



THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

WATCH OUT FOR SOIL COMPACTION

How it affects the plant during growing season

WINTER MAINTENANCE

Proper equipment care is worth the effort

WINTER MEETINGS

Attend a meeting near you in January or February

SO MANY CHOICES

Your soybean seed treatment decision

WATCH OUT FOR SOIL COMPACTION

By Jordan Bassler

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Striping was present in many places throughout the 2019 growing season. The usual thought is to blame fertility. Other problems could have been: the commercial fertilizer applicator drove too wide on one pass, or you did not get the 50-foot spread pattern perfect when you were broadcasting Urea, or maybe that tiny section got missed when you were applying manure this spring. Soil compaction from the previous fall harvest or manure application in the spring can present itself and it can have negative effects on the crop through the entire growing season.

Soil compaction can begin from several different causes. A few causes could be, bigger/heavier equipment on saturated soils during harvest or spring fertilizer application. Soil compaction can affect crops not just one time of year, but a whole growing season and beyond.

So how does soil compaction affect the plant during the growing season? Below are a few examples:

1. Reduced emergence and ear development.
2. Standability. Compaction restricts root growth which in turn affects nutrient uptake in the stalk so strength may be limited.
3. Ability for water to penetrate through the soil profile.
4. Yield Potential. If the plant cannot reach the available nutrients it needs, it is only natural that yield will be affected.

Your next question might be, how can you determine if you are struggling with soil compaction problems? Plants are the best indicators of this problem. Many times, they will look deficient in nutrients or maybe the leaves

will roll quicker than other fields close by. The following are ways to check the severity of your possible compaction issues:

1. Pound stakes in different spots through out your field, then pound a stake where the plants are different. Pay close attention to effort involved to pound the stake at each location and compare.

2. Dig a trench at the spot where compaction is suspected and one where it is not. You will be able to tell by looking at the soil profiles and how “compacted” or compressed they are. You may even do this during the growing season to inspect root structure at the two spots.

3. Penetrometer. This a tool you push into ground and it gives a rating on how little or high your compaction may be.

What can be done if in fact you do have compaction issues? Below are some solutions:

1. Where available, manure is very good option. Adding organic matter into the soil profile will help regain soil structure.

2. Cover Crops. Planting cover crops over winter with large root masses will help organic matter on the soil surface to penetrate more. Also, certain species of turnips and/or radishes offer a natural way of “breaking” through plow plans and regain soil structure.

3. Tillage. Tillage is a viable option where surface compaction is the problem. However, sometimes tillage can create some forms or compaction itself

by making a hard pan beneath the soil surface and not allowing water to filter through the soil and restricts root growth deeper into the soil

4. For issues with deep compaction, Sub-Soiling is a great tool to use. Although typically expensive due to extra horsepower needs in the tractor and purchase of tool, it is possibly the best option where deep compaction is the problem.

It is important to pay close attention to soil conditions before driving equipment over your fields. Taking the above information into consideration before, can save a lot of money and



labor for your farm later, not to mention being good stewards of the land. By following the above techniques, you will be able to accurately judge the degree to which you may have compaction, and what steps need taken to help fix the issue.

WINTER MAINTENANCE IS WORTH THE EFFORT



By Matt Hutcheson, CCA

Product Manager

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Have you ever heard someone say, “What do farmers do in the winter?” As you are aware, there are a lot of answers to this question. Winter is a great time to get ready for spring planting, which will be here before we know it. One of the most important parts of the growing season is planting. It’s crucial that your crops get off to a good start and it’s important to make sure that your planter is field-ready when the time comes. Planting seed into the best possible growing conditions is one of the most important tasks of spring field work. A planter in need of some adjustment can result in varied seed placement, uneven emergence, and ultimately a reduction in yield potential.

Check for and replace any parts of your planter that are excessively worn. No-till coulters or disk openers that are worn out will not create the proper seed furrow and may cause poor seed placement. Good seed-to-soil contact is critical in ensuring seed germination and uniform emergence. Emergence that is uneven can cause

a loss in yield potential. No-till coulters should be adjusted to operate at the same depth or slightly shallower than disk openers. Seed firmers in good condition will also promote adequate seed-to-soil contact. Check the chains and sprockets on your planter. Make sure chains are operated at the correct tension and replace any sprockets that are worn as well as chains that are stiff, rusty, or excessively worn. Smooth chain operation is a critical component of proper planter operation and seed spacing. Any hesitation or jerk in the system will result in seed spacing that is not uniform.

One of the most important aspects of planter maintenance is calibration of your planter. Make the necessary adjustments to your planter to make certain it will plant at the population you desire. Broken or worn parts on planter units should be replaced and units should be periodically calibrated. Along with performing maintenance on planter units, make sure seed tubes are clean

and are not damaged such that they will prevent even seed spacing. Calibration of your planter and units will reduce skips, doubles, and triples in seed placement. Research has shown that skips, doubles, and triples can cause a reduction in yield potential. In the recent publication Corn Stand Establishment and Planter Maintenance, Purdue Extension Agronomist Bob Nielsen states, “Yield data from our small-plot research and from replicated strip trials indicate that about 2.5 bushels per acre are lost for every 1 inch increase in the standard deviation of the plant-to-plant spacings.” Uniform seed spacing minimizes competition between plants for water and nutrients and promotes efficient use of sunlight.

Once you’ve gone through your planter, it’s a good idea to test it out before you head to the field. It is important to evaluate a planter under conditions closely resembling those you will find in the field. Keep in mind a gravel driveway in the barnyard may work but it might not accurately resemble field conditions. Evaluate your planter’s performance at the speed you will be operating in the field. Check your planter for smooth operation, make sure seed spacing and depth is even and accurate. Making a few adjustments to your planter this winter will require some time and effort. This is time well spent and it could really pay off in the spring.



EARLY CASH DISCOUNTS

Seed Consultants offers opportunities to maximize seed cost savings through an early cash discount schedule for the 2020 planting season.

If you have any questions, please call the office at 800-708-2676.

CASH DISCOUNTS

10%	December-January 5
9%	January
7%	February
4%	March
2%	April

2020 SCI Winter Agronomy Meetings

During January and February of 2020 Seed Consultants will again host several Winter Agronomy Meetings across the eastern Corn Belt. In addition to a review of 2019, agronomists will address important factors that are currently affecting our customers. What is the best herbicide program to control herbicide-resistant weeds? How does planting depth impact corn and what is the optimal range of depths? How did wet weather impact crops? Did fungicide applications pay in 2019? For answers to these questions and more, make sure to attend a Winter Agronomy Meeting in your area.

*Meetings will begin with lunch at 11:30 a.m. *Indicates the meeting will begin at 11:00 a.m.*

DATES AND LOCATIONS:



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1-800-708-CORN

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DATE	LOCATION	RESTAURANT
January 6	Nashport, OH	Virtues Golf Club
January 7	Washington Court House, OH	Rusty Keg
January 8	Ottawa, OH	Red Pig Inn
January 9	Wooster, OH	The Pines Golf Club and Restaurant
January 9	Salem, IN	Seed Consultants, Inc. Salem Warehouse
January 10	*Lewisburg, PA	Country Cupboard
January 10	Brookville, OH	Rob's Restaurant and Catering
January 14	*East Earl, PA	Shady Maple Smorgasbord
January 14	Thornville, OH	Back Woods
January 14	Tappahannock, VA	Tappahannock Essex Vol. Fire Company
January 15	Suffolk, VA	Hampton Inn Suffolk
January 15	Plain City, OH	Der Dutchman
January 16	Hillsboro, OH	Ponderosa
January 21	*Washington, PA	Double Tree Resort
January 28	Pioneer, Ohio	Pioneer Community Center
January 29	Tiffin, OH	Camden Falls
January 29	Decatur, IN	Back 40 Junction
January 30	Bunker Hill, IN	Dutch Café
January 30	Bowling Green, OH	Holiday Inn Express
January 31	Bellville, OH	Der Dutchman
February 4	Columbiana, OH	Best Western Duch Haus Inn
February 5	Bedford, IN	Smokin' Jims
February 6	Owensboro, KY	MoonLite BBQ





FINANCING SEED CONSULTANTS, INC.

TWO GREAT FINANCING CHOICES FOR 2019-2020 0% THROUGH JOHN DEERE FINANCIAL 0% THROUGH RABO AGRIFINANCE

These financing programs are only available to John Deere Financial Preferred Customers and/or RABO AgriFinance approved customers. To apply for a John Deere Financial Preferred Account or RABO account or to increase your John Deere Financial or RABO line of credit, contact your SCI representative, so the necessary paperwork may be completed with John Deere Financial &/or RABO.

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- Must be a John Deere Financial Preferred Customer or approved by RABO AgriFinance.
- Approval and credit limits established by John Deere Financial &/or RABO...not by SCI.
- Terms and conditions apply. See respective credit applications for full terms and disclosures.
- To increase or establish your credit line call John Deere Financial (800-433-8964) or RABO (888-395-8505).
- Must be enrolled and approved to qualify for discounts.
- Discounts applied on approval date from John Deere Financial &/or RABO.
- Signed terms of disclosure on file.
- Minimum purchase of \$1,000.
- Due date of December 2020.

For John Deere Financial customers with current special terms balances at or near their credit limit, they may have an option to enable their seed purchase now and lock in their order. Contact your SCI Seedsman for details.

Finance Plan	DISCOUNT SCHEDULE	
	John Deere Financial	RABO
Purchase & Approval Date	Fixed 0%	Fixed 0%
December - January 5, 2020	4%	4%
January 2020	3%	3%
February 2020	2%	2%
March 2020	0.0%	0.0%
April 2020	0.0%	0.0%
May 2020	0.0%	0.0%



SO MANY CHOICES

By Bill McDonald, CCA
Director of Agronomic Services

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With all the different platforms offered in soybeans, there is some confusion on what can and cannot be sprayed on them. It used to be a bit less complicated deciding what you could use. When Non-GMO soybeans were our only choice, we worked the ground or sprayed a burndown if it was no-till. We then applied a residual, planted the soybeans and then 21 days later we had to decide on which post product or combination of post products we needed to spray to clean up the escapes. Then glyphosate tolerant soybeans came along. How much easier could farming get? Plant the soybeans, spray glyphosate and then if you had escapes, spray more glyphosate. Life was good until the weeds got smart. Not spraying residuals saved a lot of money but also caused us to lose the effectiveness of a valuable trait quickly. If hindsight was 20-20, maybe we would have kept spraying the residuals and that trait would still be

all that we needed today. Probably not, but one can dream.

Now there are many choices. A farmer must decide what weeds are his biggest concern, what herbicide will work the best on that weed and which trait platform can that chemistry be used on. Sometimes more than one of the trait platforms will work so now you have to decide which one will work best in your farming practice. There are glyphosate tolerant soybeans, soybeans with the Genuity® Roundup Ready 2 Yield®, Roundup Ready 2 Xtend®, LibertyLink®, Liberty Link® GT27™ and Enlist E3™ traits.

Most of these options have been around long enough that we know how to spray them. The most confusion is with the three newer platforms. Roundup Ready 2 Xtend®, Liberty Link® GT27™ and Enlist E3™. All three can have a glyphosate

	Glyphosate	Glufosinate	Approved Dicamba Products	2,4-D Choline
Glyphosate Tolerant and Roundup Ready 2 Yield®	x			
Roundup Ready 2 Xtend®	x		x	
Liberty Link®		x		
Liberty Link®GT27™	x	x		
Enlist E3™	x	x		x

sprayed on them, two of them can be sprayed with a glufosinate, one can have an approved product containing dicamba applied to it and one can have 2,4-D Choline applied on it. All three are good products and if we manage them properly each of them can help us control problem weeds such as Palmer Amaranth, Waterhemp, Giant Ragweed and Marestalk.

Let's start with Roundup Ready 2 Xtend®. This is the only soybean that you can spray with approved products containing dicamba. The three approved products, (Engenia®, FeXapan® and XtendiMax® herbicides) can be sprayed pre-plant, pre-emerge or post emerge. If sprayed pre-emergent, there is no waiting period before planting. These are Restricted Use Products so you will need to have a Commercial Applicator license and you will also be required to take a Dicamba Training class if you want to apply them yourself.



Enlist E3™ and Liberty Link® GT27™ soybeans can both be sprayed with glyphosate and/or glufosinate. However, the Enlist E3™ soybeans are the only soybeans that you can spray with Enlist One® or Enlist Duo®. Enlist One® contains 2,4-D Choline while Enlist Duo® contains Glyphosate and 2,4-D Choline. Either of these products can be sprayed pre-emergence ahead of Enlist E3™ soybeans with no waiting period before planting. If needed, you can also apply Enlist One® or Enlist Duo® up to two times in crop. You can also use these products ahead of planting Non-Enlist E3™ soybeans but there is a waiting period before planting.

These are some great tools for our toolbox. It would be nice if we could keep them around for a while. "Start Clean" and "Stay Clean" is back in style. If we cleanup our fields ahead of planting and apply a good residual, the weeds will have a lot tougher time adapting and we will be able to use these effective tools to battle the tough weeds that conventional chemistries are having trouble with.

Always "Read and Follow the Label" for any applications of pesticides. The details that I just gave you are general. There are some stringent guidelines that need to be followed. Labels are always changing, and you need to know when, where and how to use these pesticides.

STILL WONDERING WHAT TO PLANT FOR 2020?



See how some of Seed Consultants' hybrids and varieties performed in 2019 in plots and third party yield trials.

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LEADER UPDATE

By Daniel Call, CCA
General Manager

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As we have wrapped up harvest in several areas within our market footprint, we again reflect on another unbelievable growing season. The variability from state to state, county to county, and township to township has been extraordinary this year. For several of you reading this, 2019 has been a difficult year from start to finish. From delayed planting through an extremely late harvest. However, many customers have experienced one of their best crops ever.

As we turn our attention towards 2020, I am excited about the new products we have to bring forward to your operations. Seed Consultants has added several new products to our lineup, which we are sure you will find bring additional yield and value to your operation. These products have been bred for the eastern Corn Belt's unique growing environment and thoroughly tested in our replicated research program to ensure they will perform for our customers.

The highlight for 2020 will be the addition of Enlist E3™ soybean varieties and Qrome® rootworm hybrids to our lineup. Visiting with many customers this summer and fall you share the same excitement I have for these new technologies and the potential benefit they have for your farms. We anticipate these products will give us additional tolerance and durability for whatever calamities 2020 throws our way.

Make sure you plan to attend one of our Agronomy Meetings this January. Our agronomy staff has prepared an excellent agenda where they will share key lessons from 2019. We hope you take advantage of these meetings to learn new ideas and techniques to make 2020 your most productive year ever.

As we wind down harvest, take time to enjoy the fruits of your labor and time with your family this Christmas. Be thankful to farm in the most abundant country on earth.



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Don't miss a thing

The SCI free e-newsletter comes via e-mail every Monday. The newsletter is packed full of current agronomic topics. Subscribe by sending your e-mail address to matt@seedconsultants.com or by signing up on our website at

www.seedconsultants.com.



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RR2X: DO NOT APPLY DICAMBA HERBICIDE IN-CROP TO SOYBEANS WITH Roundup Ready 2 Xtend® technology unless you use a dicamba herbicide product that is specifically labeled for that use in the location where you intend to make the application. IT IS A VIOLATION OF FEDERAL AND STATE LAW TO MAKE AN IN-CROP APPLICATION OF ANY DICAMBA HERBICIDE PRODUCT ON SOYBEANS WITH Roundup Ready 2 Xtend® technology, OR ANY OTHER PESTICIDE APPLICATION, UNLESS THE PRODUCT LABELING SPECIFICALLY AUTHORIZES THE USE. Contact the U.S. EPA and your state pesticide regulatory agency with any questions about the approval status of dicamba herbicide products for in-crop use with soybeans with Roundup Ready 2 Xtend® technology. ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Soybeans with Roundup Ready 2 Xtend® technology contain genes that confer tolerance to glyphosate and dicamba. Glyphosate herbicides will kill crops that are not tolerant to glyphosate. Dicamba will kill crops that are not tolerant to dicamba.

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