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October 2017

The Seed Consultant



A BI-MONTHLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

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. This article will discuss a few tips for maintaining the quality of stored grain after harvest. It is critical to start with both a clean bin and handling equipment. 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

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Seed Consultants, Inc.

800-708-2676

www.seedconsultants.com

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



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Wheat yield contest winners



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Join us in Hawaii in January, 2018



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WHEAT CHOICES

The SCI wheat line-up for your planting season

Project 150 Wheat Yield Contest Winners

Each year Seed Consultants holds yield contests for corn, soybeans, and wheat. Seed Consultants, Inc. yield contests are designed to support the development and use of management practices that help growers achieve higher yields. The 2017 Project 150 Wheat Yield Contest winners are below. Congratulations to the winners and thanks to all who participated!

FIRST PLACE

Beiser Brothers Somerville, OH
SC 13S26™ brand • 135.13 bu/ac



SECOND PLACE

Beiser Brothers Somerville, OH
SC 13S37™ brand • 123.89 bu/ac



Maintain Grain Quality... *continued*

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

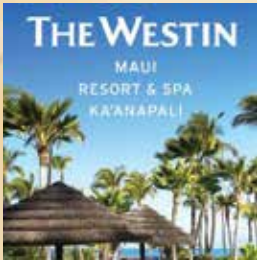
months and 11% for storage longer than 6 months. Grain should be cooled through aeration in the fall to provide the most favorable storage environment. The stored grain should be cooled gradually and evenly to 35-40 degrees F. This process will help maintain the condition of the grain and deter insect 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.

SCI 2018 CUSTOMER TRIP

THE WESTIN MAUI RESORT AND SPA KA'ANAPALI BEACH

Maui, Hawaii • January 19-26, 2018

Sign-up online now via the link on Seed Consultants home page!
WWW.SEEDCONSULTANTS.COM



The Westin – Maui Resort & Spa Ka'anapali
Overlooking the cobalt-blue waters of the Pacific Ocean, The Westin Maui Resort & Spa on legendary Ka'anapali Beach is the perfect island resort for your next Hawaiian vacation. With its beachfront setting, magnificent aquatic playground with five pools, lush gardens, world-class dining in oceanfront restaurants and variety of cultural programs this Maui hotel appeals to everyone.

Maui Hawaii Trip Package Includes:

- 8 days - 7 nights accommodations at The Westin Maui Resort and Spa
- Transfers to and from the airport
- Breakfast buffet for two
- Group Luau Dinner
- High Speed Internet Access in guestroom and public areas
- Luggage portage & gratuities at airport and hotel
- Daily maid gratuity
- Shuttle service to Lahaina
- Air not included but must be booked with Seed Consultants.

Travel Documents:

Citizens of the US traveling to Hawaii via airplane do not need to bring a passport with them. But you will be required to present a valid form of photo ID in order to board an airplane. If you plan on traveling outside of the country after your stop in Hawaii, you will need your passport.

Meeting Planner Contact Information

Phone: 800-233-8492
Email: meetingplanning@pioneer.com
Hours: Monday - Friday 9:00am to 5:00pm EST

Trip Cost (Excluding Air):

- Single Occupancy: \$3,325
- Double Occupancy: \$4,000
- Triple Occupancy: \$5,250

For additional rooming rates, please contact Dawn Vis at meetingplanning@pioneer.com.

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 10, 2017 and is non-refundable.

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

Checks should be mailed to the following address:

SCI Meeting Planning - Dawn Vis
P.O. Box 7005
Johnston, IA 50131

Space is limited! Early reservations are recommended!

Addressing Horsetail Issues This Fall

Great weed control starts in the fall and continues into the next crop with multiple modes of action. The first step into eradicating horseweed, also known as maretail, from your fields starts as soon as harvest begins. Horseweed can act like a winter or summer annual and they are up in your fields right now. The best way to control this persistent, glyphosate resistant weed is in the fall and the most economical way to do that is with products that contain a combination of 2, 4-D and dicamba.

Some will recommend that a residual be used in combination with 2,4-D and dicamba but in my experience your best bet is to use a good residual in front of soybeans in the spring.

I would also suggest that while you are out there clearing your 2018 crop of horseweed, you should also target the pesky chickweed. Chickweed can be a real pain in the spring as it prevents the ground from warming up or drying out in a timely fashion. It also gives your row cleaners fits.

Combinations of 2,4-D and dicamba don't work that well on chickweed but the addition of a fully loaded glyphosate will take care of that. I say fully loaded because the surfactants in the glyphosate make the 2,4-D and dicamba work better.

Additional weeds can also be cleaned out with this application, including annual Bluegrass, Shepherd's purse and Purple Deadnettle as well as others, most of which make a perfect habitat for that first flight of Cutworms in the early spring.



Bill McDonald, CCA
Director of Agronomic Services
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FINANCING SEED CONSULTANTS, INC.

TWO GREAT FINANCING CHOICES FOR 2017-18 1% THROUGH JOHN DEERE FINANCIAL 1% 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 2018.

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 1%	Fixed 1%
October 2017	7.5%	7.5%
November 2017	6.5%	6.5%
December - January 5, 2018	4.5%	4.5%
January 2018	3.5%	3.5%
February 2018	2.5%	2.5%
March 2018	1.0%	1.0%
April 2018	0.0%	0.0%
May 2018	0.0%	0.0%
In Season	0.0%	0.0%

SCI 2017 Wheat Varieties

Wheat profitability in 2017 will depend upon many factors from planting to harvest. Selecting the best variety is the first step for a successful crop in your fields. When selecting the right variety one needs to include the variety's characteristics of maturity, winter hardiness, test weight, yield potential, and good agronomics with disease tolerance/resistance.

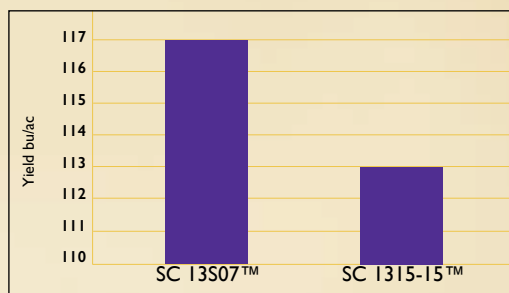
Throughout OH, IN, IL, KY, and MI, Seed Consultants conducts on-farm testing of the different wheat varieties as well as planting its own Replicated Research Wheat Plots. SCI participates in university's Wheat Performance Trials as well. We test existing varieties and new lines to help you make the right selection for your area.

SC 13S07™ brand NEW

Maturity: Medium Early

- Fhb1 Gene—Type II Scab Resistance
- Outstanding head scab resistance with top-end yield potential
- 12th in 6 location summary of 2016 SC Replicated Testing; 117bu/acre
- Excellent standability
- Excellent early variety for double-crop acres
- Patent Pending

2016 Summary of SC Replicated Testing—18 yield plots, 6 locations

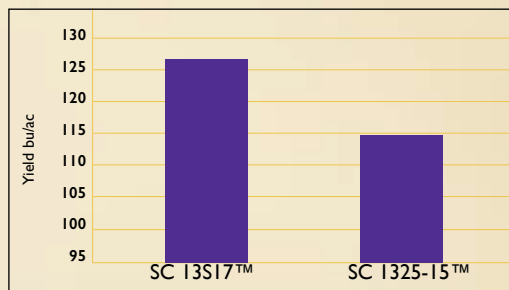


SC 13S17™ brand NEW

Maturity: Medium

- Fhb1 Gene—Type II Scab Resistance
- Outstanding defensive characteristics, but responds to intensive management
- Exceptional test weight
- Strong adaptation to OH, IN, and KY growing conditions
- Patent Pending

2016 S. OH Replicated Testing Locations—9 yield plots, 3 locations

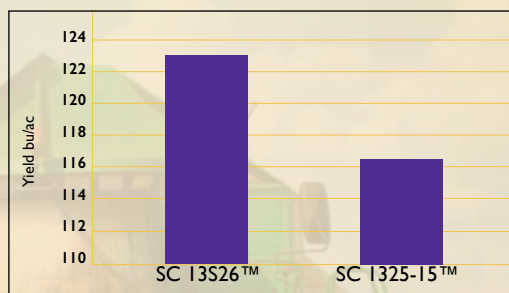


SC 13S26™ brand

Maturity: Medium

- Fhb1 Gene—Type II Scab Resistance
- 2nd in 2016 Summary of Replicated testing; 122.5bu/acre
- Exceptional test weight, standability, and winter hardiness
- Very good Leaf and Glume Blotch resistance
- Very good tillering and strong early growth
- Medium height variety that produces quality straw
- Patent Pending

2016 Summary of SC Replicated Testing—18 yield plots, 6 locations

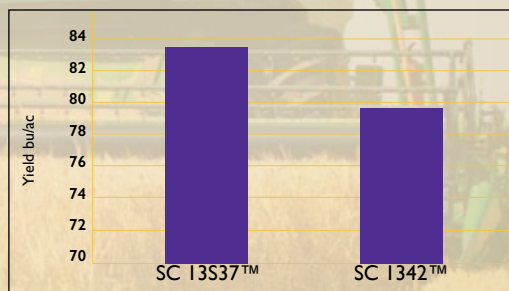


SC 13S37™ brand NEW

Maturity: Medium Late

- Fhb1 Gene—Type II Scab Resistance
- Replacement for SC 1342™ with improved test weight and scab resistance
- Smooth head and medium-tall height for exceptional straw
- Outstanding stripe rust tolerance
- Strong eastern Corn Belt adaptation
- 3.7 bu/acre advantage over SC 1342™ in eastern Corn Belt testing
- Patent Pending

2016 Summary of SC Replicated Testing—18 yield plots, 6 locations



Product performance is variable and depends on many factors such as moisture and heat stress, soil type, management practices and environmental stress as well as disease and pest pressures. Individual results may vary.

Between the Rows

*Updates from Daniel Call,
general manager*



What an exceptional start to our 2018 sales year! Attendance this summer at our customer kickoff meetings and field days has again been at record numbers. Our customers and prospects are excited to hear the message we have to share about our new product lineup for 2018. Additionally, customers are also interested to hear we are continuing to support them with our outstanding replant program.

Seed Consultants is excited to bring the following benefits to our customer's farms:

- Varietal Selection: Eastern Corn Belt developed and tested hybrids and varieties.
- Extensive replicated testing in the Eastern Corn Belt: Greater than 45,000 yield plots in our market footprint.
- Outstanding Replant Program: Continue to offer up to 100% replant on both corn and soybeans for 2018. We held our replant program the same as previous years even after the excessive replant season of 2017.
- Direct Sales Model: Eliminate the middle man and pass the savings on to our customers.
- Outstanding seed treatment options: Offering the best fungicide seed treatment options in the industry. Protecting your seed investment and allowing you the best opportunity for optimum stand establishment.
- Latest Technologies: Offering our customers a complete lineup of industry leading seed technologies; while still offering a complete lineup of conventional/non-gmo products.
- Reasonable Pricing: Offering our complete lineup at everyday farmer-friendly prices.

We are excited to bring these important benefits to your farm for 2018. We thank you for allowing Seed Consultants to work with you over the past 27 years. Seed Consultants looks forward to continuing to bring value and success to your operation for years to come. Let us show you why we are, "Simply, the Best Value in the Seed Industry™."

*Successfully,
Daniel Call*



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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.



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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. Genuity®, Roundup® and Roundup Ready 2 Yield® are registered trademarks of Monsanto Technology LLC used under license. 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 herbicides will kill crops that are not tolerant to glyphosate.

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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