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THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

MANAGING STALK QUALITY AT HARVEST

Standability and stalk cannibalization

MAINTAIN GRAIN QUALITY THROUGH PROPER STORAGE

Proper storage and grain handling

TAKE TIME FOR A "PINCH TEST"

Sugar production for grain development

LEADER UPDATE

Durability of products overcome environmental challenges



MANAGING STALK QUALITY AT HARVEST

By Jordan Bassler

Field Agronomist

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After the 2019 growing season, harvest will not necessarily follow planting date. Growing seasons with excess water tend to create different harvest environments. Stalk quality will vary with excess nutrient application and uptake. The main concerns

after having a growing season like many of us have had in 2019, is stalk quality, standability, and stalk

cannibalization. The main nutrient that effects these three key concerns is potassium.

Potassium's role in crop production in managing water movement and carbohydrate production within the plant. Soils that are deficient in

potassium tend to have lower yield due to restricted root growth and the plants ability to handle drought stress. Later in the growing season or at harvest, if the soil and/or plant is deficient in potassium, it will move potassium or cannibalize

To manage potassium deficiency and stalk quality at harvest, the best route to take is scouting.

the lower portion of the plant and move the nutrient to top portion to allow of the highest possible yield. As a result, potassium moved from the base of the plant to top portion will cause stalk weakness and potentially lodging if the field is not managed at harvest correctly.

To manage potassium deficiency and stalk quality at harvest, the best route to take is scouting. Walk your fields and feel or pinch the base of the stalk. A spongy stalk is a sign of poor stalk quality or health. A firm stalk means total stalk health is probably sufficient at that point regarding potassium deficiency. Consider harvesting fields with marginal stalk quality earlier than normal to save yield loss from lodging or plants falling over. Some corn hybrids naturally have higher stalk quality at harvest due to genetics, but if potassium levels in your soil are not correct, there is little that can be done at harvest to correct the deficiency. Walking your fields and scouting ensures you will catch any potassium deficiency and can still have the highest possible yield. Happy harvesting!



EARLY CASH DISCOUNTS

Seed Consultants offers opportunities to maximize seed cost savings through an early cash discount schedule for the 2020 planting season.

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

CASH DISCOUNTS

13%	.....	October
12%	.....	November
10%	.....	December-January 5
9%	.....	January
7%	.....	February
4%	.....	March
2%	April



The next generation of seed corn products to unlock yield potential

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Proprietary technology, proven protection

Qrome® products feature proprietary molecular-stack technology utilizing proven insect protection and dual modes of action to defend against above- and below-ground pests. This innovative trait stack is compatible with a broad range of elite germplasm available only from Corteva Agriscience™. With Qrome products, growers get hybrids with strong agronomics and disease resistance plus advanced pest protection to maximize on-farm performance.

The key to unlocking yield potential

- Unique molecular technology plus top-performing germplasm
- 4-7 bu/A advantage over legacy products
- Superior control of corn rootworm
- The most advanced technology for above- and below-ground insect protection
- Efficient trait integration technology: bringing advanced hybrids to market faster

Defense against



European corn borer



Southwestern corn borer



Black cutworm



Fall armyworm



Corn earworm



Western corn rootworm



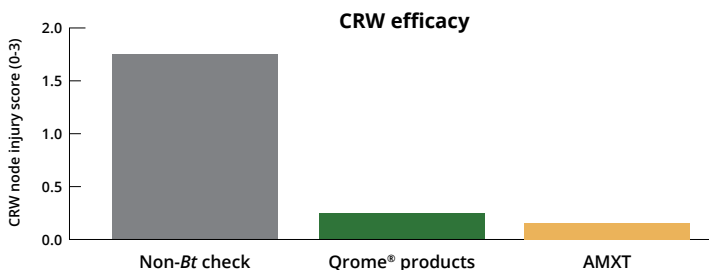
Northern corn rootworm



Mexican corn rootworm

Superior insect control

In multi-year testing, Qrome® products showed insect efficacy similar to products containing the original high-performing Herculex® traits. Both CRW protection technologies had excellent CRW protection efficacy, with average CRW node injury scores significantly lower than the non-protected check. The average CRW node injury score over the 3-yr study was 0.26 products with Optimum® AcreMax® XTreme insect protection and 0.32 for Qrome® products.



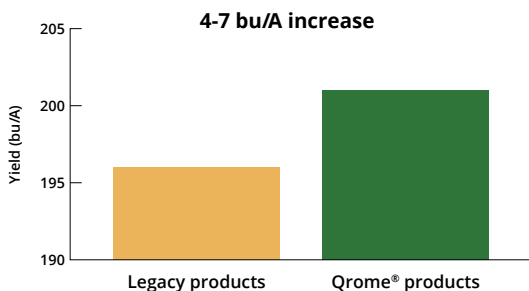
2014-2016 across all three years of the study, a total of 24 locations had moderate to high CRW pressure (0.75 - 3.00). The average CRW node injury score of the CRW non-protected check was 1.63 across these 24 locations with ~1700 observations/treatment.

Oleson, J.D., Y. Park, T.M. Nowatzki, and J.J. Tollefson. 2005. Node-injury scale to evaluate root injury by corn rootworms (Coleoptera: Chrysomelidae). J. Econ Entomol. 98(1): 1-8.

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Qrome products deliver an unrivaled combination of top-tier genetics, strong defensive traits and advanced seed treatments to help growers achieve higher productivity. In extensive research testing across a broad range of genetic platforms, Qrome products have shown significant yield improvement over legacy technology.



Source: 2015-2017 DuPont Pioneer corn rootworm research trials.

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Get the latest and greatest in corn sooner

The proprietary molecular stack technology in Qrome products offers improved integration across a broader range of germ-plasm, enabling more high-performance product options for growers. This more efficient breeding process helps bring new and better products to growers, faster.



Hybrid with
Qrome® technology

Non-Bt hybrid

Corteva Agriscience™ corn rootworm research trial; Johnson, Iowa.



Qrome® products are approved for cultivation in the U.S. and Canada. They have also received approval in a number of importing countries, most recently China. For additional information about the status of regulatory authorizations, visit <http://www.biotradestatus.com/>

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MAINTAIN GRAIN QUALITY THROUGH PROPER STORAGE

By Matt Hutcheson, CCA

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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

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 a proper moisture 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 Fahrenheit. 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.



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October 2019	7%	7%
November 2019	6%	6%
December - January 5, 2020	4%	4%
January 2020	3%	3%
February 2020	2%	2%
March 2020	0.0%	0.0%
April 2020	0.0%	0.0%
May 2020	0.0%	0.0%

TAKE TIME FOR A “PINCH TEST”

By Bill McDonald, CCA
Director of Agronomic Services

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With the unusually wet conditions that we planted in, we created a lot of compaction issues. The tight soils restricted root development and even though we applied enough nitrogen the restricted roots, in combination with heavy rainfall leaching it away, had trouble getting to it. Nitrogen wasn't the only nutrient that we saw lacking during the season. We also saw potassium and sulfur deficiencies. Anytime a plant's system is stressed we create a situation where we aren't producing sugars to feed the developing grain.

If we don't have enough sugars stored in the leaves or leaf diseases such as GLS and/or NCLB have limited the access to the sugars stored in the leaves, the next step is to pull it out of the stalk. Cannibalization is often misdiagnosed as stalk rot. I recently dug roots out in some fields and the plants had smaller than usual root masses and in

combination with the dry weather that we've been having during grain fill, the plant was pulling the starches and sugars from the stalk and creating some weak stalks.



Another problem that stress opens the plant up to is disease and even though the variety is resistant to a certain stalk rot, in its weakened condition some stalk rots will get in. Take a little time and pinch the lower stalks in between the nodes to see if there is potential for lodging.

Hopefully we'll have a dry harvest. Our roots aren't large enough or deep enough to hold stalks upright if we have a lot of rain. So, with the potential of stalk and root lodging, the last thing that we want to do is use our fields as grain bins. Everyone will be much happier if we can harvest standing corn.



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HYATT ZILARA ROSE HALL

Tucked between the sapphire waters of the Caribbean Sea and the verdant peaks of the Blue Mountains, Hyatt Zilara Rose Hall in Montego Bay, Jamaica, offers an adults-only escape with boundless luxury.

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- Private Farewell Party for SCI
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- Exercise facilities, daytime tennis courts, table games and scheduled stage shows
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TRIP COST (EXCLUDING AIR) AT HYATT ZILARA ROSE HALL:

- Single Occupancy: \$3,090
- Double Occupancy: \$3,995

Occupancy of the same room by more than 2 adults is not allowed. All guests must be 18 years old and older. For additional rooming rates, please contact Sarah Walsh at sarah@mtievents.com.

A limited number of rooms are held for guests wanting to bring children at the Hyatt Ziva Rose Hall. Please call for pricing.

AIR COSTS:

- Air is not included with the above trip costs but must be booked through MTI Events in 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 8, 2019 and is non-refundable.

Meeting Planner Contact Information:

Phone: 800-826-3464

Hours: Monday – Friday 9A – 5P EST
sarah@mtievents.com

Space is limited! Early reservations are recommended!

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

Checks should be mailed to the following address:
MTI Events • ATTN: SCI Jamaica
10400 W. 103rd Street, Suite 10
Overland Park, KS 66214



LEADER UPDATE

By Daniel Call, CCA
General Manager

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What an incredible growing season 2019 has turned out to be. Starting in January we have broken weather records throughout the year – record cold, followed by record rainfall, followed by record preventative planted acres. Now some areas are experiencing record low rainfalls as the growing season moves forward into what will likely be a record late harvest for many.

Through these obstacles, I am amazed at the resiliency of our customers. Even though spring plans were changed many times during the growing season, our customers still found ways to adjust and strive to get as much out of the 2019 growing season as possible.

I am also amazed at the durability of the products we have to bring to your farm. From seed treatments and trait offerings to resilient genetics, modern hybrids and varieties can adapt and overcome many of the environmental challenges we inevitably will face.

Without question, we will continue to endure difficult springs and growing seasons much like 2019. Seed Consultants focus has always been identifying and selecting products bred and engineered to handle these difficult growing seasons. We will protect these genetics with the best seed applied products available to defend your investment from whatever the environment delivers yearly.

As we look to the future, I am extremely optimistic about the ability of our products to adapt to our unpredictable environment. These products, in combination with our customer's strong determination to adjust to the yearly weather challenges will ensure success long term.

With the busy season right around the corner, I ask everyone to have a safe harvest in 2019. Please take extra time to be careful this fall during the harvest rush.



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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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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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