



THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

MAINTAIN GRAIN QUALITY THROUGH PROPER STORAGE

Bin management key to profit margins

WHY FALL BURN DOWN

Using multiple modes of action for extended weed control

HARVESTING DROUGHT STRESSED CORN FOR GRAIN

Harvest at high moisture to limit seed damage

BEST WISHES & THANK YOU

Elston Sayers retires as District Sales Manager for Seed Consultants

MAINTAIN GRAIN QUALITY THROUGH PROPER STORAGE

By Matt Hutcheson, CCA

Product Manager

937-414-6784

matt@seedconsultants.com

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 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.

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.

Finance Plan	DISCOUNT SCHEDULE	
	John Deere Financial	RABO
Purchase & Approval Date	Fixed 0%	Fixed 0%
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%

WHY FALL BURNDOWN?

By Bill McDonald, CCA

Director of Agronomic Services

740-837-0364

bill.mcdonald@seedconsultants.com

With the adaptation of Enlist E3® soybeans, why would one ever consider a fall burndown program? I can think of a couple reasons.

1) Insects like the Cutworm Moth. When spring arrives, these moths are looking for a place to lay eggs. Fields that are full of winter annuals is a perfect place to do that.

Farmers that plant traited corn do not have as much of a concern with this as those that do not plant traited corn. My issue has always been that the larvae still must eat on the corn plant before it will die. A single moth will lay 1,000 or more eggs, that is a lot of bites taken out of a plant and they create an entry wound for infections of various diseases.



Black Cutworm Moth
University of Minnesota Extension

2) It is a well-known fact that fields will stay cooler and wetter longer into the spring if they are green with weeds like chickweed, deadnettle and marestail.

The problem with winter annuals is the longer they are left alive in the field, the harder they are to deal with. Chickweed left too long becomes a nightmare to plant in to and once a marestail bolts it is much harder to get completely killed.

Another weed that has become problematic is Annual Bluegrass. However, fall applications of glyphosate will take care of that problem.

Products that contain glyphosate, dicamba and 2,4-D work well on perennials such as dandelion and Canada thistle. Those products also work well on the winter annuals that give us bad dreams in the spring.

Fall control is always the best time and probably the least costly time to control perennials and winter annuals but sometimes mother nature will not let that happen.

When Mother Nature keeps you out of the fields in the fall, then either Enlist Duo® or Enlist One® would be an excellent option to use once spring arrives. If you are planting Enlist E3® soybeans, you will not have to wait to plant soybeans. Why do I specifically say one of the two Enlist E3® products? Simply put, because you can use the recommended rate of one quart of Enlist One® or 4.75 pints of Enlist Duo® which will give you the equivalent of one quart of 2,4-D choline. If you choose to use 2,4-D LV6, the maximum amount of product that you can use ahead of planting soybeans is 1.33 pts and you would have to wait 15 days before planting. I'm not great at math but I do know that 1 quart is equal to 2 pints and that 2 pints is more than 1.33 pints. What rate is going to



Winter annual

work best especially if I'm going after marehail that have already bolted?

Another thing to consider is if you are using a residual product ahead of planting your Enlist E3® soybeans to either hold off or eliminate a post application. A lot of those types of products need to be applied ahead of soybean emergence. Do you want to apply your glyphosate, 2,4-D and residual and then wait 15 days with the hope that it isn't raining on day

15, or would you rather spray your burndown plus residual and plant immediately? Or, you could plant your soybeans and then spray your burndown plus a residual over top? No waiting! No fear of crop injury or rain delays!

The use of multiple modes of action, at recommended rates, is strongly encouraged to help extend the life of the Enlist® weed control system. This is a great tool in our toolbox. Let's try to preserve it.

EARLY CASH DISCOUNTS

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

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

CASH DISCOUNTS

13%.....	October
12%.....	November
10%.....	December-January 10
8%.....	January
6%.....	February
4%.....	March
2%.....	April

A large green combine harvester is shown in the process of harvesting a cornfield. The machine is moving from left to right, with its header cutting through the tall corn stalks. A long, green auger extends from the back of the combine, discharging a stream of harvested corn into a green grain wagon. The wagon is being pulled by a green tractor. The background shows a vast field of corn under a clear sky. The title "HARVESTING DROUGHT STRESSED CORN FOR GRAIN" is overlaid in large, white, sans-serif capital letters across the top half of the image.

HARVESTING DROUGHT STRESSED CORN FOR GRAIN

By Jordan Bassler

Field Agronomist

570-980-3906

jordan.bassler@seedconsultants.com

Many Seed Consultants customers have experienced drought conditions in the 2022 growing season. Drought stressed corn at harvest can bring more challenges besides yield reduction. The best way to monitor what is happening in your fields at harvest is to walk and scout.

Toxins in grain are naturally occurring, but certain conditions have the potential to make them worse. High heat and drought stress can cause fractures in the seed coat which allow fungus in from the environment. The most common fungus to infect grain in drought conditions is *Aspergillus*. Harvesting infected corn needs to be done more carefully to limit any further damage to the seed

coat. When corn reaches full maturity, i.e., black layer, it is best to begin harvest. Harvesting grain at a higher moisture percent can limit field loss from infection. After corn is harvested, do not let grain sit in wagons or trucks for longer than six hours as this will allow the grain to continue to produce heat and further promote the spread of fungus. When grain is moved to holding bins, use forced air to keep the grain cool and the moisture content below 12-13%. If you are concerned about toxins, husk back ears and look for miscolored grain. *Aspergillus* ear rot can be found at the base of the ear and is fuzzy with a green color. Tan colored grain indicates *fusarium* ear rot. Gray or brown mold at the ear base is a clear sign of *diplodia* ear rot.

Drought stressed plants can also develop weak shanks under high heat and drought conditions during tassel and pollination. Added stress on the plant can cause shanks to not form properly. Also, aborted kernels from incomplete pollination can cause pinched or shrinking shanks resulting in weakness. In fields with ear drop issues, harvesting corn as soon as possible is recommended. Running the corn head as high as possible and adjusting speed can help with ear retention. Do not be concerned with getting every plant into the header as this often leads to losing some yield due to knocking ears off good stalks. There are hybrid differences when it comes to shank strength, so selecting these hybrids can help mitigate risk in varying growing conditions.

Drought conditions during grain fill can lead to two different types of problems: stalk rots and

stalk cannibalization. Both conditions can lead to lodging. Stalk rots can occur when added stress from drought weakens the plant and allows unwanted fungus into the stalks. Stalk cannibalization can occur in drought scenarios because the plant moves all possible nutrients from itself, including the stalk, to go through pollination and produce a viable ear. Harvesting lodged corn can greatly reduce harvest speed and efficiency, as well as lead to higher than usual grain moisture.

If you are struggling with any of these issues during harvest, be sure to connect with a Seed Consultants District Sales Manager, Dealer or agronomist to determine what potentially happened and what hybrids will perform best on your farm in 2023. Happy Harvest!





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 4, 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 • alyssa@mtievents.com
Hours: Monday – Friday 9A – 5P EST



THE BEST PART OF HAVING A CHOICE IS GOING WITH A BETTER OPTION.



**Seed
Consultants**

The superior technology of Enlist E3[®] soybeans isn't a stroke of luck. It isn't a coincidence or happy accident. Enlist E3 soybeans are designed to be better. From Day 1, our goal has been to give you the ability to make a choice. A better choice.

And when it comes to what you get with that choice, you aren't leaving anything on the table. We've gotten used to saying the words "and" and "also" — a lot. Because it's better weed control that's also good to your neighbors. It's a wider application window and it has near-zero volatility.

With Enlist E3 soybeans, you get a choice, and it's a choice that's being made on millions upon millions of acres. So, choose better at SeedConsultants.com.

BEST WISHES

Elston Sayers will retire from his role as District Sales Manager for Seed Consultants on August 12, 2022. He has spent 18 years of his career with Seed Consultants in Indiana. During his career, he successfully expanded business for Seed Consultants throughout his territory. He was Seedsman of the Year in 2015 and District Sales Manager of the Year for Region 1 in 2021.

Elston was born and raised on a grain and livestock farm in northern Indiana where he was a 10-year 4-H member. He started his career in the fertilizer and chemical business and was a custom applicator. In 1977, he went to work for Buckeye Feed and Supply in Monterey, Indiana selling feed, seed chemicals and fertilizer. In 1982, he started his seed career with Callahan Seeds in southern Indiana where he earned the title of Rookie of the Year. He joined Seed Consultants as a District Sales Manager on October 4, 2004 and was promoted to a Regional Sales Manager about a year later. After a couple of years, he decided to focus on sales.

He and his wife, Andrea, just celebrated their 30th wedding anniversary and have two daughters, Trista and Torie. He also has four older children, James, Greg, Tim and Valerie and 13 grandchildren. Elston is looking forward to spending his winters in Punta Gordon, Florida.

Elston has enjoyed the day-to-day challenges and changes in the seed industry over his 40-year career. He has met a lot of great people and has made lifetime friendships with his customers. He says “Seed Consultants has been a great journey.” We thank Elston for his 18 years of service and wish him the best!



Elston Sayers

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.





LEADER UPDATE

By Daniel Call, CCA

General Manager
danielcall@seedconsultants.com

What an exceptional start to our 2023 sales year! Attendance this summer at our field days has been outstanding! It has been great to get together again in large groups. Our customers have been excited to hear about our new product lineup for 2023. To date, our sales pace has been excellent as we rapidly approach harvest.

We have several exciting benefits and new products to bring to our customers in 2023. We have had a lot of fun sharing this message at field days. The following are a few of our highlights:

- A differentiated Enlist E3® soybean lineup. Our Enlist E3® soybean lineup is as strong as ever as we move towards the 2023 planting season with the addition of several new NextGen varieties. These new products allow us to differentiate and continue to move our performance advantage ahead of the industry. Plant health, yield and environmental resilience are just a few benefits these new varieties bring.

- Outstanding new corn varieties bringing improved health & stress tolerance. Many of our new hybrids are designated Optimum® AQUAmax® brand drought tolerant products. Additionally, our last 2 classes of new corn hybrids have brought improved NCLB tolerance over the products released in previous years.

- Most dominant 3rd party performance in company history in 2021. To further reinforce the strength of our new products, our 2021, 3rd

party yield data speaks for itself. Our exceptional performance underpins our confidence in how these new products will perform on your farm.

- New and improved fungicide treatment on corn in 2023. We continually evaluate our seed applied treatments to make sure we are at the leading edge of protection in the industry. We face challenging weather each spring and have noticed a clear emergence and establishment advantage by staying ahead of the curve. Starting in the spring of 2023, we will add Lumiscend™ Pro fungicide treatment standard on our corn. This new product has demonstrated improved stand establishment in difficult environments.

- We know where you grow. Lastly, the performance advantage we have witnessed in 3rd party testing is a result of our focus on selecting products which work in our customers growing environments. We are not trying to select products which work in the west and bring them east. Our product team is focused on the yield data and product characteristics which our customers want and will allow them the maximum ROI for their farms.

We are excited to bring these important benefits to your farm in 2023. We thank you for allowing Seed Consultants to work with you over the past 32 years. We look forward to bringing value and success to your operation for years to come. Please have a safe harvest.



Seed Consultants

P.O. Box 370

648 Miami Trace Rd. S.W.

Washington Court House, OH 43160

Editorial Board

Alissa Armstrong

Marketing Communications Manager

937-605-0737 - Mobile

alissa.armstrong@seedconsultants.com

Daniel Call, CCA

General Manager

danielcall@seedconsultants.com

Matt Hutcheson, CCA

Product Manager

937-414-6784 - Mobile

matt@seedconsultants.com

Bill McDonald, CCA

Director of Agronomic Services

740-837-0364 - Mobile

bill.mcdonald@seedconsultants.com

Jordan Bassler

Field Agronomist

570-980-3906

jordan.bassler@seedconsultants.com

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 www.seedconsultants.com.



The information provided within this newsletter is not a substitute for advice concerning your specific situation. The information contained herein is general and educational in nature. Because each situation is different and each recommendation is specifically tailored for each customer, the information contained herein should never be used to determine your course of action.

Liberty®, LibertyLink® and the Water Droplet Design are registered trademarks of BASF.

Agrisure® is a trademark of, and used under license from, a Syngenta Group Company. Agrisure® technology incorporated into these seeds is commercialized under a license from Syngenta Crop Protection AG.

RR2Y: ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Roundup Ready® technology contains genes that confer tolerance to glyphosate, an active ingredient in Roundup® brand agricultural herbicides. Agricultural herbicides containing glyphosate will kill crops that are not tolerant to glyphosate. Roundup Ready 2 Yield® is a trademark of Bayer group.

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.

Roundup Ready 2 Xtend® is a registered trademark of Monsanto Technology LLC used under license.

Varieties with the Glyphosate Tolerant trait contain genes that confer tolerance to glyphosate herbicides. Glyphosate herbicides will kill crops that are not tolerant to glyphosate.

Corteva Agriscience is a member of Excellence Through Stewardship® (ETS). Corteva products are commercialized in accordance with ETS Product Launch Stewardship Guidance and in compliance with the Corteva policies regarding stewardship of those products. Crops and materials containing biotech traits may only be exported to or used, processed, or sold in jurisdictions where all necessary regulatory approvals have been granted for those crops and materials. It is a violation of national and international laws to move materials containing biotech traits across borders into jurisdictions where their import is not permitted. Growers should discuss these issues with their purchaser or grain handler to confirm the purchaser or handler's position on products being purchased. For further information on the approval status of biotech traits, please visit www.biotradestatus.com.

Excellence Through Stewardship® is a registered trademark of the Excellence Through Stewardship.

The transgenic soybean event in Enlist E3® soybeans is jointly developed and owned by Corteva Agriscience and M.S. Technologies L.L.C.

Enlist Duo® and Enlist One® herbicides are not registered for sale or use in all states or counties. Contact your state pesticide regulatory agency to determine if a product is registered for sale or use in your area. Enlist Duo and Enlist One are the only 2,4-D products authorized for use with Enlist crops. Consult Enlist herbicide labels for weed species controlled. Always read and follow label directions.

Products are provided subject to the terms and conditions of purchase which are part of the labeling and purchase documents. All products are trademarks of their manufacturers.

TM ® Trademarks of Corteva Agriscience and its affiliated companies. © 2022 Corteva.