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THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

ANYONE NEED ANOTHER INSURANCE POLICY?

Consider applying a fungicide

BE ON THE WATCH FOR CORN TAR SPOT

Management practices to prevent severe yield loss

2023 SEED CONSULTANTS CUSTOMER TRIP

Join us in Punta Cana

2022 SEED CONSULTANTS FIELD DAYS

Plan to attend a field day in your area

ANYONE NEED ANOTHER INSURANCE POLICY?

By Bill McDonald, CCA

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Once again, we have come to that time of the year when we need to consider applying a fungicide. Many consider this to protect the yield of a highly productive crop. There are some important factors to consider before making that investment.

- Field History
- Tillage Practices
- Fertility
- Crop Rotation
- Hybrid Resistance
- Presence of Disease
- Current and Future Weather Conditions
- Yield Potential
- Price of Grain

These factors need to be considered for both corn and soybeans.

I'm going to go into a little more detail on corn, not because I believe that it is more beneficial to apply fungicide to corn, but because we have trial results from the last two years on fungicide

applications made to corn.

The two foliar diseases that are usually cause the most damage in our trade area are Gray Leaf Spot (GLS) and Northern Corn Leaf Blight (NCLB). The new addition is Tar Spot, (See article by Jordan Bassler in this publication for more detail on Tar Spot). Our southern trade area has an added disease concern which is Southern Rust. These may not be the only diseases of concern, but they are our most common threats.

GLS, NCLB and Tar Spot will all survive our winters in residue, so if the weather conditions are favorable, they will show up the next season. Tillage, a good fertility program and crop rotation help, but aren't always enough to stop infestations. Hybrid resistance works in years when there are lighter infestations, but when the weather conditions are favorable – even that will not be enough. These are the times when an application of a fungicide makes sense.

GRAY LEAF SPOT

The lesions are somewhat rectangular in shape and do not cross the leaf veins that the arrows are pointing at. They will eventually fill the gap in between the arrows and will extend towards the tip of the leaf and/or towards the stalk.

If infections reach the ear leaf by VT and the variety planted does not have a high resistance rating or weather conditions are favorable for high infection rates, fungicide should be applied.

NORTHERN CORN LEAF BLIGHT

Northern Corn Leaf Blight has a cigar shaped lesion. Lesions are usually between 1 and 6 inches long. Growth of the lesion is not restricted by the leaf veins. They will cross over.

If this disease is present at tassel and there are rain events along with wind, this disease will spread quickly. The lesions will enlarge and even coalesce with will lead to premature death of the leaves.

This disease is more devastating than GLS.

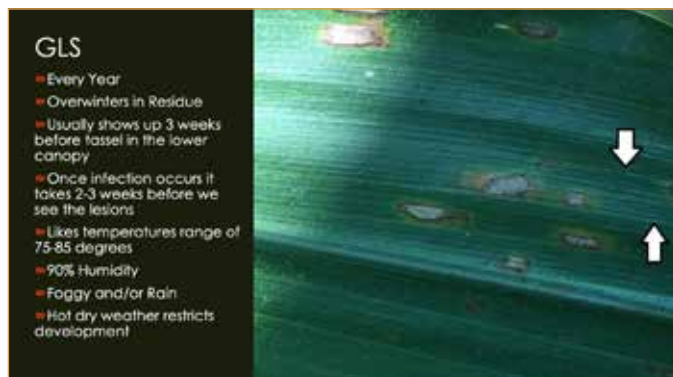
TAR SPOT

The brown is a secondary infection. The black splotches are the Tar Spot stromata. The stromata are circular in shape and have the appearance tar of being flung onto the leaf with a paint brush. The lesions are raised and can not be scratched off.

There is much to learn about this disease and varietal resistance.

Fungicide labels are being updated to state if they provide control and at what rates.

In 2020, we conducted a fungicide trial using 10 varieties. We replicated a plot four times. One



CONTINUED ON PAGE 4

replication was left untreated, one was treated with a fungicide at V5, one at R1 and the last was treated at V5 and R1. This was repeated in 2021.

Neither year showed the levels of infection that promoted an immediate need of an application of a fungicide, but I'm sure that the disease was present and was not presenting itself because in both cases the plots received rain and foggy nights shortly after our applications and the replications that did not receive an application got heavy infections.

In our study, we got positive results in both 2020 and 2021. In 2020 the results were unexpected. The biggest return in 2020 came

from the V5 application

but in 2021 we got the results that were more in line with what one would expect in most years. Normal expectation would be to have a yield bump at the V5 application, a much larger yield bump at R1 and a slightly larger yield bump with a V5 followed by a R1 application.

Example: If you get 5 bushel bump at V5 and 8 bushels at R1 you would expect and 10 to 11 bushel yield increase by applying fungicide at V5 and then again at R1.

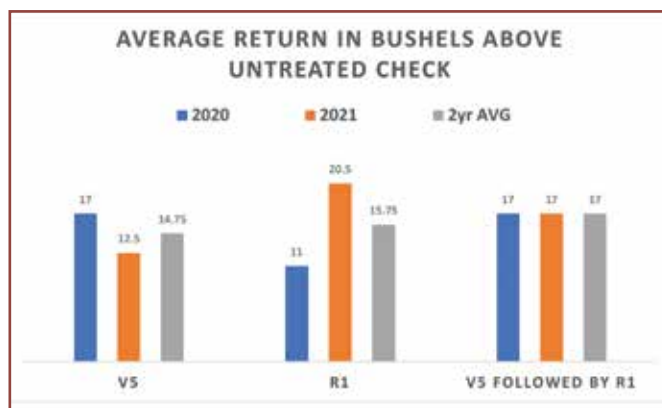
I am not going to try to predict what the price of corn will be at harvest or what it will cost per acre to apply a fungicide, but I will say that the fungicide applications that we made in 2021 had a positive ROI. The V5 and R1 applications in

2020 had a positive ROI but the V5 fb R1 in 2020 was close to a break even.

If corn prices hold and fungicide and application costs don't go through the roof, there will be a long list of farmers wanting

sprayed. This will be a bad year to procrastinate. You will be on the outside looking in. Better to plan for it and then cancel than to not plan and then find out that you need it.

Source: *A Farmer's Guide to Corn Diseases* / APS Press



EARLY CASH DISCOUNTS

Seed Consultants offers opportunities to maximize seed cost savings through an early cash discount schedule for the 2023 planting season.

CASH DISCOUNTS

16.5%.....August
14%.....September
13%.....October
12%.....November
10%.....December-January 10

8%.....January
6%.....February
4%.....March
2%.....April

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

FINANCING

SEED CONSULTANTS, INC.

TWO GREAT FINANCING CHOICES FOR 2022-2023

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 2023.

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.

	DISCOUNT SCHEDULE	
Finance Plan	John Deere Financial	RABO
Purchase & Approval Date	Fixed 0%	Fixed 0%
August 2022	8.5%	8.5%
September 2022	6%	6%
October 2022	5%	5%
November 2022	4%	4%
December - January 10, 2023	2%	2%
January 2023	0%	0%
February 2023	0%	0%
March 2023	0%	0%
April 2023	0%	0%
May 2023	0%	0%
In Season	0%	0%

BE ON THE WATCH FOR CORN TAR SPOT

By Jordan Bassler

Field Agronomist

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A “new” leaf disease named Tar Spot has shown up in Seed Consultants’ territory over the past several years with the potential to create severe yield loss. If you noticed black spots on corn leaves in your crop last season, it may have been Tar Spot. The disease has been confirmed in Iowa, Illinois, Indiana, Michigan, Ohio, Florida, Wisconsin and Pennsylvania.

First introduced to the United States in 2015, researchers from Iowa State University believe the disease was brought north from Mexico through storms. It was unknown at that time if the disease had the ability to overwinter due to Tar Spot needing a live host to exist. Since then, it has proven itself capable of staying in the fodder

and soil residue until the next growing season and creating more disease pressure. Tar Spot’s preferred environment is very humid conditions (at

least 85% humidity) and prolonged leaf wetness (7 hours and greater).

The disease is fairly easy to diagnose. Tar Spot looks literally like it sounds, small black spots on the leaves and in the most severe cases can move onto ear husks and plant stalks. Towards the end of the growing season, it sometimes can be mistaken for Common Rust after the rust pustules had died and turned black. Like Common Rust, Tar Spot will have a slight raised look and feel on the leaf.

One easy way to diagnose one over another is to wipe off the corn leaf. Common Rust pustules, no matter what time of year, will wipe off the leaf if simply scraped with your fingernail,



while Tar Spot will remain on the leaf. Another determining factor is the presence of “fish eyes” around the Tar Spots. The “fish eye” will be a tan or brown color surrounding the black Tar Spot lesion, like in the picture on page 6.

According to Michigan State University, during the 2018 season growers experienced yield losses of up to 50 bushels. Other agronomic concerns include premature dry down of total plant moisture, if harvesting for silage, and stalk lodging at the beginning of harvest season. Initial studies performed by Michigan State University indicate that some control or suppression can be had of Tar Spot if a fungicide is applied at Tassel or R1 Growth Stage, but not enough research

has been performed to give an exact estimate of return on investment.

Management practices for Tar Spot currently are crop rotation, residue management (baling/ removing corn fodder from field), selecting corn hybrids with a high tolerance to Tar Spot, and application of a fungicide. Seed Consultants agronomists have started collecting ratings on hybrids for resistance to Tar Spot. If you think you may have struggled with this disease in the past, talk with your Seed Consultants Representative or Seed Consultants Agronomist for help with selecting proper varieties with the highest tolerances.

For additional information on timing of fungicide application to maximize your return on investments, look for Bill McDonald’s article on Page 2.



PRODUCT USE GUIDE

Part of growing healthy crops is making sure they are protected with the right products. Visit the product page on our website to view our product use guide for information about insect control and herbicide tolerance to support technologies in our seed.





JAN. 21-27, 2023

2023 SEED CONSULTANTS CUSTOMER TRIP

PUNTA CANA DOMINICAN REPUBLIC

HARD ROCK HOTEL & CASINO PUNTA CANA

**SIGN-UP ONLINE NOW VIA THE LINK ON
WWW.SEEDCONSULTANTS.COM**

HARD ROCK HOTEL & CASINO PUNTA CANA

The Hard Rock Hotel & Casino Punta Cana is situated on pristine sugar white sands stretching 121-acres along Macao Beach in the Dominican Republic. Among the resort's many offerings are luxe accommodations, the signature Rock Spa, 18-hole Nicklaus designed golf course, iconic music memorabilia and a larger-than-life Vegas-style casino - the largest in the Dominican Republic, featuring Oro nightclub. Guests also enjoy 11 expansive pools, four swim-up bars, a kids pool and lazy river. A variety of gourmet dining options is available through the resort's nine restaurants.

- Hard Rock Hotel & Casino Punta Cana offers 1775 air-conditioned accommodations with private spa tubs and minibars. Rooms open to furnished balconies and overlook either the pools or gardens. Each guestroom is individually decorated and features premium bedding, satellite TV, coffee/tea makers and in-room safe. Bathrooms include separate bathtubs and showers, bathrobes, slippers, and designer toiletries.
- Guests can play rounds at the 18-hole golf course and enjoy other recreation facilities including 2 outdoor tennis courts, 11 outdoor swimming pools, health club and waterslide. The Hard Rock Hotel & Casino Punta Cana absolutely rocks. Surrounded by beautiful beaches, everything provided for you, immersed in Hard Rock's singular style, this one-of-a-kind resort is the place to be in the Caribbean.

Punta Cana Trip Package Includes:

- 7 Days, 6 nights accommodation in King Suites
- Breakfast, lunch, dinner, room service & snacks at your choice of 9 restaurants on property
- Alcoholic and non-alcoholic drinks, bottled water, specialty coffees and teas at all the food and beverage
- Private Welcome & Farewell Parties for SCI
- Round-Trip Airport Transfers
- Complimentary Wi-Fi in the public areas and guest rooms
- Mini-Bar Drinks
- Exercise facilities, daytime tennis courts, table games and scheduled stage shows
- All Taxes, Fees and Gratuities at the Resort

TRIP COST (Excluding Air):

- Single Occupancy: \$2,800.00 (1 Adult in a Room)
 - Double Occupancy: \$3,600.00 (2 Adults sharing a Room)
- Maximum capacity in a guest room is four regardless of age.*

AIR COSTS:

- Air is not included with the above trip costs, but must be booked through MTI Events in to order to attend the trip.
- If attendee wishes to check current airfare rates before registering and submitting the non-refundable deposit, they may call MTI Events at 913-438-2600 x 118. Hours are Monday – Friday, 9:00 AM – 5:00 PM EST. Airfare rates are subject to change until ticketed.
- After registration has been submitted and non-refundable deposit received, MTI Events will email the attendee with flight options and costs. There are no restrictions on fares or departure city.
- Attendee is responsible for any costs associated with flight changes.
- Airline points may be used to book airfare. Tickets must be booked directly with the airline. MTI has no control over frequent flier seat availability.

PAYMENTS:

- \$500 (per person) non-refundable deposit due after online registration and before air is booked.
- Full trip payment is due by Friday, November 5, 2022 and is non-refundable.

All checks should be for trip expenses only
and made payable to:

MTI Events • ATTN: SCI Punta Cana
10400 W. 103rd Street, Suite 10
Overland Park, KS 66214

Meeting Planner Contact Information:

Phone: 913-438-2600 • allyssa@mtievents.com
Hours: Monday – Friday 9A – 5P EST

SEED CONSULTANTS

2022 FIELD DAY SCHEDULE

Please join us at one of the following events in your area!

We will be adding additional Field Days this summer.
Check out SeedConsultants.com for the complete list!

WEEKDAY	DATE	TIME	LOCATION
WEDNESDAY	AUG. 17	NOON	Warner Seeds, Bradford, Ohio (between Greenville & Piqua on Rt. 36; south on Rt. 721; east on Panther Creek Rd.)
THURSDAY	AUG. 18	NOON	Washington C.H., OH
TUESDAY	AUG. 23	6:00 P.M.	Bob Brown, Chillicothe, Ohio (East of Chillicothe on Rt. 50; south on Lancaster Rd.)
TUESDAY	AUG. 23	6:00 P.M.	Customer Appreciation Event at Oley Valley Feed 143 Cleaver Road Oley, PA 19547
WEDNESDAY	AUG. 24	6:00 P.M.	Salem, Indiana
WEDNESDAY	AUG. 24	5:00 P.M.	Maria Stein Grain - 8115 Industrial Drive, Maria Stein, OH
THURSDAY	AUG. 25	2:00 P.M. & 6:00 P.M.	Productive Farm Products - 160 Farm View Rd, Schuylkill Haven, PA
FRIDAY	AUG. 26	10:00 A.M.	Zimmerman Ag Services LLC - 2151 Mt. Zion Rd, Lebanon, PA
SATURDAY	AUG. 27	10:30 A.M.	SCI Research Plot - Starlight, IN 47106
THURSDAY	SEPT. 1	6:00 P.M.	Bill & Bob Black - Lockbourne, Ohio
TUESDAY	SEPT. 6	6:00 P.M.	Fox Farm - 8379 State Route 204, Thornville, OH 43076
THURSDAY	SEPT. 8	6:00 P.M.	Camp Warsaw - 818 E. Main St., Warsaw, OH 43844
FRIDAY	SEPT. 9	10:00 A.M.	Mark Wolfe/Wolfe Warehouse - 12394 Bethlehem Clairbourne Rd., Richwood, Ohio
SATURDAY	SEPT. 10	10:30 A.M. CENTRAL	Mark Goffinet Farm - Tell City, IN 47586
SATURDAY	SEPT. 10	10:30 A.M.	United Equity - Route 66 half mile north of US 30, Delphos, OH
WEDNESDAY	SEPT. 14	6:00 P.M.	Clark Seeds - 956 Co Rd 204, Marengo, Ohio
THURSDAY	SEPT. 15	11:00 A.M.-3:00 P.M.	Allford Farm - 2207 Reber Road, Milan, PA
WEDNESDAY	SEPT. 21	10:00 A.M.- 2:00 P.M.	Big Valley Feed and Grain Customer Appreciation Day - 37 Young Ln, Belleville, PA
FRIDAY	SEPT. 23	8:00 A.M.-3:00 P.M.	The Agronomy Center - 12039 William Penn Hwy, Thompsontown, PA
SATURDAY	SEPT. 24	10:30 A.M.	Nathan Wilbert/Lykens Valley Roller Mill - 1088 Rutter Rd., Halifax, PA

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



DO YOU HAVE PROBLEMS WITH SOYBEAN CYST NEMATODE?

By Matt Hutcheson, CCA

Product Manager

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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 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



LEADER UPDATE

By Daniel Call, CCA

General Manager
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Like many springs in our footprint, this year has dealt us our share of weather challenges. As I write this note, about 15% of the corn and 25% of the soybeans remain unplanted in our market area. Lessons learned over the past 10 years, several with a similar spring rain pattern have shown us we still have the potential to harvest a very good crop in 2022.

As we complete planting, we need to immediately shift our focus to aggressive crop scouting this year. One lesson we have learned during recent springs is crop issues will be prevalent following planting season such as this year. However, many of the issues we will experience can be fixed if we catch the problem early and take immediate action to correct.

Plant diseases such as tar spot, northern corn leaf blight, gray leaf spot or frogeye leaf spot are very preventable with current fungicides that are on the market today. The return on investment of these products has the potential to be excellent taking into consideration our current commodity prices.

Weed control issues are going to be prevalent this year as well. Especially when you consider

the amount of rain we have had since some residual applications were made. We are all keenly aware we cannot let difficult weeds such as waterhemp, giant ragweed or marehail get ahead of us. Fortunately, we have the outstanding technology of Enlist E3™ soybeans which will allow us to correct these breakthroughs in crop. Please scout to find these problems early when the weeds are at a size on label. Make sure to read and follow the label so we can steward this technology for many years to come.

Lastly, scouting allows us to find nutrient deficiencies which may exist in specific fields or areas. It may be too late to make a correction for this growing season, but what we learn from scouting our fields this summer will help us make better informed fertility decisions in the following growing seasons.

Please take the time this summer to scout your crop as much as possible to stay ahead of potential issues which may develop. The lessons learned this year will help us be more prepared for the growing seasons to come.



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