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The Seed Consultant



A BI-MONTHLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD



Helpful Tips for Reducing Soil Erosion

Soil erosion is an annual problem throughout the Eastern Corn Belt. Recent research estimates that farmland across the Corn Belt loses close to 4 tons of soil/acre each year due to erosion. In addition, even under the best conditions topsoil buildup is very slow, if it occurs at all. Soil particles can be detached and moved out of a field by both wind and water. Wind can pick up small soil particles, transporting them long distances. Water moving along the ground surface can remove a thin sheet of soil, create small channels, or wash out large gullies.

continued on page 2

Seed Consultants, Inc.

800-708-2676

www.seedconsultants.com

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in the Seed Industry™**



Page 3

CORN EMERGENCE STUDY

Importance of
uniform emergence



Page 4

YIELD CONTEST WINNERS

SCI's 2016 results



Page 5

FINANCES

Financing and
early cash
discounts for 2017



Page 6

BULK BIN PROGRAM

Look into benefits
and savings with
bulk bins

Helpful Tips... *continued from page 1*

Factors that Contribute to Erosion

- 1. Rainfall** —soil erosion increases as length or intensity of rainfall increases
- 2. Slope Length/Grade**—soil erosion is worse on longer/steeper slopes because water moves faster across the soil
- 3. Vegetation/residue**—growing plants and residue protect the soil from rain impact, slow down flowing water and increase infiltration of water into the soil, as well as protecting the soil from wind erosion.
- 4. Soil Texture/Structure**—Coarser soils (sands) with larger pores allow for faster infiltration (less erosion) of water than soils with finer textures (clays). Soil structure is the arrangement of sand, silt, and clay particles into aggregates. Good structure at the soil surface will also allow for increased infiltration, poor structure leads to more runoff and erosion. Poor structure is associated with low organic matter, equipment traffic on wet soils, and exposure of disturbed soil to adverse weather.

The Costs

- 1. Yield Potential**—soil erosion removes topsoil, which is high in organic matter and contains the nutrients essential for crop growth. Erosion generally decreases yield potential.
- 2. Nutrients**—nutrients needed for crop growth are located in the topsoil where fertilizers, crop residues, and manure are applied; soil erosion will decrease the nutrient content.
- 3. Water Holding Capacity**—loss of topsoil organic matter can change the overall texture of a soil and result in lower water holding capacity

4. Organic Matter—topsoil is high in organic matter where crop residues and manure have been added to the soil. Erosion usually results in decreased organic matter.

5. The Environment—water quality in streams, lakes, etc. can be greatly negatively affected by sediment and nutrients that are brought in by soil erosion. Wind erosion can result in reduced air quality.

Possible Solutions


1. Reduce Tillage—tillage exposes soil to the environment and makes it more likely to be eroded by wind or water.

2. Manage Crop Residue—keeping crop residues on the soil surface helps protect soil from wind, rain, and running water. Residue can protect soil from erosion when crops are not growing in a field.

3. Grass Waterways—maintaining grass waterways in low areas where a high volume of runoff is possible will slow the speed of running water and allow for sediment to be kept in the field.

4. Cover Crops—cover crops allow protection for a field during times of the year when crops are not growing. Cover crops protect the soil from wind, rain, and running water.

5. Row Width/Direction—narrower crop rows will canopy sooner and allow for better protection of the soil. Crop rows that are planted perpendicular to slopes will decrease runoff and increase infiltration vs. rows that are planted in the same direction as the slope



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2016 Corn Emergence Study Demonstrates Importance of Uniform Emergence

For the 2016 testing season, Seed Consultants agronomists conducted an emergence study. The goal of the study was to simulate normal field conditions, monitor emergence, and determine yield differences that existed between plants that emerged at different times. For this experiment 5 hybrids were planted and tracked from emergence to maturity. Emergence was monitored every 12 hours from the time the first plant emerged. The field where the study was conducted experienced a period of cool wet weather between planting date (May 7th) and the date when plants first started emerging (May 16th). Emergence varied, with some plants emerging a day or two behind their neighbors and others as many as 6 days.

At the end of the growing season, all ears were weighed and yields estimated based on a 30,000 plants/acre population. Plants emerging as few as 2 days later than

neighboring plants showed a reduced yield potential of as much as 30 to 40 bu/acre. In one side-by-side situation (pictured left), one plant emerged 6 days behind neighboring plants. This plant was a runt, significantly behind the entire season, and did not produce a harvestable ear.



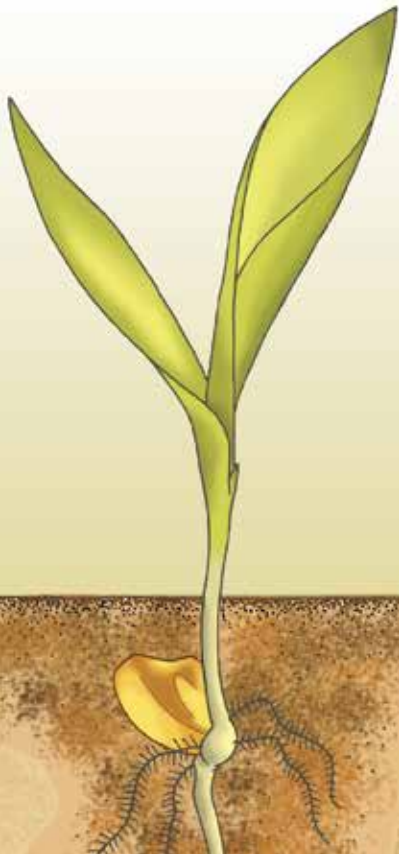
In the picture above the plant on the left emerged 6 days after neighboring plants and failed to produce a harvestable ear.

Uniform emergence provides plants with the ability to achieve high yields for several reasons. Plants that emerge at the same time will have the best chance of taking advantage of resources such as soil nutrients, sunlight, and soil moisture. When plants emerge uniformly, they develop uniformly and will pollinate at the same time. A delay of several days will result in a delay in pollination timing and means that late emerging plants may not pollinate all the ovules on the ear, resulting in a significant yield reduction.

In 2017, Seed Consultants' agronomists will repeat this study with some changes and additions. In addition to monitoring emergence, hybrids will be planted at varying seeding depth to demonstrate the importance of planting and seed placement in the furrow.

Tips for Achieving Uniform Corn Emergence

- | | |
|------------------------------|---------------------------------------|
| Uniform planting depth | Avoiding chemical damage to seedlings |
| Uniform seed-to-soil contact | Uniform soil moisture |
| Slower planting speeds | Planting high quality seed |
| Use of seed firmers | Correct planter down pressure |



2016 Seed Consultants' Yield Contest Winners

For the 2016 growing season, Seed Consultants customers entered into the Project 300 Corn Yield Contest, the Project 100 Soybean Yield Contest, and the Double-Crop Soybean Yield Contest. The purpose of the contest was to support and recognize growers who achieve high yields through sound management practices. Seed Consultants would like to recognize and congratulate the following growers for their winning yields:

2016 Project 300 Corn Yield Contest

Rank	Customer	Brand	Yield	City	State
1	Tim Bishop	SCS 1105YHR™*	239.9	Queenstown	MD
2	Laura Bishop	SC 11AQ15™*	239.02	Queenstown	MD
3	Don Jackson	SC 11AQ15™*	230.39	Camden	OH

2016 Project 100 Soybean Yield Contest

Rank	Customer	Brand	Yield	City	State
1	David Fisher	SCS 9385RR™*	88.53	London	OH
2	Don Vontress/Keth Beam	SCS 9328RR™*	82.03	Xenia	OH
3	Dan Uetrecht	SCS 9363RR™*	76.88	Clarksville	OH

2016 Double-Crop Soybean Contest

Rank	Customer	Brand	Yield	City	State
1	Terry Vissing	SCS 9385RR™*	71.25	Marysville	IN
1	Eldon Martin	SCS 9393RR™*	71.25	Worthington	IN
3	Tim Bishop	SCS 9412RR™*	51.67	Queenstown	MD

There is no cost to the grower to sign up for these contests. Anyone who is interested in signing up for the Project 150 Wheat Yield Contest, the Project 300 Corn Yield Contest, the Project 100 Soybean Yield Contest, or the Double-Crop Soybean Yield Contest should contact their Seedsman or visit: <http://www.seedconsultants.com/sci-yield-contest/>.





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SCI FINANCING

TWO Great Financing Choices for 2017

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.

GUIDELINES

- 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 2017.

Finance Plan	John Deere Financial	RABO
Purchase & Approval Date	Fixed 0%	Fixed 0%
February 2017	2.0%	2.0%
March 2017	1.0%	1.0%
April 2017	0.0%	0.0%
May 2017	0.0%	0.0%
In Season	0.0%	0.0%

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.



Congratulations!

2016 NCGA Yield Contest Winner

CHARLES HINKEBEIN

2ND PLACE - MISSOURI

SCS 1131YHR™*

271.2155 Bu/Ac • Irrigated

Jump on Early Cash Discounts

Seed Consultants offers opportunities to maximize seed cost savings through early cash discount schedule. SCI offers the following early cash discount schedule for the 2017 planting season. If you have any questions, please call the office at 800-708-2676.

Spring Seeding Cash Discounts

February 7.0%

March 4.0%

April 2.0%

Accounts Due Paid in Full:

August 1, 2017



**LIBERTY
LINK** 

Liberty



High-performing Genetics + Excellent Weed Control Real Yield

In the real world, weeds interfere with high yields. The good news is we've got that covered with high-performing genetics coupled with better weed control than Roundup® on tough-to-control weeds for high yields that deliver.

See the real yield story at BayerCropScience.us.



The SCI Bulk Soybean Bin Program

SCI began the bulk soybean bin program for several reasons. For starters, pro boxes cost \$700+ each. This price translates to more than \$14/unit of soybeans stored, assuming 50 units per box. (Actually \$17/unit if there are only 40 units per box.)

Pro boxes must be returned, cleaned and nested. And growers must provide a covered structure for storage, unload, and load boxes. The pro boxes eat up growers' storage space (equipment must be moved outside or to other buildings). Growers are also liable for damages to pro boxes.

An even bigger headache can be bulk bags.

The benefits of bulk soybean bins stack up. SCI currently has more than 150 bulk soybean bins on customers' farms. The majority are 521- bushel GSI bins with bean ladders. We are pleased with the bulk bin program, but believe many growers are missing out on the benefits.

THE TOP REASONS TO GO BULK BINS!

SAFETY Bins eliminate the need to climb in and out of seed tenders and seed wagons, untying bulk bags. Bins also eliminate the risk of straps tearing or bags teetering over. You cannot put a value on injury to a family member or yourself.

CONVENIENCE You can set the conveyor, pull under, turn on conveyor, open the bin door, and fill your seed tender.

LABOR SAVING One person can unload bins and fill seed tenders with little effort. Bulk bags, on the other hand, require at least two workers. Bulk bag pallets must also be returned and bags disposed of, and pro boxes must be nested for return, stored, and loaded.

COST EFFECTIVE The bins eliminate the need for additional storage buildings by growers, reduces manpower requirements at planting and the conveyor can also be used for other loading/unloading chores.

HOW CAN YOU PARTICIPATE?

- 👉 Contact your area seedsman and sign an agreement.
- 👉 Pour a pad
- 👉 Order beans, minimum 400 units/variety/bin
- 👉 Order early and take early delivery
- 👉 SCI provides the bin at no charge





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Between the Rows

Updates from Daniel Call, general manager

Over the past several years Regional Seed Companies have grown significantly in popularity with growers. Why have we seen this shift in popularity? The two primary reasons are equivalent yields and agronomics versus our competitors.

Based upon 3rd party yield results and National Corn Growers competition entries Seed Consultants has proven we can compete with anyone in the industry. Seed Consultants had our best performance year ever in 3rd party testing in 2016. Additionally, consider our 36 state winners and 4 national winners in the NCGA yield competition since 2008 and you

will see we have parity yield and agronomic performance with the industry.

These 2 principles, along with excellent customer service and strong local relationships are the principles which have allowed Seed Consultants to achieve significant growth in corn sales over the past several years. We continue to focus on selecting the hybrids best suited for our sales area. Using a narrow, targeted approach to testing and selecting hybrids, we select those best suited for our market footprint both for yield and agronomics. This enables Seed Consultants to have excellent performance in the

Eastern Corn Belt. This is where our products were bred and developed.

Seed Consultants will continue this product focus in the years to come. We have several new products to bring to your farm for the 2017 growing season. We believe these new releases will continue to allow Seed Consultants to hold our competitive position within the industry, and our outstanding performance on farm and in the NCGA yield contest.

Thank You for allowing Seed Consultants to be part of your farming operation.

Successfully,

Daniel Call
General Manager



DON'T MISS OUR WEEKLY EMAIL NEWSLETTER!

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.