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THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

IN MEMORIAM

Seed Consultants community saddened by sudden loss of Dan Fox

HELP YOUR SOIL TO WORK FOR YOU

Importance of pH in soil quality and yields

SOYBEAN CYST NEMATODE

Identifying issues early

FIELD DAYS ARE STILL SCHEDULED

A series of field days will still be held by appointment

Seed Consultants Community Saddened by Sudden Loss of Dan Fox



This spring, the Seed Consultants community was saddened by the sudden loss of Dan Fox, co-founder of Seed Consultants. "Dan was a driving force behind our growth and where Seed Consultants is today," commented Daniel Call, General Manager. Dan passed away unexpectedly on Tuesday, April 21, 2020. He was 58 years old and was a 1981 graduate of Sheridan High School and a graduate of Wilmington College.

Dan built many relationships throughout Ohio with his co-workers and customers and devoted his career to the seed industry and Ohio agriculture. He truly enjoyed his work and always said he wouldn't retire because he got to see his friends every day.

He will be greatly missed by his family, co-workers and friends throughout Ohio agriculture.

"Dan was respected and loved by all of us at Seed Consultants and will forever be remembered as a friend, mentor and leader. Dan's legacy will continue in everything we do."

Daniel Call, General Manager



Photo above courtesy of Ohio's Country Journal

On April 27, hundreds of family, friends and members of the agricultural community gathered in Perry County, Ohio to honor and celebrate the life of Dan Fox.





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HELP YOUR SOIL TO WORK FOR YOU

By Bill McDonald, CCA

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With the harvest of wheat, one might consider liming your soils to fix pH issues. Most plant nutrients are readily available at pH's in the range of 6.5 to 7.5.

Take a look at the red phosphorus symbol in the Nutrient Availability chart. A 60-bushel soybean yield requires 48 pounds of P_2O_5 and a 150-bushel corn yield requires 71 pounds of P_2O_5 . That is 115 and 136 lbs. of MAP respectively. Once pH's falls below 6.5 the availability of phosphorus declines rapidly. As the pH drops in the soil so will your yields.

Nutrient availability isn't the only thing affected by low pH. It also affects microbial activity and many soil chemical reactions.

In a situation where there is a pH of less than 5.8 the nitrogen fixing rhizobia bacteria found in your soil become less active. A 60-bushel soybean yield

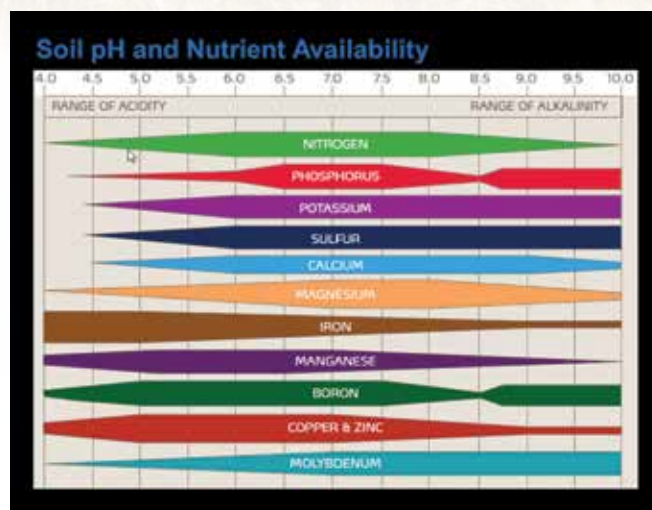


Photo Source: Purdue University.

requires 300 pounds of nitrogen. If the rhizobia bacteria that are involved in this process aren't on the job, then there is no way that your soybeans are going to reach their maximum potential.

I am often asked, "Do I use lime or gypsum to correct my pH?" An article put out by The Ohio State University explains it best. The key bullet points from this article entitled "Amending Soils with Lime or Gypsum" are:

LIMING

- Adjusts acidic soil pH which affects the availability of plant nutrients in the soil
- Increases biological activity favorable to plant growth including organic matter cycling resulting in nutrient turnover
- Supplies plant available calcium and magnesium
- Improves soil structure and tilth
- Reduces plant toxic concentrations of aluminum, manganese and iron that occur under acidic pH conditions

GYPSUM

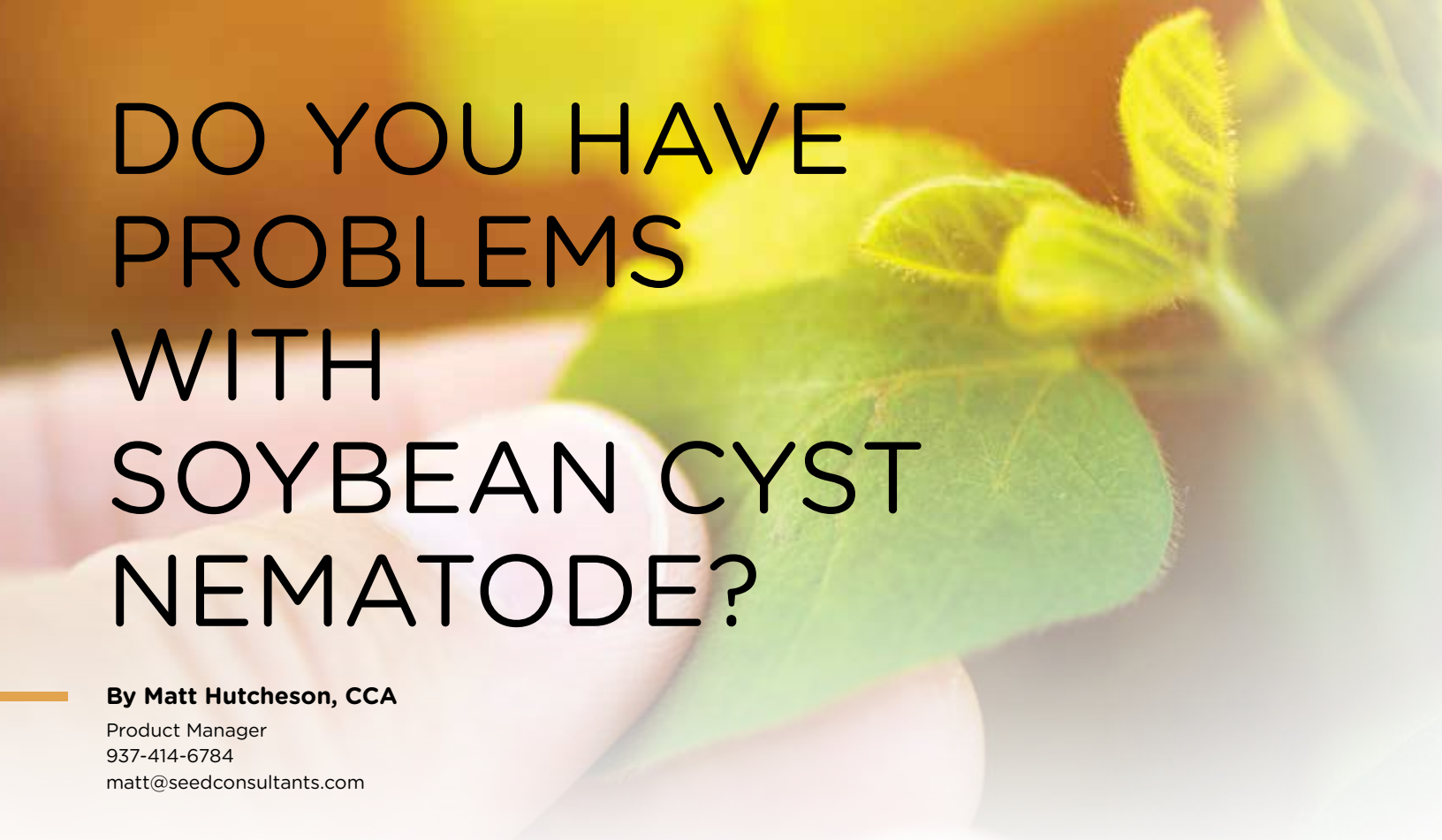
- Provides moderately soluble forms of sulfur and calcium that are plant available
- Most frequently used to reclaim sodic soils (not a condition seen in Ohio)
- Physical properties of some soils may be improved by the use of gypsum to reduce surface crusting through dispersion or soil particles
- Increases water infiltration at soil surface

Both products serve a purpose, but gypsum does not fix a pH problem. If, on the other hand you want calcium and sulfur, it's a good choice.

The Tri-State Fertilizer Recommendations for Corn, Soybeans, Wheat and Alfalfa which is published by Michigan State University, The Ohio State University and Purdue University recommends that we should correct our soil pH by liming when the pH in the sampling zone falls 0.2 to 0.3 pH units below the recommended level. Recommended pH levels for corn, soybeans and small grains ranges from 6.0 to 6.5. Alfalfa is 6.5 to 6.8. Refer to the Tri-State Fertilizer Recommendations guide for more detailed information.

**IF YOU WANT TO
MAKE THE MOST
OF THE NUTRIENTS
THAT YOU APPLY,
ALWAYS MAKE SURE
THAT THE PH IS
RIGHT.**





DO YOU HAVE PROBLEMS WITH SOYBEAN CYST NEMATODE?

By Matt Hutcheson, CCA

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Typically, soybeans may begin to show symptoms of Soybean Cyst Nematode (SCN) damage by July 1st. SCN is a parasitic roundworm that feeds on the soybean root system. The cyst stage of the nematode's life cycle is when the female nematode is

filled with eggs.

Cysts are visible throughout the summer on soybean roots and will appear as small, white, and lemon-shaped.

After the female matures, these cysts are hard to see. When trying to identify SCN presence on soybean roots, it is important not to confuse cysts with Rhizobium nodules (where N fixation takes place).

How can you determine if SCN is causing damage and yield loss to your soybeans? Injury symptoms include yellowing and stunting of plants. These symptoms may appear in patches of a field. These patches may grow from year to year; especially



Planting soybean varieties with resistance to SCN is critical in fields where the parasite is present.

in the direction a field is tilled. Symptoms may become worse when plants are under other stresses in addition to SCN injury and can be confused with other issues, such as nutrient deficiencies. Soil in fields where SCN damage is

suspected should be sampled and sent to a lab for analysis. The population level of SCN will determine the specific practices required to manage the problem.

Depending on the population level and the amount of damage being done, growers will have a few management options to consider. Planting soybean varieties with resistance to SCN is critical in fields where the parasite is present. Rotation away from soybeans to a non-host crop (such as corn) can also lessen the amount of SCN injury. In high population fields growers should rotate to a non-host crop for multiple years. It is also important to effectively control weeds, some of which can be SCN hosts as well. The following chart adapted from OSU Extension Fact Sheet AC-39-10 (<http://ohioline.osu.edu/ac-fact/pdf/0039.pdf>) lists other host plants of SCN.

OTHER HOSTS OF SCN	
Crop Plants	Weed Plants
Alsike clover	Hemp sesbania
Bird's-foot trefoil	Common and mouseear chickweed
Green beans, dry beans	Common mullein
Common and hairy vetch	Henbit
Cowpea	Milk and wood vetch
Crimson clover	Pokeweed
Crown vetch	Common purslane
Lespedezas	Spotted geranium
Pea	Wild mustard
White and yellow lupine	Purple deadnettle
Sweet clover	Field pennycress
	Shepherd's-purse

2021 CUSTOMER TRIP CANCELED

Out of an abundance of caution for those planning on attending our 2021 Customer Trip, and after diligent and thoughtful consideration, we have made the difficult decision to cancel the customer trip. The trip was originally scheduled for January

23-29, 2021 in Los Cabos, Mexico. We explored several options and decided the safest path forward was to cancel the trip for this year. We hope to continue with our trips in the future when it is safe for everyone to attend.

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Straight-goods 2,4-D choline for tank-mix flexibility. *Now a preferred partner with Liberty® herbicide to control resistant waterhemp and Palmer amaranth.*

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- Postemergence

3 Apply with confidence

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- Near-zero volatility*
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- Better handling characteristics*

*Compared to 2,4-D ester, amine and other traditional formulations

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LOOKING TO SEE OUR TOP PERFORMING HYBRIDS AND VARIETIES OUT IN THE FIELD?

During these unprecedented times, Seed Consultants is still committed to giving you the opportunity to experience our hybrids and varieties out in the field. Though they will be different than they have been in the past, a series of field days will still be held by appointment only throughout our territory. Be sure to contact your salesman for a field day near you! Can't make it out to one? That's ok too! We will also be filming and sharing plot tour videos later this summer and will be sharing those on social media. Stay tuned for more information to come!

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

16.5%.....	July
15.5%.....	August
14%.....	September
13%.....	October
12%.....	November
10%.....	December-January 5
9%.....	January
7%.....	February
4%.....	March
2%.....	April



FINANCING SEED CONSULTANTS, INC.

TWO GREAT FINANCING CHOICES FOR 2020-2021 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 John Deere Financial (800-433-8964) or RABO (888-395-8505), so the necessary paperwork may be completed with John Deere Financial &/or RABO.

JOHN DEERE FINANCIAL & 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 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%
July 2020	10.5%	10.5%
August 2020	9.5%	9.5%
September 2020	8%	8%
October 2020	7%	7%
November 2020	6%	6%
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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The spring of 2020 has been extremely variable throughout our footprint. Much like the spring of 2019, we have customers who had one of their best springs ever, and customers who did not complete planting season until long into the month of June.

Much like past years, we anticipate this variability will continue throughout the growing season. Fortunately, the product selections we have made over the past few years were tested and performed under the difficult, variable conditions many of you have faced already this season. We believe our lineup is positioned to perform well in this challenging environment. Just like it has over the past few seasons.

We are on the cusp of the 2021 sales year.

With this new year will come the launch of our strongest new lineup of corn and soybean varieties ever. These have shown a significant yield advantage over our current lineup during the past couple years of testing. Again, under very similar environmental challenges many of you have already faced in 2020.

We look forward to sharing these new products with you this summer and delivering them to your farm for the 2021 planting season. Stay tuned as we introduce this incredible lineup over the next couple months.

I ask that you have a safe summer in 2020!



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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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