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THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

BENEFITS OF SEED TREATMENTS

Why you should take advantage of these potential money savers

WINTER AGRONOMY MEETINGS

Join us this year for three virtual events in January and February

WINTER MAINTENANCE IS WORTH THE EFFORT

Take advantage of the cooler months to prepare for spring

DO YOUR RETURNS MATCH YOUR DEPOSITS

No substitute in the field for best management practices

BENEFITS OF SEED TREATMENTS

By Jordan Bassler

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Due to increased expense, the benefits of seed treatments are questioned by farmers every year. What many may be missing, however, is that using a seed treatment may save you money in the end. I am a firm believer in the benefits of using a seed treatment. The following points will explain why I believe you should be using a seed treatment:

INCREASED GERMINATION AND SEEDLING VIGOR

For the past several years, spring planting windows have been narrow due to weather patterns and field conditions. Seed treatments allow you to plant earlier compared to not using a treatment. Seed treatments allow seedlings to better handle the stress of cool, wet soils, provide a more consistent emergence and increase early plant vigor resulting in better emergence and more even stands.

REDUCED OVERALL SEED EXPENSE

This point always seems to grab attention. Seed treatments often increase the germination of seed, especially with soybeans. This means that you can reduce the planting population and still achieve the same plants per acre. Less seeds per acre can be planted and a higher percentage of those seeds will emerge when compared to untreated seed. The Ohio State University has also observed that using seed treatments may help reduce the need to replant.

HEALTHIER STAND

Typical spring diseases for soybeans include Pythium and Phytophthora Root Rot, and we deal with them every year in the northeast. Most current seed treatments include fungicides that effectively control these two specific spring diseases and many more. Controlling seedling



diseases leads to a more satisfactory stand and increased early vigor. Corteva Agriscience research has shown a yield advantage of up to 4 bushels per acre when using LumiGEN™ seed treatments in fields with a history of spring seedling diseases such as Phytophthora Root Rot.

YIELD ADVANTAGE

According to Kansas State University, soybeans treated with a seed treatment which includes

a fungicide, inoculant, and insecticide produce on average 2.5 bushels more per acre versus untreated. That’s over \$26.00 per acre more at \$10.50 per bushel soybean price!

Seed treatments offer many advantages and Seed Consultants seed treatment, LumiGEN™ seed treatment has a full protection package for corn and soybean seed. Be sure to ask your local seedsman or dealer today for more information!



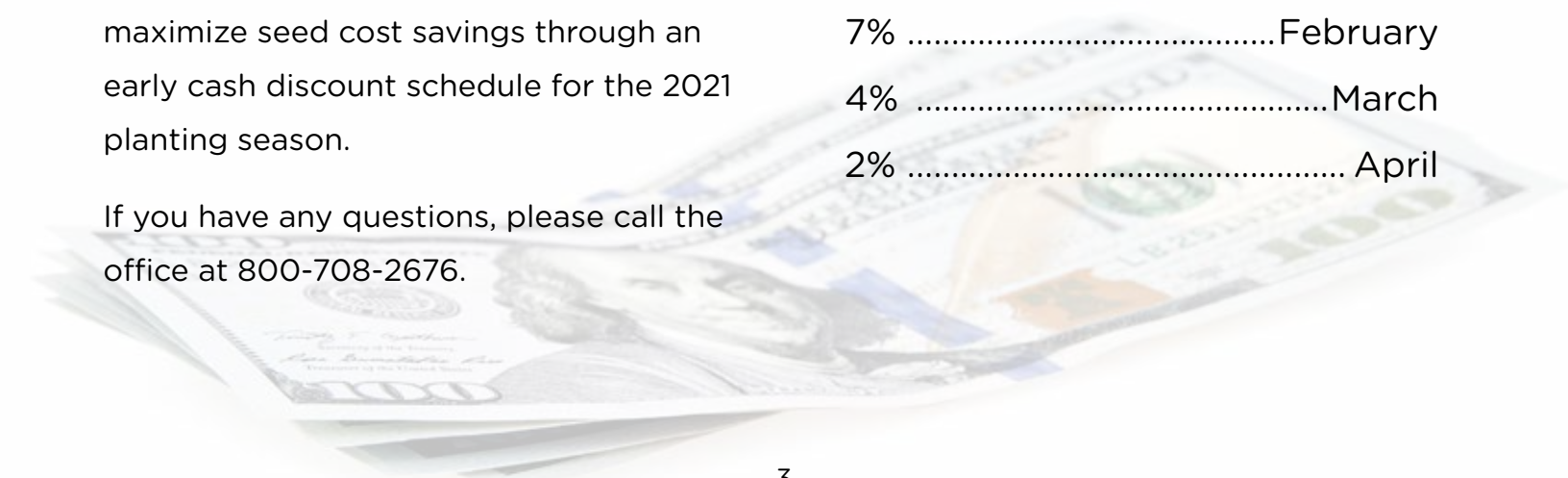
EARLY CASH DISCOUNTS

Seed Consultants offers opportunities to maximize seed cost savings through an early cash discount schedule for the 2021 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



SIMPLY BETTER SOYBEANS



FOR THE EASTERN CORN BELT

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You get top soybean traits and genetics bred, tested and proven to perform on your farm. You'll enjoy straightforward and upfront offers with no catches or gimmicks. With Seed Consultants, you get Simply Better Genetics—and a Simply Better Experience. Contact us today to learn more.



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JOIN US FOR OUR VIRTUAL WINTER AGRONOMY MEETINGS!

This year has made it tough for us to get together, so we decided to come to you with our virtual Winter Agronomy Meetings! Join Agronomists, Matt Hutcheson, Bill McDonald and Jordan Bassler for a virtual Winter Agronomy Meeting! You have three options to join or join all three! When you join the meeting, you will be entered in to win one of the following prizes:

1. 40 bags of Enlist E3® soybeans
2. \$200 eCertificate to the Seed Consultants online store
3. \$100 eCertificate to the Seed Consultants online store

Be sure to save the date and join us for a meeting that works for you! In the coming weeks, you will be receiving a postcard with information that includes the topics of the meetings and how to join.

January 27, 2021
10:00 a.m.

February 3, 2021
10:00 a.m.

February 10, 2021
10:00 a.m.

WINTER MAINTENANCE IS WORTH THE EFFORT

By Matt Hutcheson, CCA

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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 a 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

A green John Deere tractor with a yellow tank is pulling a planter through a field. The tractor is in the foreground, and the planter is behind it. The background shows a clear blue sky and some trees in the distance. The tractor has a yellow tank on its back, and the planter has multiple rows of planting units. The tractor is moving from left to right across the frame.

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.

DO YOUR RETURNS MATCH YOUR DEPOSITS?

By Bill McDonald, CCA

Director of Agronomic Services

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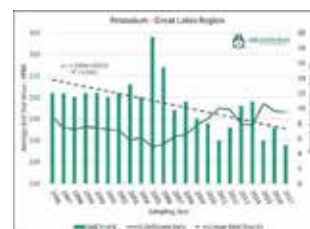
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I know that question sounds backwards but here is my point. I believe that we all can agree that genetics are much better than they use to be. Most of us will agree that if there is a sufficient supply the essential Nitrogen, Phosphorous, Potassium and Sulfur nutrients in the soil, the extras like micronutrients and fungicides will add bushels to our harvest. My concern is, are we depositing back what we are drawing out?

It wasn't that long ago that farmers were in search of that 150-bushel corn yield. Today some would consider that a failure. Yields have been steadily rising over the years however higher yields come at a cost. Some are still fertilizing for 150-bushels and harvesting 180-bushels. With that thought in mind, I set out to see where we are on our fertility levels. What I found was not unexpected, but it was troubling.

In 2015, the International Plant Nutrition Institute (IPNI) released their report on soil test levels.

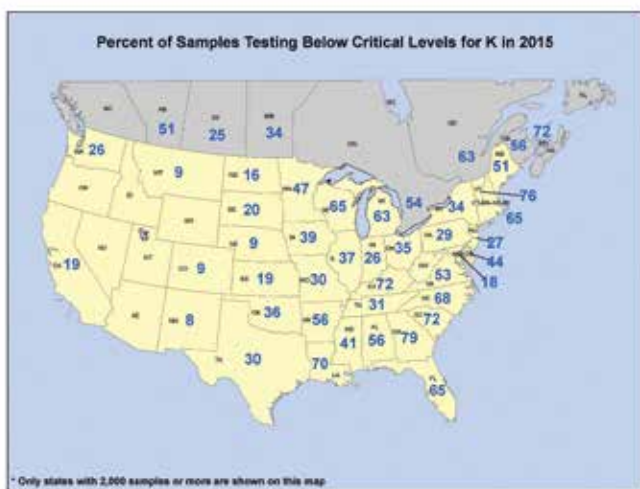
Potassium was one of the soil nutrients that was exhibiting a steady decline in soil test levels. A&L Great Lakes Laboratories regularly contributes to the IPNI data set, and A&L Great Lakes Laboratory also analyze their data for the eastern Corn Belt region.



Source: A & L Great Lakes Laboratory

In the graph above the green bars indicate the average potassium soil test levels in ppm. The dashed line is the trend line of the soil test values, indicating an average 1.3 ppm per year decline. In addition, the blue line on the graph indicates the percentage of samples that are likely deficient. This trendline is of particular concern since it exhibits a steady increase in the percentage of soils which are likely deficient in soil test K levels.

The graph shown below is from The Fertilizer Institute. It shows the percentage of samples that fall below critical levels of K₂O. “Critical Level”, as described by the Tri-State Fertilizer guide, is the soil test level above which the soil can supply adequate quantities of a nutrient to support optimum economic growth. This number could change slightly since the Tri-State Fertilizer guide changed the critical level for potash to 120 in Ohio. This map used 125 as its critical level.



With the availability of better genetics in combination with your better management practices, you now have spots in that field that will go in the 300-bushel/acre range. According to the new Tri-State Fertilizer Guide, 300 bushels of corn will pull 60 pounds of K₂O or 100 pounds of 0-0-60 out of the soil. I also get a lot of reports of spots in fields going 80+ bushel soybeans per acre. Most likely this is the same high yielding spot in the field that went 300-bushel/acre corn the year before. That 80 bushels of soybeans pulls 92 pounds of K₂O which equates to 153 pounds of 0-0-60 per acre. This seems to be another argument for grid sampling and overlaying yield data to variable rate fertilizer. My point is that if you are not variable rating fertilizer you are over fertilizing some spots and under fertilizing in others.

Here are your potash recommendations for corn and soybeans from the new guide. If you are familiar with the old guide, you’ll notice that the CEC doesn’t come into play in most of Ohio. There are exceptions to this rule, but those exceptions are addressed separately. In the old guide the recommendations for potash changed at CEC’s of 5 meq/100, 10 meq/100, 20 meq/100 and 30 meq/100. Now it is just <5 meq/100 and >6 meq/100. FYI: 5 meq/100 is just a fancy way of saying “a CEC of 5”.

Corn Potassium Recommendations for Ohio and Indiana

For Michigan recommendations, subtract 20 lb K₂O/acre from these values.

		Corn Yield Potential (bushels per acre)			
Soil CEC	Mehlich-3 K (ppm)	150	200	250	300
		----- lb K ₂ O/ acre -----			
Sands (<5 meq/ 100 g)	50	115	125	135	145
	75	80	90	100	110
	100-130	50	60	70	80
	>130	0	0	0	0
Loams and Clays (>6 meq/ 100 g)	50	175	185	195	205
	75	130	140	150	160
	100	85	95	105	115
	120-170	50	60	70	80
	>170	0	0	0	0

Soybean Potassium Recommendations for Ohio and Indiana

For Michigan recommendations, subtract 20 lb K₂O/acre from these values.

		Soybean Yield Potential (bushels per acre)			
Soil CEC	Mehlich-3 K	30	50	70	90
	(ppm)	----- lb K2O/ acre -----			
Sands (<5 meq/ 100 g)	50	115	140	165	185
	75	85	110	130	155
	100-130	55	80	100	125
	>130	0	0	0	0
Loams and Clays (>6 meq/ 100 g)	50	175	200	225	245
	75	135	155	180	200
	100	90	115	135	160
	120-170	55	80	100	125
	>170	0	0	0	0

Source: https://agcrops.osu.edu/FertilityResources/tri-state_info

There is no substitute for Best Management Practices. Over applying nutrients is never a good idea for the environment or your pocketbook. On the other hand, never let something that is within your control be the limiting factor to higher yielding crops. Those Critical Levels need to be maintained. The cost of maintaining soil test levels is much less than the cost of building soil test levels.

For more information check out the New Tri-State Fertilizer Recommendations at agcrops.osu.edu/FertilityResources/tri-state_info



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TWO GREAT FINANCING CHOICES FOR 2020-2021 0% THROUGH JOHN DEERE FINANCIAL 0% THROUGH RABO AGRIFINANCE

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- 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 2021.

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, 2021	4%	4%
January 2021	3%	3%
February 2021	2%	2%
March 2021	0%	0%
April 2021	0%	0%
May 2021	0%	0%
In Season	0%	0%

LEADER UPDATE



By Daniel Call, CCA

General Manager
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As harvest is completed across most of our sales area, I am sure you are much like me, ready to put 2020 behind us. This year has been a struggle for most of our customers due to weather and environmental issues which challenged the crop during most of the growing season. However, we did end the year with a couple of very positive outcomes. Yields were largely better than anticipated for both corn and soybeans, and the markets rebounded extremely well from the spring lows. These two positive events have led to a much more optimistic outlook for 2021.

There were several dynamics that went into the successful 2020 harvest. First, it is apparent that today's genetics can tolerate a significant amount of stress from both drought and wet weather throughout the growing season. Second, changes in cultural practices have helped our soils become more resilient during times of adverse weather. Growers have done an excellent job of monitoring crop needs throughout the growing season to make necessary treatments to correct issues as they arise. Additionally, significant focus has been given to fungicide seed treatments to help

maximize stand establishment and early season growth during very difficult weather events.

Seed Consultants is focused on finding the absolute best seed applied fungicide options for our customers. This allows our customers to plant with confidence in less than ideal springs. We will continue to change our formulations as new products come through the pipeline, and that will allow us to maintain a leading position in seed applied fungicide technologies.

Seed Consultants also has a lot of optimism and momentum behind our 2021 Enlist E3® soybean lineup. Our new releases had tremendously strong performance in the 2020 yield trials. And the weed control results from the 2020 growing season have proven the Enlist E3® program is the elite herbicide tolerance technology on the market. We look forward to watching the Enlist E3® program grow over the next couple of years.

Please take the time to enjoy the fruits of your labor and time with your family this Christmas. We look forward to an abundant 2021!



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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

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RR2Y: Always follow grain marketing, stewardship practices and pesticide label directions. Roundup Ready® crops contain genes that confer tolerance to glyphosate, the active ingredient in Roundup® brand agricultural herbicides. Roundup® brand agricultural herbicides will kill crops that are not tolerant to glyphosate. Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible. ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Roundup Ready® crops contain genes that confer tolerance to glyphosate, the active ingredient in Roundup® brand agricultural herbicides. Roundup® brand agricultural

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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