

vol. 40

October 2015

# The Seed Consultant



A BI-MONTHLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

## 2015 Wheat Yield Contest Winners

For the 2015 growing season Seed Consultants customers entered into the Project 150 Wheat Yield Contest. The purpose of the contest was to support and recognize growers who achieve high wheat yields through sound management practices. Prizes for the winners include SC and Supreme EX brand seed credit. Below are the top two finishers in SCI's Project 150 Wheat Yield Contest:



**1st Place:**

**MARLON CORWIN**

**SC 1321™, 122.45 bu/ac**

*New Palestine, Indiana*



**2nd Place:**

**BEISER BROTHERS**

**SC 1325-15™, 121 bu/ac**

*Somerville, Ohio*

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/>

**Seed Consultants, Inc.**

**800-708-2676**

**[www.seedconsultants.com](http://www.seedconsultants.com)**

**Simply, the Best Value  
in the Seed Industry™**



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**WALK CORN FIELDS  
FOR PRESENCE OF  
EAR ROTS**

Receive best price  
when selling corn



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**2016 SCI  
CUSTOMER TRIP**  
Join us in Costa  
Rica



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**CELEBRATING  
25 YEARS**  
Growth and  
change in the  
seed industry



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**MAINTAIN GRAIN  
QUALITY**  
Proper storage  
conditions to  
maintain quality





## Walk Corn Fields for Presence of Ear Rots

Corn ear rot prevalence and severity varies from one year to the next, as well as field to field. Environmental conditions during the corn growing season of 2015 have played an important part in development of ear rot diseases. Hot dry conditions favor the development of Aspergillus ear rot. With cool, wet weather during silking, chances are greater for Gibberella ear rot to develop. These fungi that cause ear rots are a result of late season humidity and rain after pollination. Planting delays, slow drying conditions in the field, as well as stalk rot are factors that influence the development of these ear rots. There are several different types of ear rots however, four in particular have predominantly caused problems in the past and have appeared in 2015.

If any of the conditions listed are present during the growing season, walk the fields in question, and husk ears back to determine if ear rot is present. Harvest fields with ear rots first and thoroughly clean out the combine, so as not to contaminate with the better quality grain in the bins. This way you will receive the best price possible with no discounts when selling your corn.

### COMMON EAR ROT DISEASES

**ASPERGILLUS EAR ROT** shows as a light green or tan fungal growth on or between kernels. More common when the husk doesn't cover the tip of the ear in hot, dry conditions. With this ear rot, aflatoxin may be produced and be harmful as feed for livestock. Damage to kernels by insect feeding contributes to this ear rot occurring.

**DIPLODIA EAR ROT** has a grayish, white mold over the kernels and husk, starting at the base of the ear and working its way toward the tip. Dry weather before silks form with wet conditions after silking, leads to Diplodia infection. If infection occurs early whole ears will be rotten with lightweight kernels. Damage to the ear shank by earworms is often related to this disease. Caution is urged if affected grain is being fed to livestock.

**FUSARIUM EAR ROT** individual kernels or groups of kernels with a pink to purple color throughout the ear. Most common ear rot, present in most years. More frequent on damaged ear tips as well as kernels with insect feeding. Infection occurs from spores on corn residue moved by wind and rain to the ear. Dry weather favors the development of this disease.

**GIBBERELLA EAR ROT** reddish kernel discoloration beginning at the ear tip. More of an issue with cool humid weather during silking and up to three weeks later. Infection caused by spores of crop residue moved by wind and rain onto the ear. More severe infection from continuous corn as well as corn following wheat that was infected by Fusarium Head Blight. Disease usually affects part of the ear. Gibberella can produce two mycotoxins in the infected kernels that can be harmful to livestock especially swine. If this ear rot is present, have grain tested prior to feeding to determine mycotoxin levels.

# SCI'S 2016 CUSTOMER TRIP

## WESTIN GOLF RESORT & SPA PLAYA CONCHAL



### Guanacaste, Costa Rica

### January 22 – 28, 2016

Sign up online now via the link on  
Seed Consultants home page!  
[WWW.SEEDCONSULTANTS.COM](http://WWW.SEEDCONSULTANTS.COM)



#### The Westin Golf Resort & Spa Playa Conchal

- Located in Costa Rica's magnificent North-Pacific Riviera, nestled between lush forests and the sparkling azure waters of the Pacific Ocean.
- Spacious sleeping rooms with forest views and close proximity to the beach.
- All-inclusive food and drink at 8 restaurants.
- Huge lagoon-style pool area.
- Full-service spa and complimentary fitness facility.

#### The Costa Rica Trip Package Includes:

- 7 days, 6 nights accommodations at The Westin Playa Conchal.
- All-inclusive meals, snacks and beverages - beginning with dinner upon arrival and breakfast upon departure.
- Group activity to Palo Verde National Park for boat tour and lunch.
- Shuttle to Tamarindo for shopping or sightseeing.
- Transfers to and from the airport.
- Personalized baggage handling upon arrival and departure.
- All gratuities and taxes included.
- Air not included but must be booked with Seed Consultants.

#### Travel Documents:

All participants will be required to present a passport with at least 6 months validity from the last date of travel (July 30, 2016).

#### Meeting Planner Contact Information:

Phone: 800-233-8492

Email: [meetingplanning@pioneer.com](mailto:meetingplanning@pioneer.com)

Hours: Monday - Friday 9:00am to 5:00pm EST

#### Trip Cost (Excluding Air):

- Single Occupancy – \$2,850
- Double Occupancy – \$4,200
- Triple Occupancy – \$5,925

For any additional rooming rates, please contact the meeting planner.

#### Air Costs:

- Air is not included with the above trip costs, but must be booked with Seed Consultants in order to attend the trip.
- Airline points cannot be used for booking airfare.
- If attendee wishes to check current airfare rates before registering and submitting the non-refundable deposit, they may call the travel agent at 800-238-7668. When prompted, select DuPont then Group Travel options. Hours are Monday through Friday, 8:30am – 5:30pm EST. After registration has been submitted and deposit received, the travel agent will call the attendee with different flight options and costs. There is no restriction on type of fare or departure city.
- Seed Consultants will pay initial cost of air when it is booked. Attendee will be invoiced for the same cost.
- Attendee is responsible for any costs associated with flight changes.

#### Payments:

- \$500 (per person) non-refundable deposit due after online registration and before air is booked.
- Full trip payment is due by Friday, November 13, 2015, and is non-refundable.

All checks should be for trip expenses only and made payable to Seed Consultants.

Checks should be mailed to the follow address:

**SCI Meeting Planning**  
**P.O. Box 7005**  
**Johnston, IA 50131**

**Space is limited! Early reservations are recommended!**



# Seed Consultants Celebrates 25 Years in the Seed Business



Over the past 25 years, SCI has seen much growth and many positive changes. In 2000, the company built a state-of-the-art conditioning facility at its Washington Court House location with a cleaning capacity of one million units of soybeans and wheat. In 2001, SCI purchased the retail seed sales of Warner Seeds of Bradford, Ohio and entered into a long-term agreement with Warner Seeds for irrigated production of hybrid seed corn. The corn production arm, Warner Seeds and Dull Homestead, recently invested more than \$3.5 million in new construction and renovation of their seed corn plants. In 2009, SCI purchased an additional warehouse in Sabina, Ohio, gaining an additional 130,000 square feet of storage space.

SCI has remained focused on customer service, good business practices and values while continuing to grow the business. Seed Consultants was built on a foundation of honesty and ethical treatment of customers, and continues to live up to that legacy.

SCI has committed tremendous resources to determining where hybrids and varieties are best adapted and supplying customers with elite genetics that will perform on their soils. Seed Consultants corn, soybeans, wheat and alfalfa varieties are selected specifically for the eastern Corn Belt's unique soil types and growing conditions. Since 2008, SCI is the only eastern Corn Belt based seed company with four national and thirty-one state winners in the NCGA Yield Contest. On average, SCI annually plants more than 45,000 yield plots at seventy-five research locations throughout Illinois, Indiana, Kentucky, Maryland, Michigan, Ohio, North Carolina and Virginia.

According to Daniel Call, general manager, "Seed Consultants has experienced tremendous growth over our first 25 years. We are grateful to our customers and employees who have allowed us to experience this growth and we look forward to working with our customers over the next 25 years."





# The SCI Bulk Soybean Bin Program

SCI began the bulk soybean bin program eight years ago for several reasons. For starters, bulk 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.)

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

## Top 5 Reasons To Participate

### 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, especially at this time of year.

### 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 bulk 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.

### GROWER FRIENDLY.

100% satisfaction by growers. While not an official survey, we don't receive complaints about the bulk bin program.

### How can you participate?

- 🌾 Contact your area seedsman and sign an agreement.
- 🌾 Pour a pad
- 🌾 Purchase a multi use belt conveyor (40ft.)—eligible for Bulk Payback Program
- 🌾 Order beans, minimum 400 units/variety/bin
- 🌾 Order early and take early delivery



# Maintain Grain Quality Through Proper Storage

As producers across the Eastern Corn Belt get into their fields this fall, care should be taken to ensure proper handling and storage of grain. Proper storage and grain handling is necessary in maintaining the quality of the harvested crop. Any moldy grain or grain infested by insects from the previous year can contaminate grain harvested this season. Storage facilities and aeration equipment should be clean and in proper working condition.

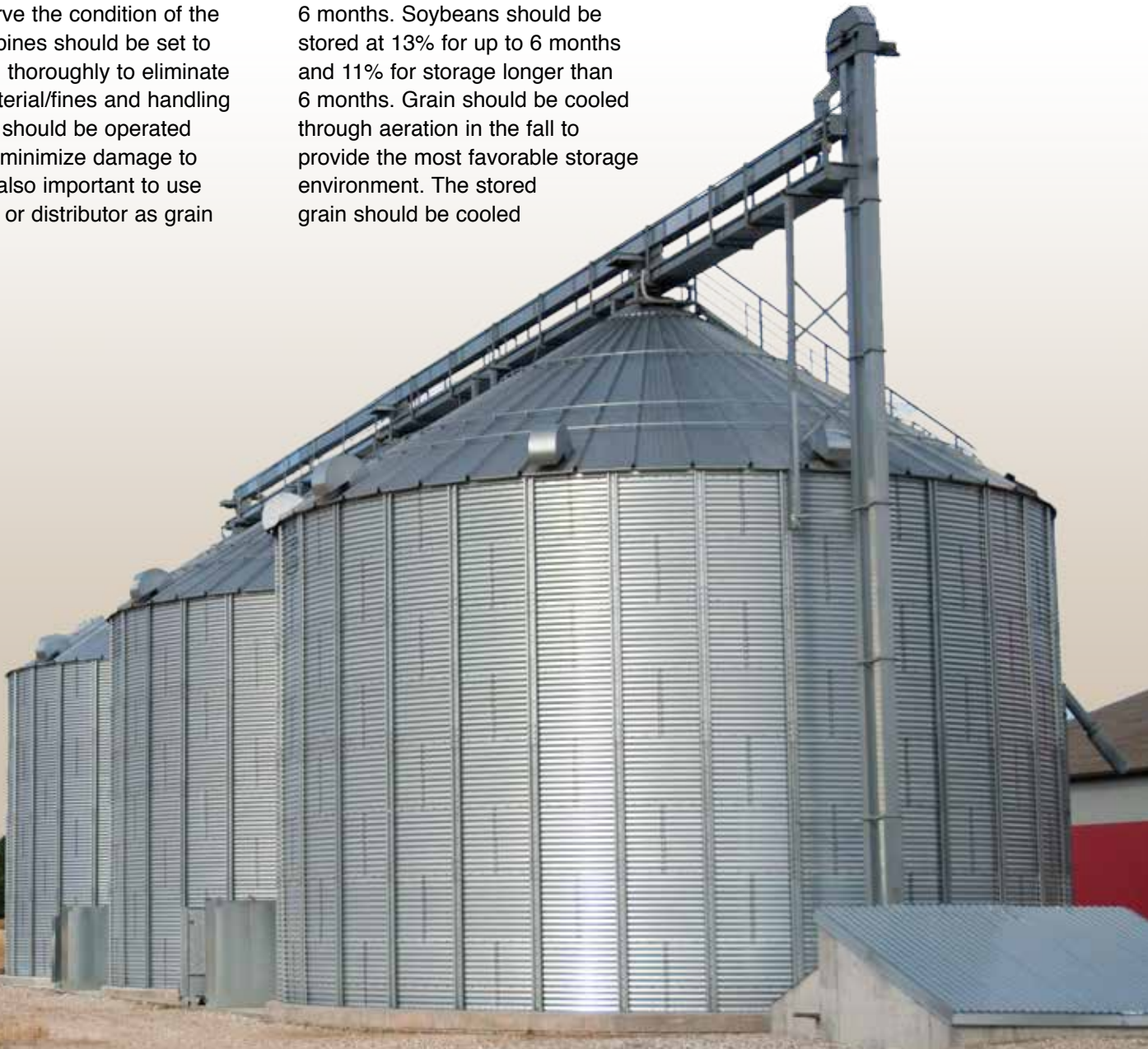
Harvesting equipment that is adjusted and operated correctly will also preserve the condition of the crop. Combines should be set to clean grain thoroughly to eliminate foreign material/fines and handling equipment should be operated in order to minimize damage to grain. It is also important to use a spreader or distributor as grain

enters the bin to evenly spread any fine materials remaining in the grain. Without a spreading device the fines will collect in the center of the bin and create aeration problems as well as a place for moisture to accumulate. Properly cleaned grain will minimize insect activity and allow for efficient air movement through the stored grain.

Grain should be stored at proper moisture content in order to maintain quality. Corn should be stored at 15% for up to 6 months and 13% for storage longer than 6 months. Soybeans should be stored at 13% for up to 6 months and 11% for storage longer than 6 months. Grain should be cooled through aeration in the fall to provide the most favorable storage environment. The stored grain should be cooled

gradually and evenly to 35-40 degrees F. This process will help maintain the condition of the grain and deter insect activity within the stored grain. Finally, it is important to monitor grain stored in bins at regular intervals to make sure that proper storage conditions are maintained, as well as grain quality.

**By Matt Hutcheson, CCA,  
Product Manager  
Phone: 937-414-6784  
[matt@seedconsultants.com](mailto:matt@seedconsultants.com)**







# FINANCING SEED CONSULTANTS, INC.



## THREE GREAT FINANCING CHOICES FOR 2015-16

**0% through John Deere Financial**

**Prime +3.15% 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.

### 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 2016.
- Applies only to seed purchases.

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	A	B	C
	John Deere Financial	John Deere Financial	RABO
Purchase & Approval Date	Prime + 3.15%	Fixed 0%	Fixed 0%
October 2015	13.0%	7.0%	7.0%
November 2015	12.0%	6.0%	6.0%
December - January 5, 2016	10.0%	4.0%	4.0%
January 2016	9.0%	3.0%	3.0%
February 2016	7.0%	2.0%	2.0%
March 2016	5.0%	1.0%	1.0%
April 2016	4.0%	0.0%	0.0%
May 2016	3.0%	0.0%	0.0%
In Season	0.0%	0.0%	0.0%



Seed Consultants Inc.  
P.O. Box 370  
648 Miami Trace Rd. S.W.  
Washington Court House, OH 43160  
USA

## Editorial Board

### Stuart Yensel

*director of sales and marketing*

740-505-0889 - Mobile

stuaryensel@seedconsultants.com

### Daniel Call, CCA

*general manager*

937-313-7421 - Mobile

danielcall@seedconsultants.com

### Bill Mullen, CCA

*director of agronomic services*

740-505-2022 - Mobile

bmullen@seedconsultants.com

### Matt Hutcheson, CCA

*product manager*

937-414-6784 - Mobile

matt@seedconsultants.com

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# Between the Rows *Updates from Daniel Call, general manager*

A great deal has changed in the seed industry in the 25 years since Seed Consultants was founded. It is incredible to think back over that time period and ponder the magnitude of the seed industry's metamorphosis. We have moved from conventional hybrids and varieties with one treatment option, to offering as many as five different trait options of the same hybrid, with up to three different treatment options on each of those products.

It would be extremely difficult to explain today's seed industry to a customer in 1990. It is difficult enough

as a person intimately involved to keep up with the fast paced change of the seed industry. Furthermore, envisioning seed and technology 25 years from now and how products will look at that time is impossible. We have no idea which pests, weeds, diseases, or yield-limiting factors we will be competing against in 25 years.

What has stayed consistent the past 25 years? Seed Consultants commitment to maintaining the foundation on which it was built. Seed Consultants was built on the principles of localized testing to select hybrids and varieties that are a fit for

our Eastern Corn Belt soil types and environments. We then market these genetics directly to the customer at a fair price. It is a very simple principle. That is what Seed Consultants has been since 1990 and that's what we expect to be over the next 25 years.

Seed Consultants intends to remain your top avenue for genetics, traits, technology, and success for the next 25 years. Our plan is to continue doing that the same way the company was built. Most importantly, Seed Consultants goal is to remain, "Simply, the Best Value in the Seed Industry."

## 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](mailto:matt@seedconsultants.com) or by signing up on our website at [www.seedconsultants.com](http://www.seedconsultants.com).

*Daniel Call*

