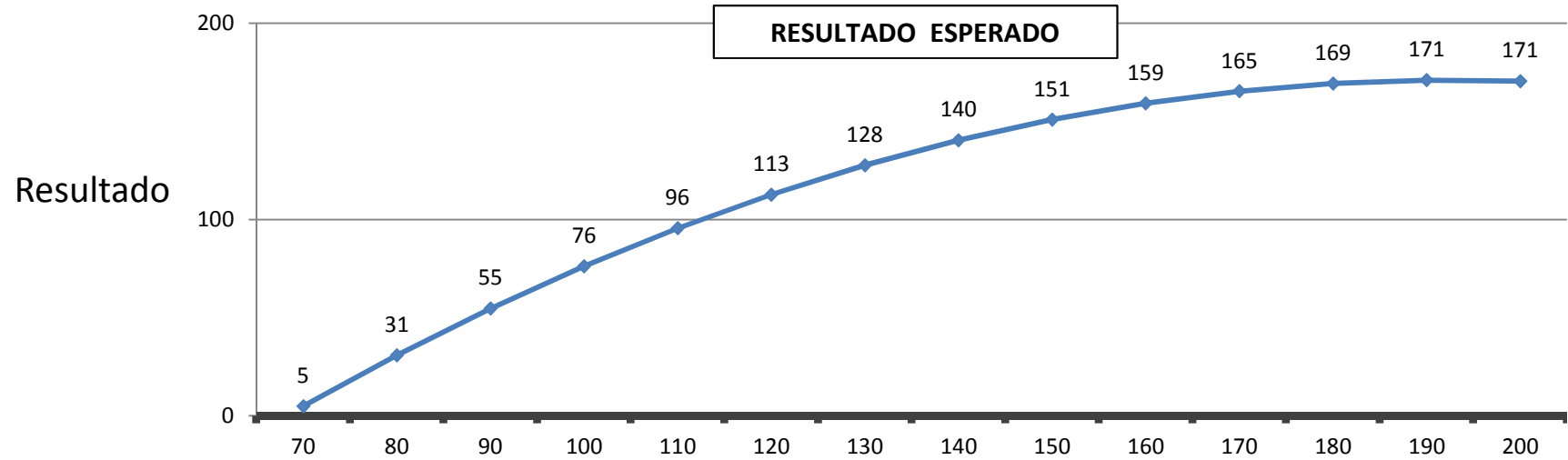
Resultado



Marginal

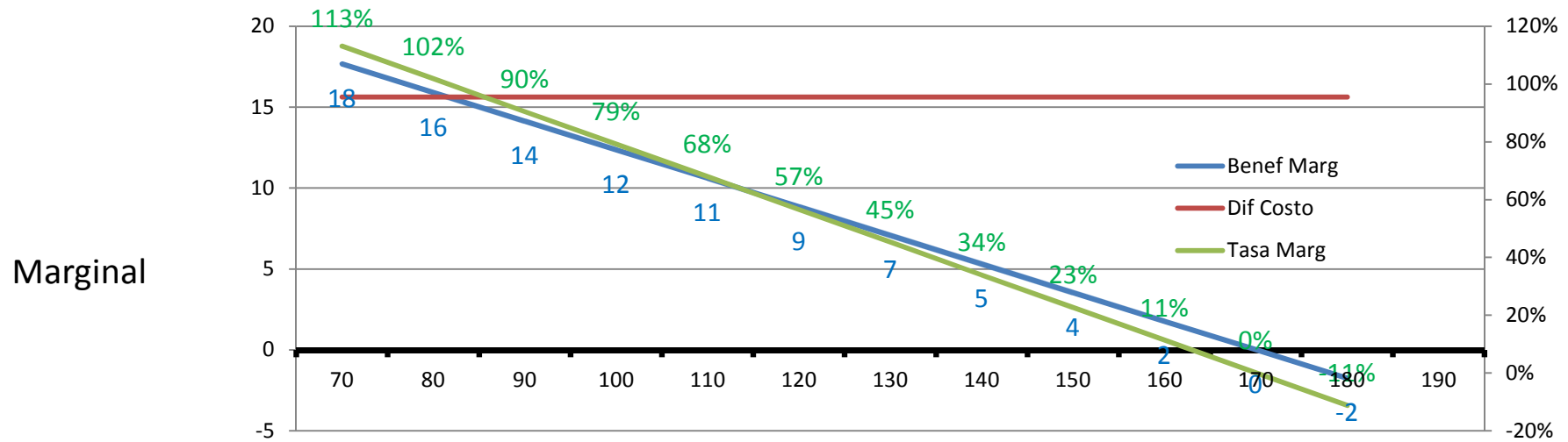
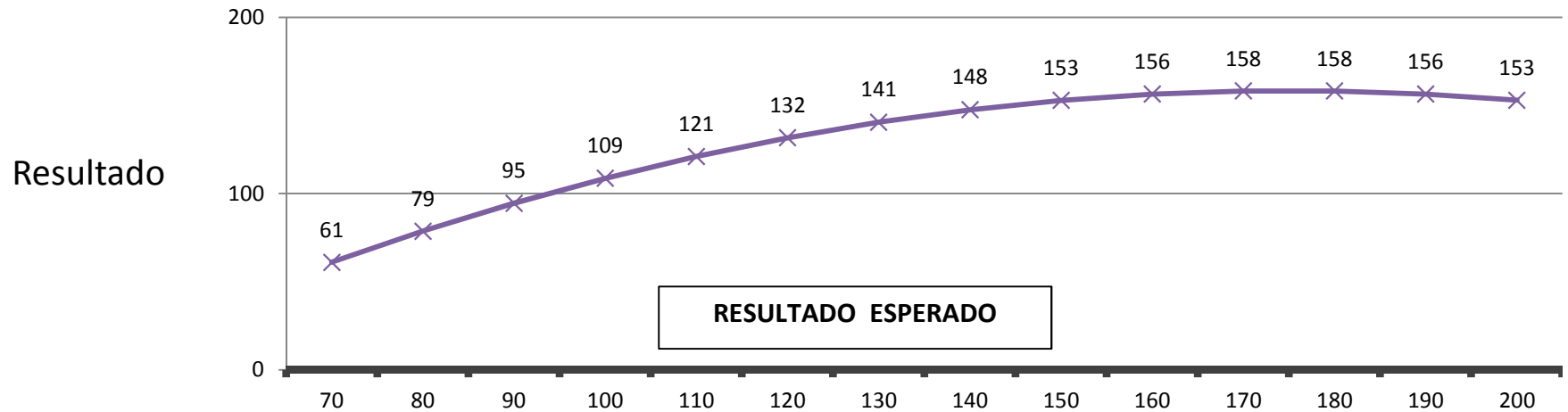


RESULTADO ECONÓMICO SSFe – ALQUILADO

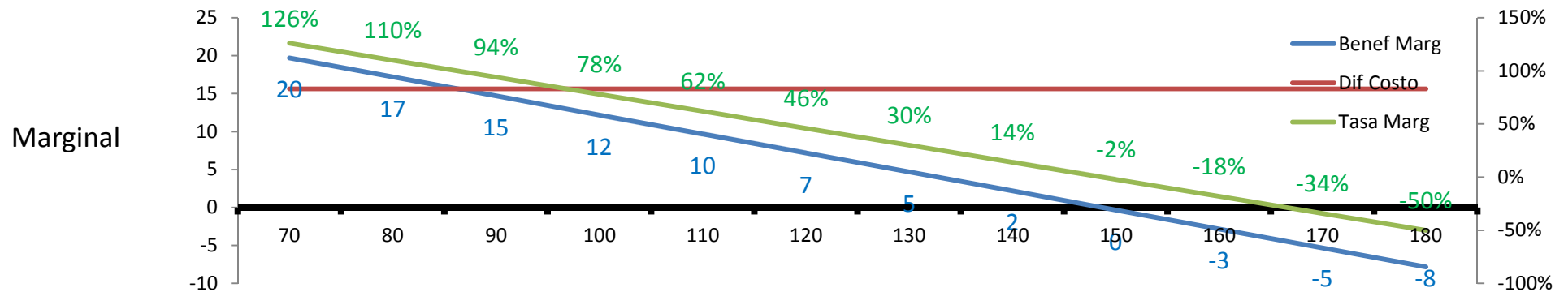
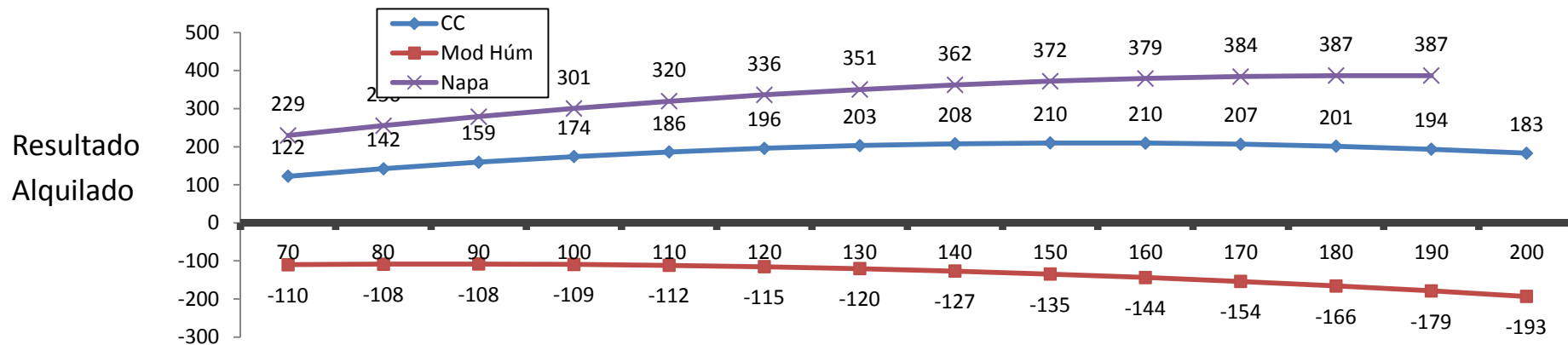
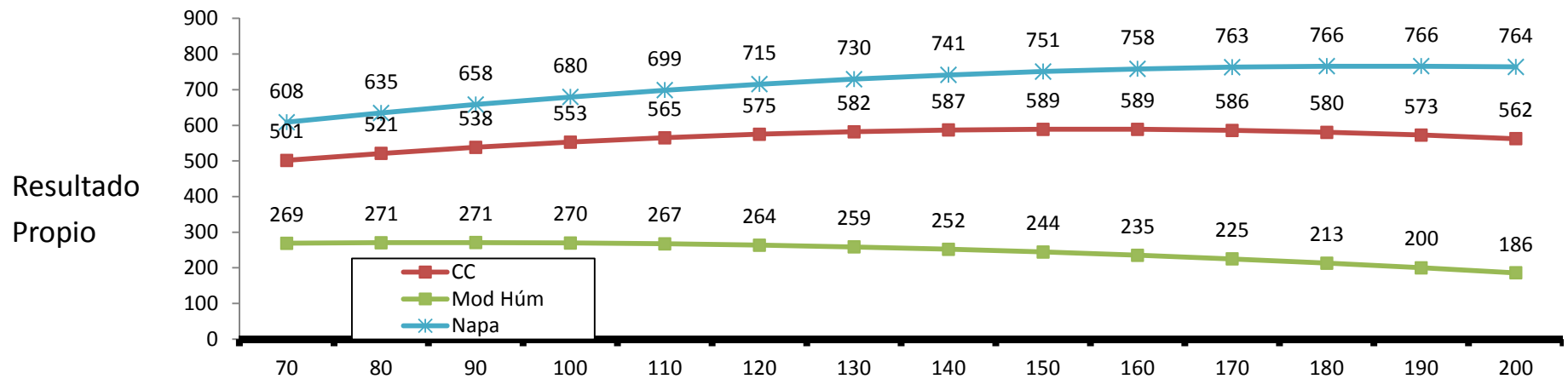


RESULTADO ECONÓMICO

SSFe – ALQUILADO + PORCENTAJE

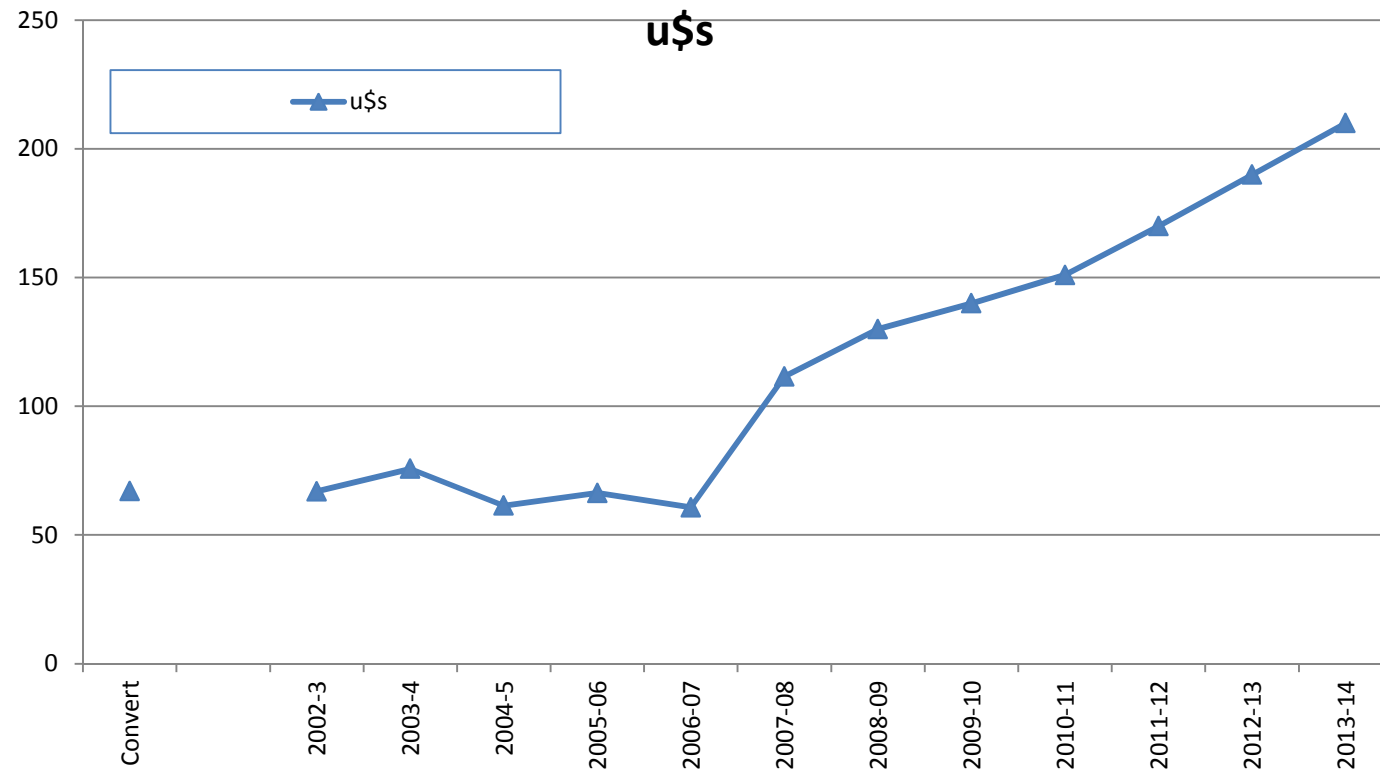


RESULTADO ECONÓMICO NBA – 185 u\$s



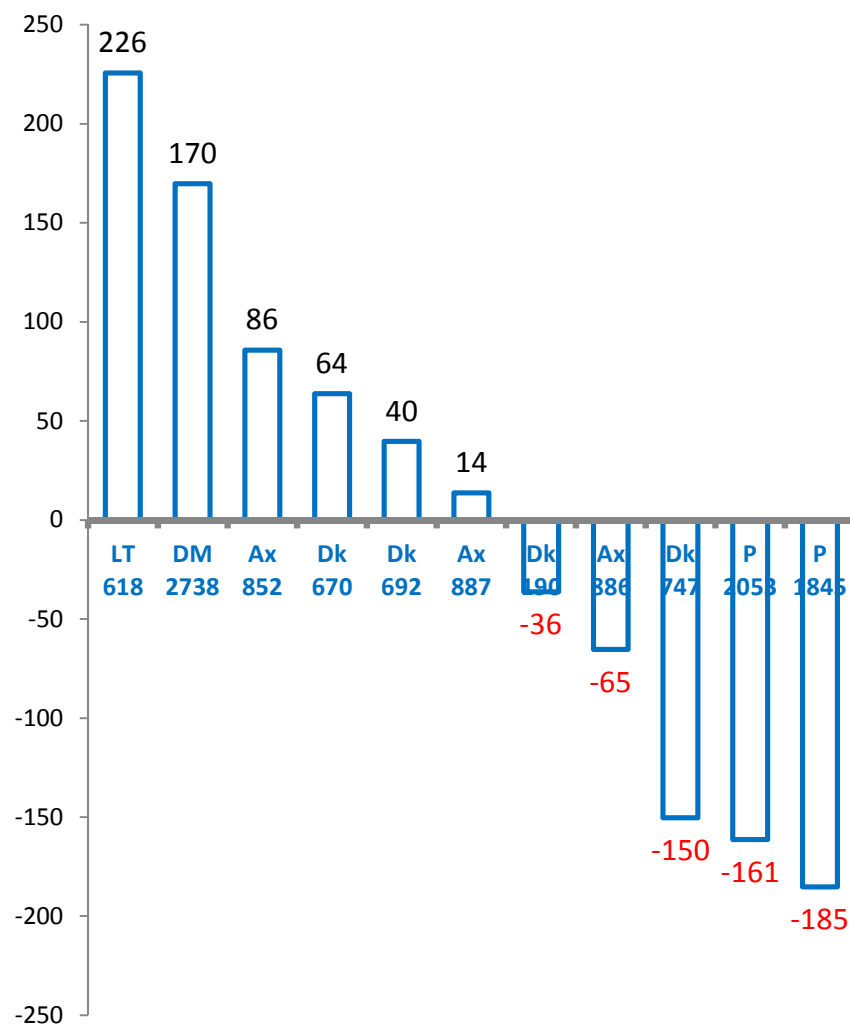
Genética en Maíz

Semilla de maíz

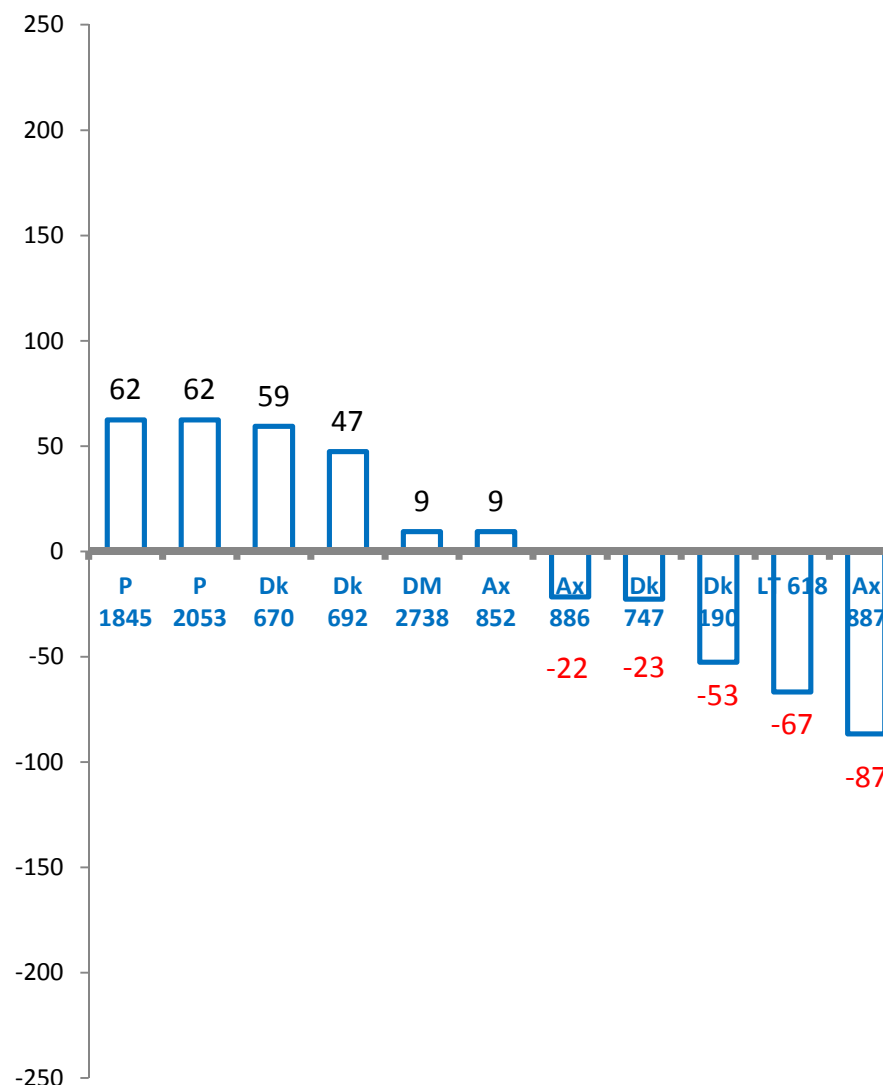


Genética y Ambiente – Beneficio Marginal

Amb BAJA



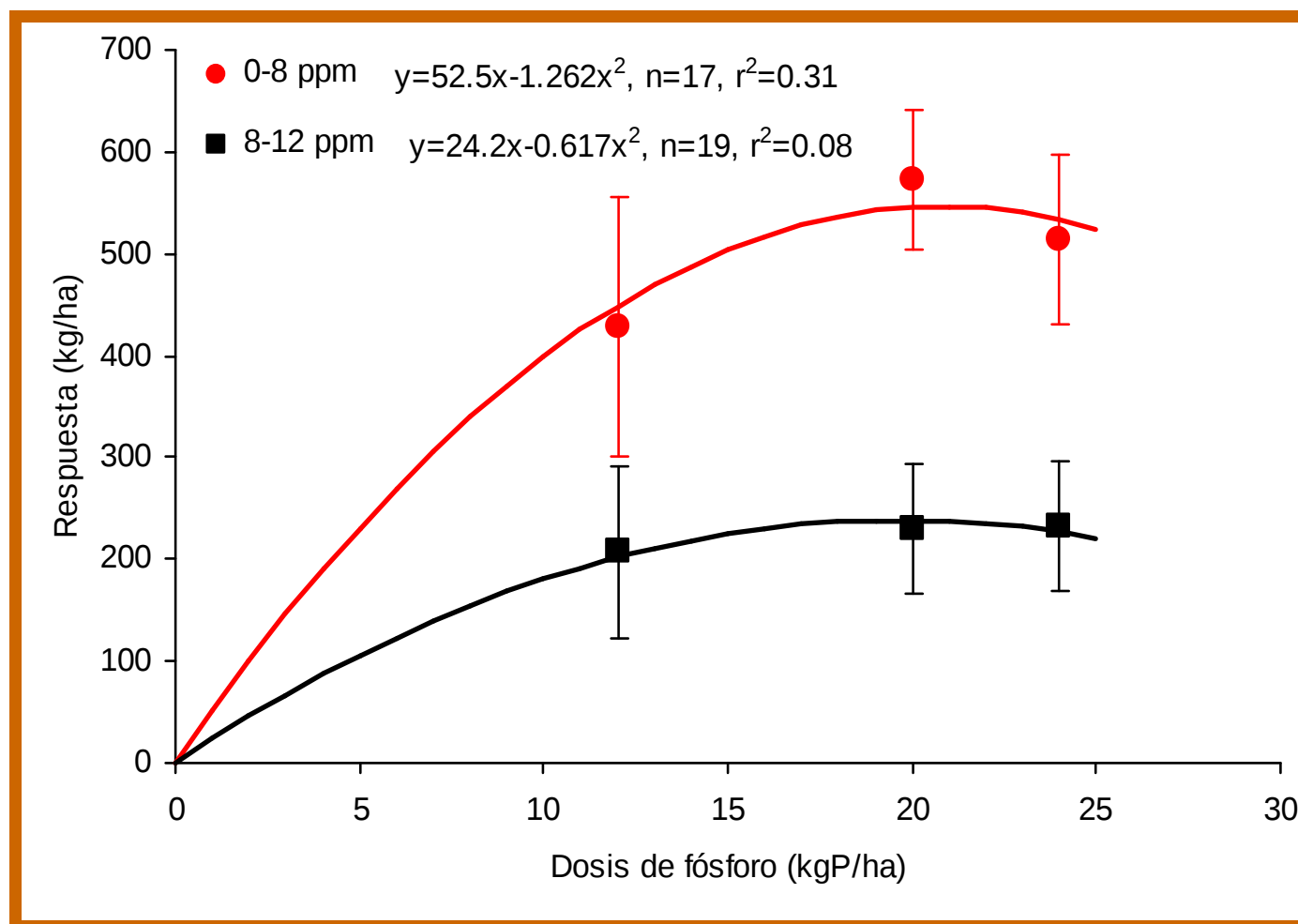
Amb ALTA



Fuente: elaboración en base a información de ensayos de Gustavo Gaudio

Intensificación en Soja

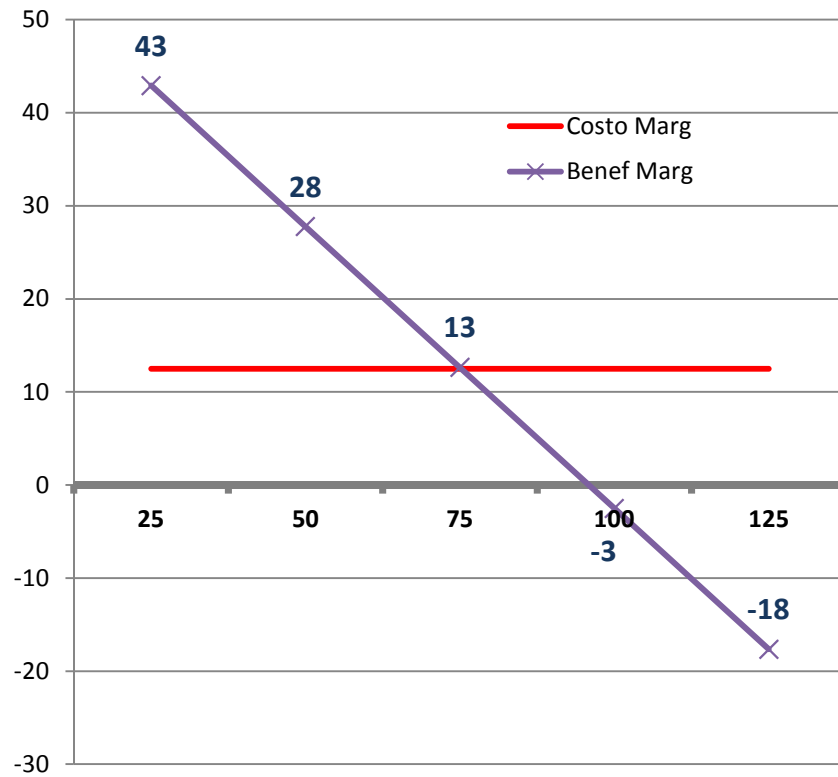
P- Estrategia del año



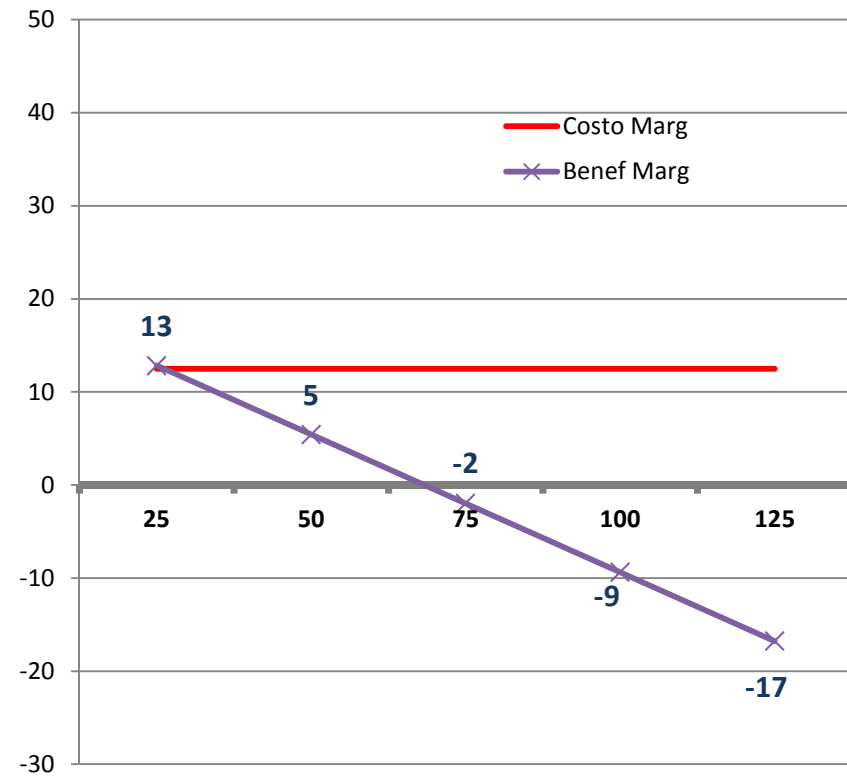
Gustavo Ferraris. Datos integrados a partir de varios ensayos en zona núcleo y sudeste

P en Soja – Estrategia del año

0 a 8 ppm



8 a 12 ppm

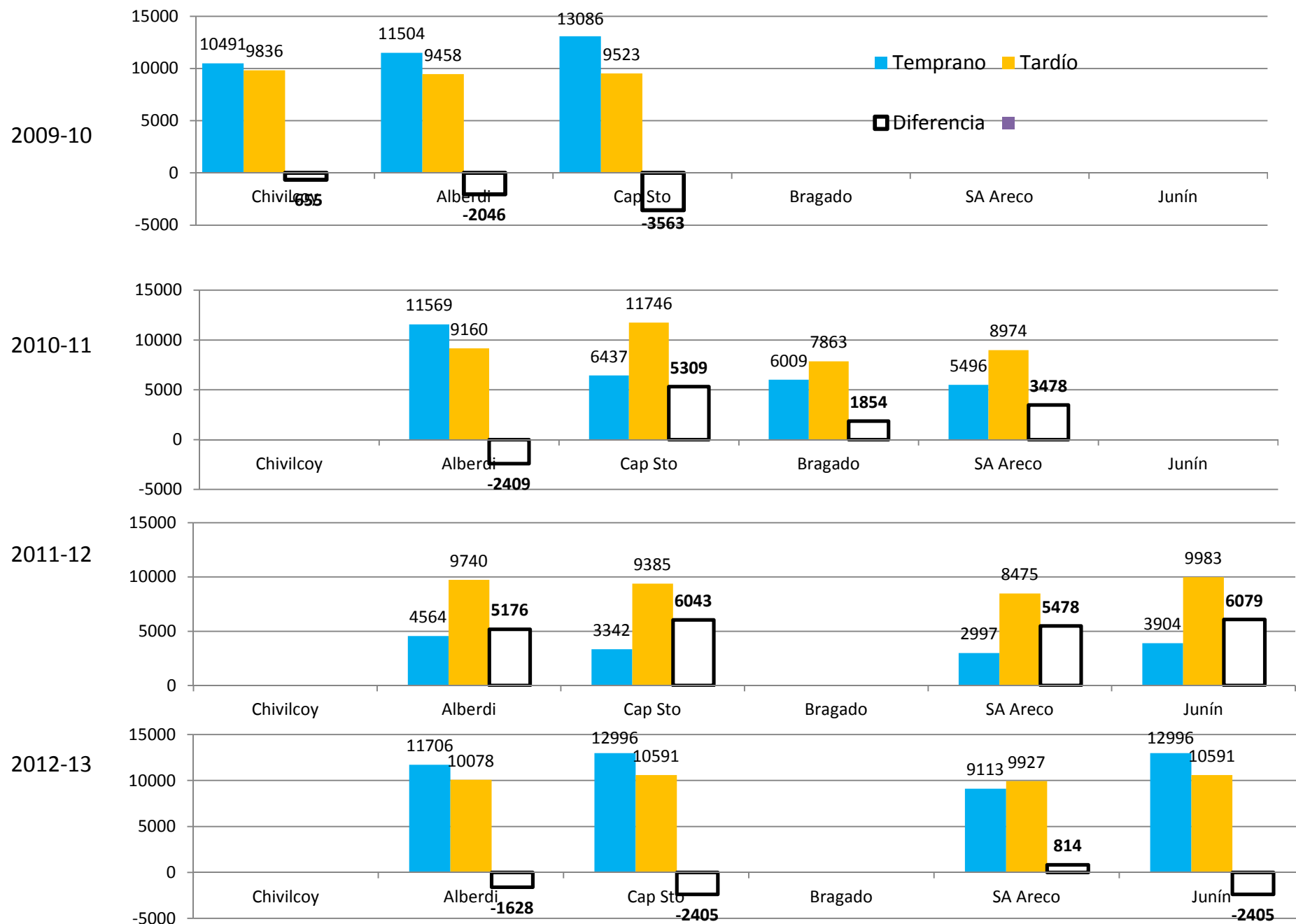


Fechas de siembra en maíz

Fechas de siembra en Maíz

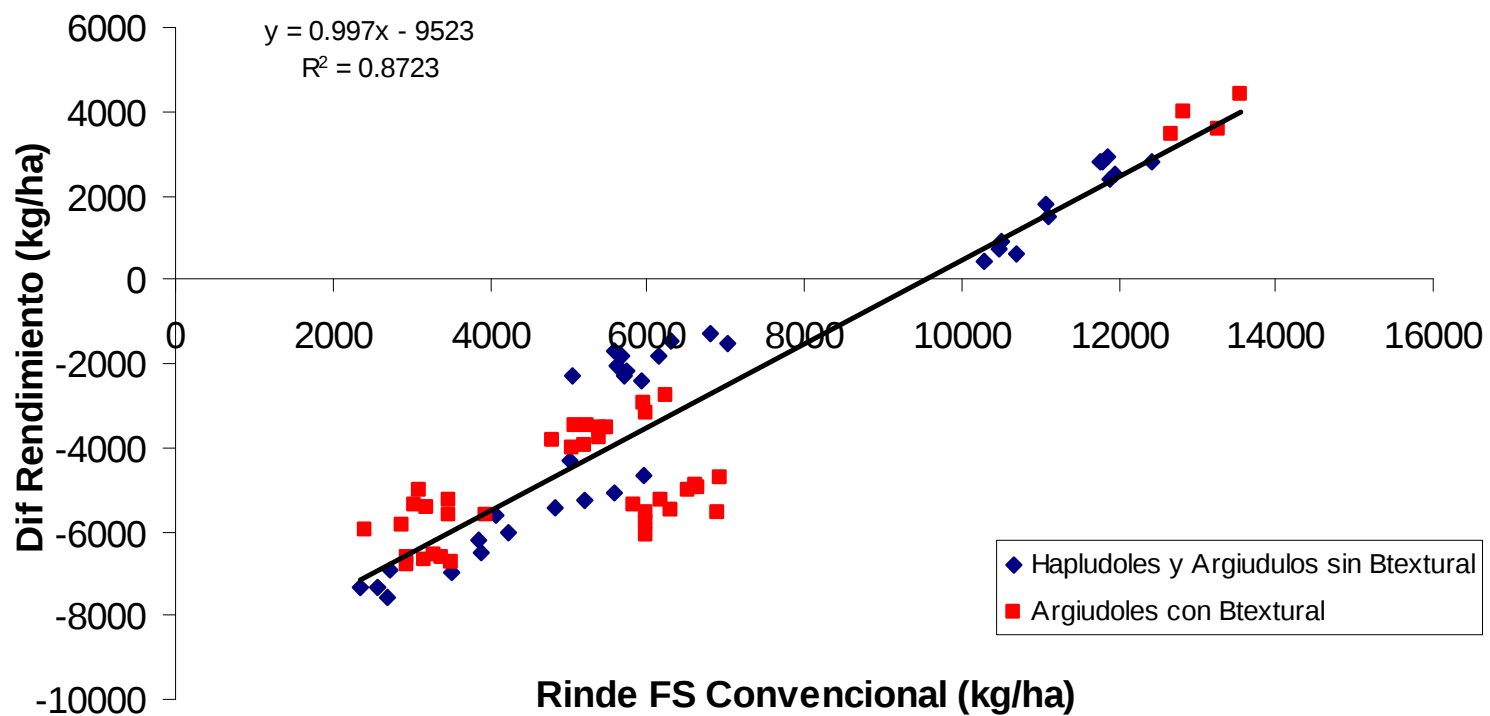
- ✓ Sortear con éxito eventos Niña
- ✓ Levantar productividad de los peores ambientes (aunque en algunos casos es romper el techo)
- ✓ Llevar el maíz a ambientes más difíciles

Ensayos fechas de siembra



Fuente: ensayos CREA ZNBA – Matías Ermácora

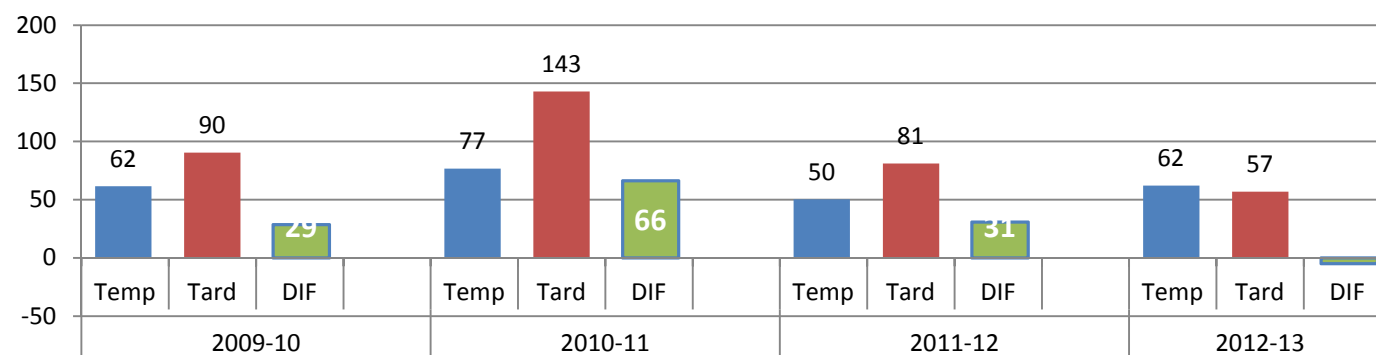
Ambiente para siembras tardías



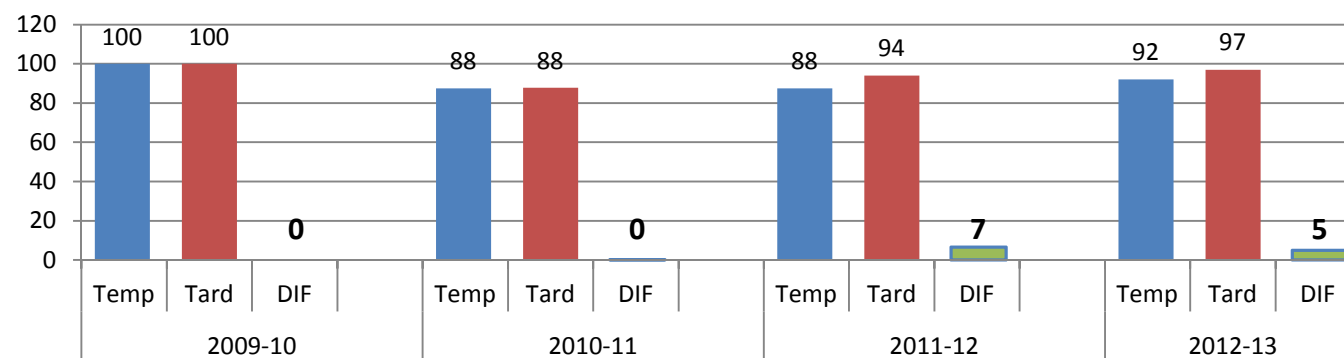
Fuente: ensayos CREA ZNBA – Matías Ermácora

Variables siembra tardía

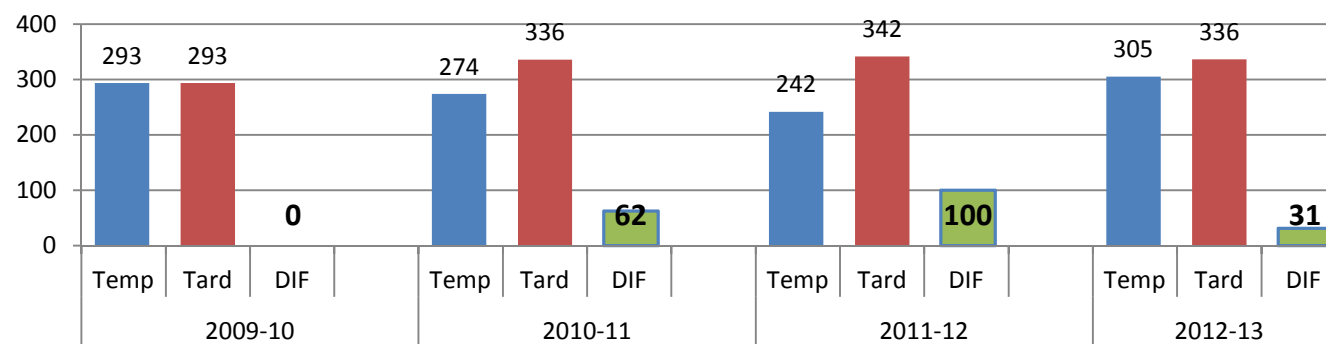
N Disponible



AU a la siembra

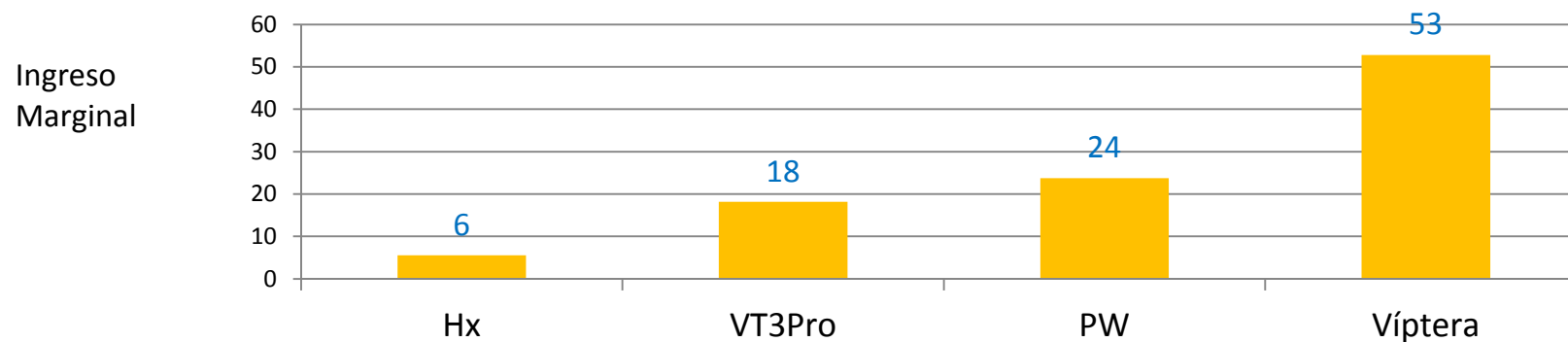
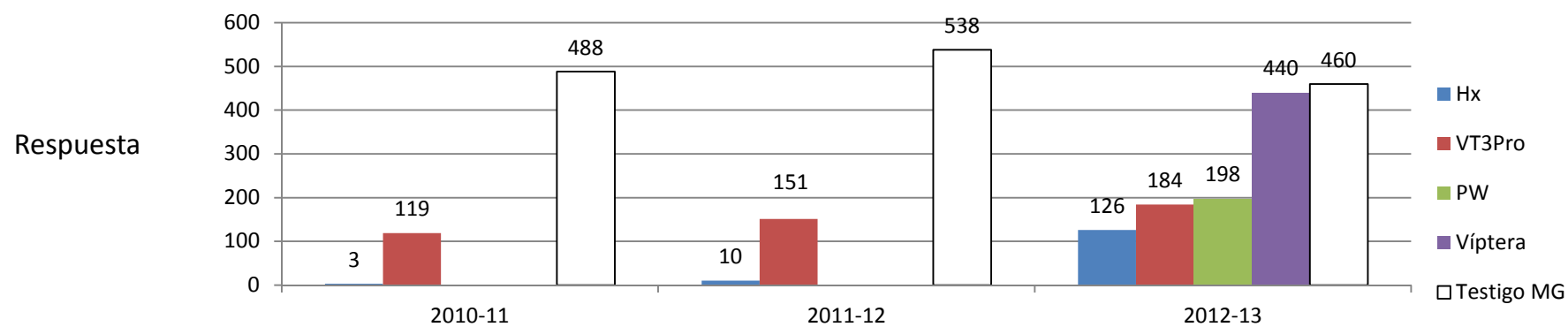
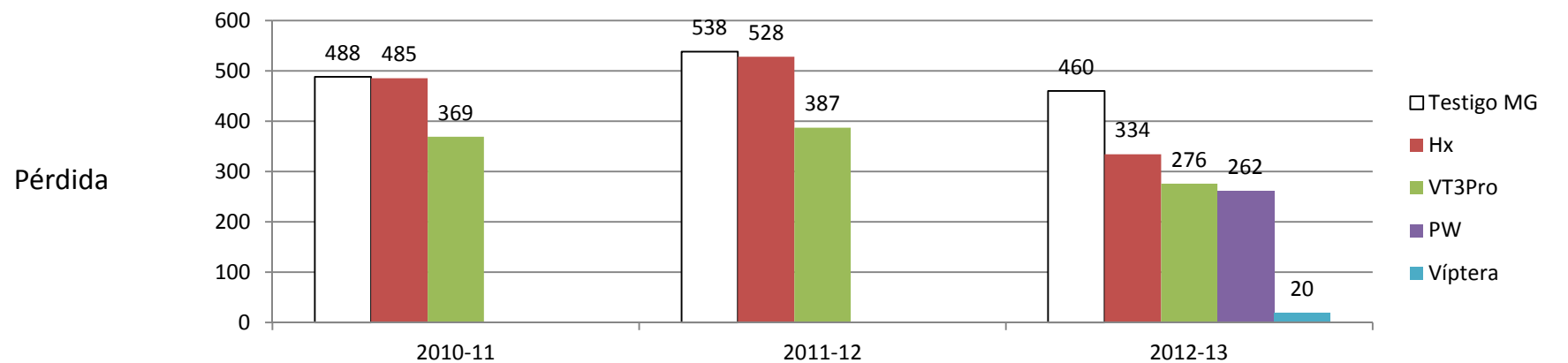


Peso 1000



Fuente: Ensayos CREA ZNBA – Matías Ermácora

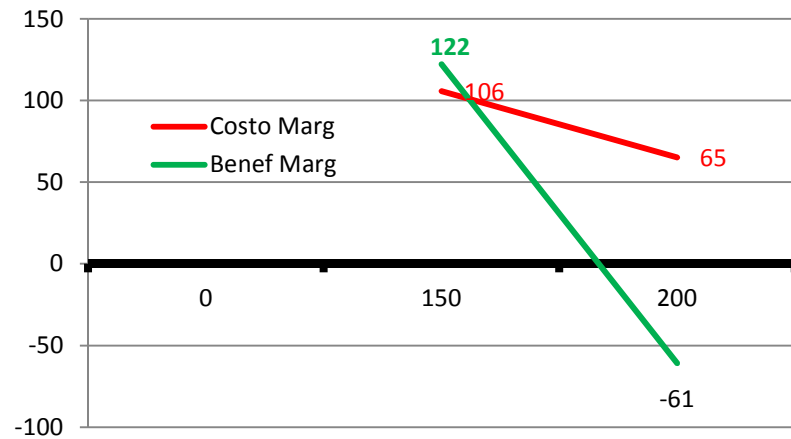
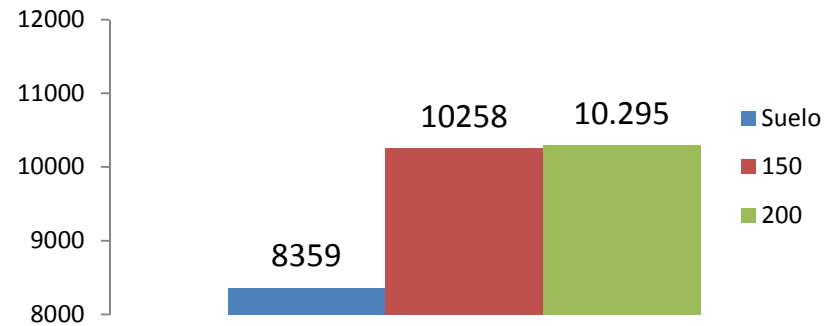
Heliothis y eventos



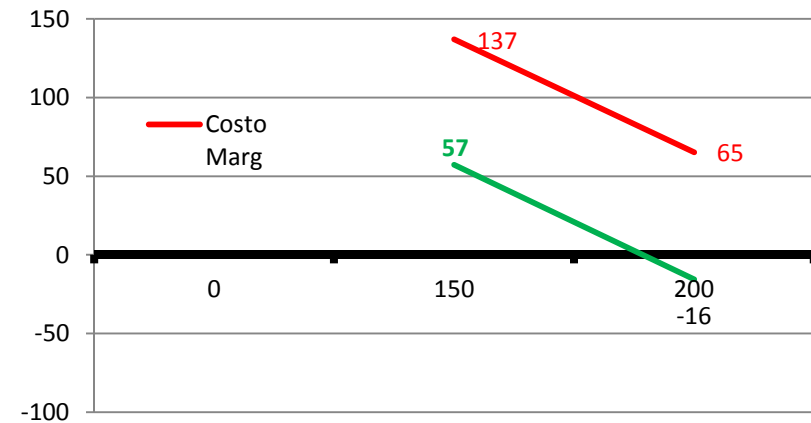
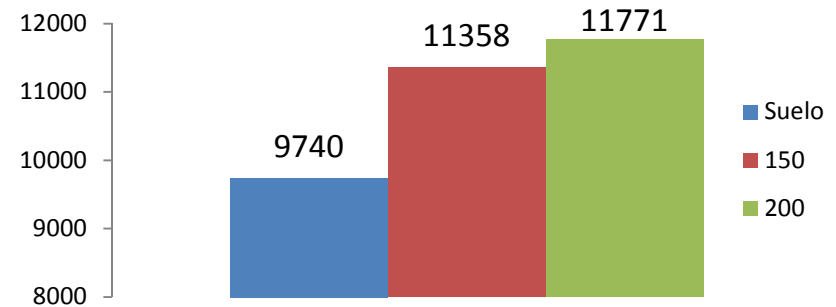
Fuente: Ensayos CREA ZNBA – Matías Ermácora

Maíz tardío - Respuesta a N

Ambiente Medio

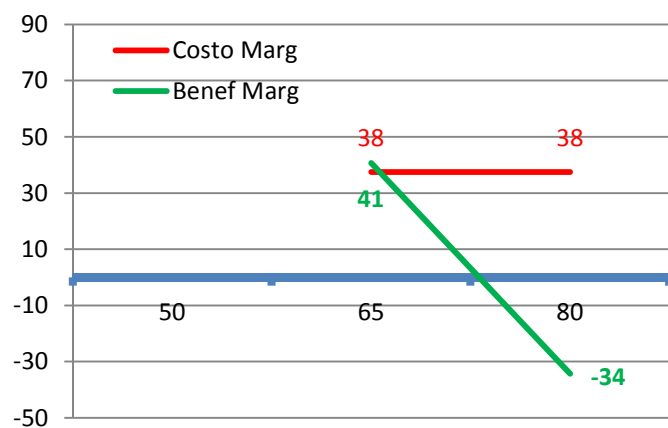
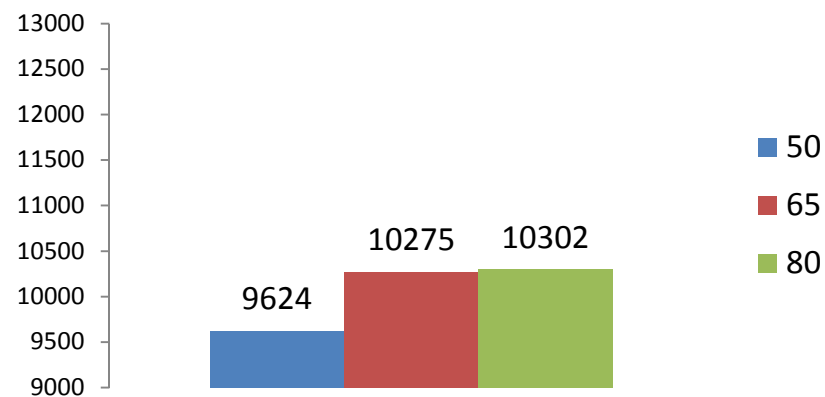


Ambiente Alto

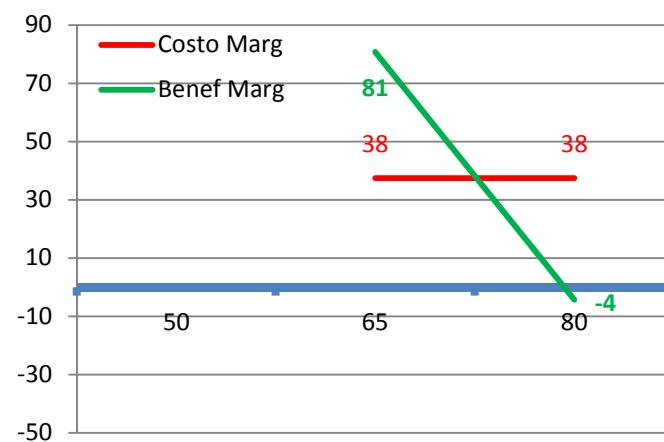
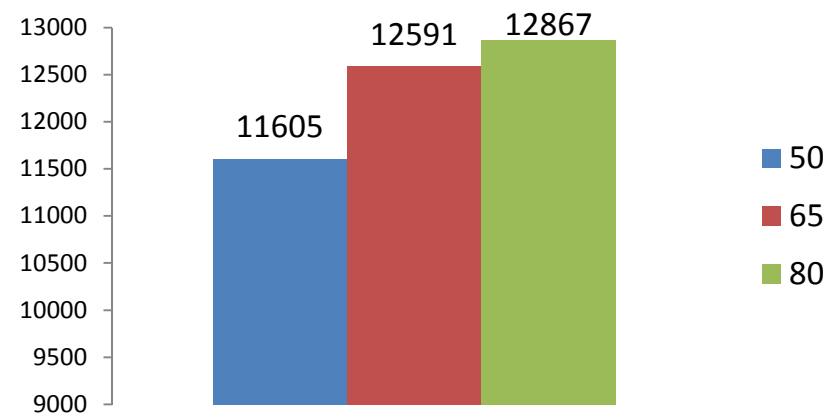


Maíz tardío - Respuesta a Densidad

Ambiente Medio



Ambiente Alto



¡Muchas gracias!



Julio Lieutier

juliolieutier@speedy.com.ar