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# The Seed Consultant



A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

## LESSONS LEARNED

The 2018 growing season was one of the most challenging for our customers in recent history. Although growers would rather move on from the frustrations and challenges thrown at us this year, there are several lessons that can be taken from 2018 to ensure success in the future.

### Timely Field Work

Wet spring weather has shown the importance of timely field work in the spring. Saturated soils create delays and pressure to complete field work in narrower windows of time. Although heavy rains and cool weather can cause extended delays, field conditions can turn around quickly as observed this spring. Our agronomists observed soil temperatures a few inches below the soil surface go from the upper 30s (Fahrenheit) to the mid 50s in just a few days in no-till fields where soils had been saturated. Having equipment ready to go when a favorable planting window arrives is imperative. While it is important to wait for soil conditions to be warm and dry enough for field work, it is equally important to avoid planting right before a cold snap that accompanies excessively wet weather. When planting is delayed growers should also minimize preparatory trips across the field (tillage, etc.) that will further delay planting.

### Varietal Selection and Placement

2018 demonstrated the importance of varietal selection and spreading out risk across multiple varieties and maturities for both corn and soybeans. One important key to achieving high yields is choosing varieties adapted to each farmer's unique growing conditions and management programs. The environment put crops through many different stresses this year including: a cool wet spring, excessive rainfall throughout the season, drought during pollination, heavy disease pressures, etc.

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# Lessons Learned...

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Although growers have no control over the environmental conditions, they can make varietal selections to maximize yields and minimize risk. Because timing of stress and rainfall is unpredictable but critical to yield during reproductive and grain fill periods, planting a range of maturities in both corn and soybeans will minimize risk associated with major stresses throughout the season. Selecting varieties with strong defensive traits where there is a history of disease or disease infected residue present will offer protection from diseases that can significantly reduce yields.

Selecting varieties and placing them in the field or soil type they are adapted to will ensure their best performance. Along with correct placement comes proper management of each variety from timing of nitrogen applications to

## Field Scouting and Timely Management Decisions

The challenges our customers faced during the 2018 growing season also reinforced the importance of scouting crops. Anyone who walked corn and soybean fields throughout the season saw indications early that several issues could create problems before harvest.

Around the time of pollination nitrogen deficiencies were showing up in some corn fields where soils had been saturated and N was lost due to leaching or denitrification. Plants in these fields most likely cannibalized their stalks to fill out ears, resulting in weakened stalk tissue as plants matured and an increased risk of stalk lodging. The presence of diseases early in the season with weather conditions conducive to continued

disease tolerance exhibited moderate symptoms of disease.

Timely scouting of these fields allowed growers to apply fungicides where warranted and protect their yield potential. Scouting of corn fields where nitrogen deficiencies and stalk rots were discovered allowed growers to make plans on which fields to harvest first to minimize harvest losses.

Time taken to walk fields and observe what is going on can allow for timely action and better management of challenges throughout the season. Scouting may take a great deal of time, but it is time well spent.

## Timely Harvest

Although some growers prefer to allow corn to dry as much as possible in the field, 2018 was not the year to delay harvest. With the many disease and agronomic problems 2018's crop faced, delaying harvest increased the possibility of harvest losses and damage to grain. When stress, disease, and insects have caused damage to corn stalks, ear shanks, soybean pods, etc. harvest should be started as soon as crops mature to avoid losses and further damage. Scouting plays an important role in determining which fields need to be harvested first.

Although most of the challenges growers face throughout the year are out of their control, it is important to focus on what can be controlled and prepare for these challenges to the best of their ability. It is impossible to predict when and where we will see a repeat of 2018's agronomic challenges, but growers who learn from this growing season and use that knowledge in future years will continue to be successful.



fungicide applications when disease is present. Working with the sales or agronomic staff to place varieties where they have the chance for best performance will contribute to maximum yields.

development justified fungicide applications in many areas. Disease pressure was so heavy in these areas that even corn and/or soybean varieties with above average

# Get Organized!

The cold weather and snow that winter brings presents a great opportunity to prepare your operation for spring. Over the past several years, the spring season has been short. It seems that overnight we go from winter straight to summer. One day we are wearing jackets and beanies, the next we need shorts and t-shirt. Being organized for spring allows your farm to save time, money, and increase yields.

## Soil Samples

After harvest is a perfect time to pull soil samples. Before the ground freezes, soil microbes are still active and you get a good representative sample of what that soil is like during the summer when crops are growing. Most labs have a relatively fast turnaround for results. Winter months present a perfect opportunity to sit down with your crop consultant and figure out a plan for nutrient needs and when to apply them. Some nutrients like potash and lime need several months to activate in soil before becoming available for crop uptake.

## Crop Planning

Depending on your crop rotation, some money can be saved by selecting appropriate hybrids for your acres. Take the fall and early winter to make your crop plan. Determine how many acres will be planted into sod, after soybeans, and after corn. Acres planted corn after corn have the biggest need for Corn Rootworm control, however few areas in the west still need control on first year corn. Each additional trait that a corn hybrid needs adds cost. Plan ahead with your seedsman to purchase correctly traisted hybrids to save your operation money and only plant needed traits on your farm.

Take the time to highlight most productive fields and match high producing “racehorse” hybrids to those acres. Likewise, match “workhorse” hybrids to your tougher soils. By matching hybrids to soil productivity, the chance of success is increased.

## Weed Control

Every day it seems as if there is a new weed that is glyphosate resistant. Pay attention to weed pressure as you are harvesting crops in the fall. This presents a perfect opportunity to scout since you already in the field for harvest and begin preparing for next year. Was

your weed control program sufficient or were there some breakthroughs that affected yield? Was a one-pass program enough, or should you think about making two passes next year? Is it time to change to a different mode of action? The answers to these questions are important to your success. Minimizing weed pressure not only has the potential to increase your yields, but it also makes harvest easier by not clogging machinery and helps with crop drydown.

## Machinery Maintenance

Pull your planter and/or grain drill in the shop and start any maintenance, replace parts, or start updates that you have been putting off. Waiting until spring to start this postpones being in the field planting, and ultimately decreases yield. On average, the earliest planted hybrids yield the highest.

The following is an example checklist for you to follow:

- 1. Level the planter**
- 2. Check bushings**
- 3. Drive System**
  - a. Chains, wheels, etc.
- 4. Calibrate meters**
  - a. Finger pickups – check brushes, springs, and plates
  - b. Vacuum systems – check gaskets and discs.
- 5. Disk openers and gauge wheels**
  - a. Look at factory specifications. Worn gauge wheels and can greatly impact planting depth and seeding populations.
- 6. Seed tubes**
- 7. Row Cleaners**
  - a. With no-till planting becoming more popular, we have more crop residue laying on the soil surface. Moving this residue away from seed row allows for better germination, emergence and reduces insect pressure

In a challenging agricultural environment, we need to take extra precautions to insure our success and profitability. Taking the time to do these things throughout winter when time outside is limited allows you to be more productive and profitable once spring arrives.



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0% FINANCING OPTIONS

# TWO GREAT FINANCING CHOICES FOR 2019

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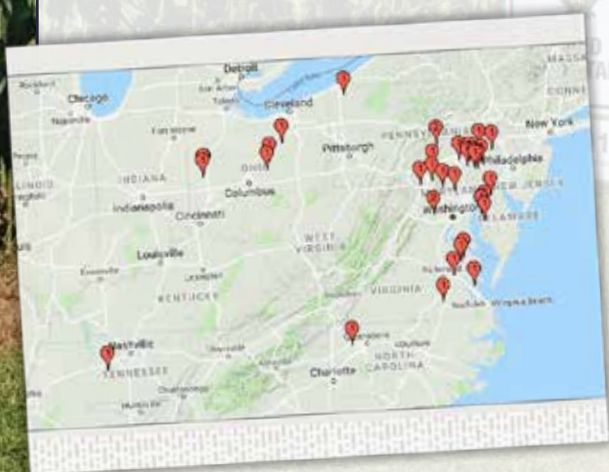
Rabo  
AgriFinance



JOHN DEERE  
FINANCIAL

## STILL WONDERING WHAT TO PLANT FOR 2019?

See how some of Seed Consultants' hybrids and varieties performed in 2018 in plots and third party yield trials.



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# 2019 SCI Winter Agronomy Meetings

During January and February of 2019 Seed Consultants will again host several Winter Agronomy Meetings across the eastern Corn Belt. In addition to a review of 2018, agronomists will address important factors that are currently affecting our customers. What is the best herbicide program to control herbicide-resistant weeds? How does planting depth impact corn and what is the optimal range of depths? How did wet weather impact crops? Did fungicide applications pay in 2018? For answers to these questions and more, make sure to attend a Winter Agronomy Meeting in your area.

## DATES AND LOCATIONS:

*(All meetings will begin with lunch at 11:30 a.m.)*

DATE	LOCATION	RESTAURANT
January 3	Nashport, OH	The Virtues Golf Club
January 4	Washington Court House, OH	Rusty Keg Tavern
January 4	Ottawa, OH	Red Pig Inn
January 8	Decatur, IN	Back 40 Junction
January 9	Bowling Green, OH	Holiday Inn Express
January 10	Bedford, IN	Smokin' Jim's BBQ and Steakhouse
January 11	Lewisburg, PA	Country Cupboard
January 11	Tiffin, OH	Camden Falls
January 15	Grasonville, MD	Fisherman's Inn
January 15	Brookville, OH	K's Restaurant
January 15	Thornville, OH	Barn At The Back Woods
January 16	Hillsboro, OH	Ponderosa
January 16	Tappahannock, VA	Lowery's Seafood Restaurant
January 17	East Earl, PA	Shady Maple Smorgasbord
January 17	Bellville, OH	Der Dutchman
January 18	Bunker Hill, IN	Dutch Café
January 22	Mercer, PA	Hampton Inn and Suites Grove City
January 22	Salem, IN	Seed Consultants, Inc. Salem Warehouse
January 23	Geneva, NY	Ramada Inn Geneva Lakefront
January 23	Plain City, OH	Der Dutchman
January 24	Wooster, OH	The Pines Golf Club and Restaurant
January 24	Verona, NY	Turning Stone Resort Casino
January 24	Hagerstown, IN	Willies and Reds
February 5	Columbiana, OH	The Links at Firestone Farms
February 6	Owensboro, KY	MoonLite BBQ



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# Disease Challenges in 2018

This year was the perfect year for any and all fungal diseases known to exist. With all the heat, humidity and moisture this year, Mother Nature created a perfect environment to incubate our fungal nurseries. With all the inoculum present in our fields I'm not sure that any variety could have withstood the attack. Most of the problems seem to be confined to certain areas or as I like to say, Micro Climates. We had a tremendous amount of Frogeye this year and for those that did not spray a fungicide to control it, it was costly, both in quality and yield. Another disease that showed up in a lot of fields is Phomopsis (fa-mop-sis) Seed Decay. There are several strands of Diaporthe that cause damage to our soybeans fields. The three biggest are: Diaporthe sojae which causes Pod & Stem Blight ; Diaporthe aspalathi which causes Stem Canker and Diaporthe longicolla which causes Phomopsis Seed Decay. The seed from a plant infected with Diaporthe longicolla is shriveled and, in worse case scenarios, moldy.

Plants can become infected earlier in the season without causing any visual symptoms. The disease will later colonize in the pods and infect the seed at maturity.



Potassium deficiency, virus infection and insect damage will increase the severity of this disease. I've seen plenty of Potassium deficiency and Stink bugs this year.

The best way of fighting the development of this fungus is to bury the trash, preferably in the fall. Crop rotation to wheat or corn is another way of to combat this pathogen. Varieties with early maturities for that particular region are usual affected more than later maturing varieties.

It is unclear if a Fungicide will help to prevent this disease but I have to believe the healthier a plant is the better off it is to fight this disease. Priaxor and Delaro are both labeled for Pod and Stem blight which , as stated

earlier, is a relative of Phomopsis Seed Decay.

According to an article published by Purdue in the "Farmers guide to Soybean Diseases", the statement is made that "The application of a fungicide at R5 may help the seed quality but not improve yield". As you are well aware of in some cases this year seed quality was severely diminished and, in a few situations, the grain was rejected. Poor Seed Quality costs money.

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## Early Cash Discounts

Seed Consultants offers opportunities to maximize seed cost savings through early cash discount schedule. SCI offers the following early cash discount schedule for the 2019 planting season. If you have any questions, please call the office at 800-708-2676.

### Cash Discounts

December-January 5.....	10%
January.....	9%
February .....	7%
March .....	4%
April .....	2%

Accounts Due Paid in Full:  
August 1, 2019





# Between the Rows

*Updates from Daniel Call, general manager*

As we are wrapping up harvest in several areas within our market footprint, I believe many of you reading this newsletter would agree you are looking forward to putting 2018 in the rear view. This has turned out to be a year which has tried a grower's patience clear through harvest. Many customers have reported record rainfall for the year on their farms. This created challenges from planting, weed control, disease, and harvest delays. Without question a trying year for many of our customers.

The challenging growing season gave Seed Consultants an opportunity to learn a lot about our current lineup, as well as several new products we will be advancing into the lineup over the next couple years. The disease complex our lineup was exposed to in 2018 gave our agronomists and product managers an opportunity to evaluate our corn and soybean product line against the entire disease spectrum. Diseases in soybeans like anthracnose, pod and stem blight, and cercospora leaf spot were prevalent in many areas. Crown rot, gray leaf spot and northern corn leaf blight were just a few of the corn diseases prevalent in 2018.

As we turn our attention towards 2019, I am excited about the new products we have to bring forward to your operations. We are sure you will find these new products bring additional yield and value to your operation. These products have been bred for the eastern Corn Belt's unique growing environment and thoroughly tested in our replicated research program to ensure they will perform for our customers.

Make sure you plan to attend one of our agronomy meetings this January. Our agronomy staff has prepared an excellent agenda where they will share key lessons from 2018. We hope you take advantage of these meetings to learn new ideas and techniques to make 2019 your most productive year ever.

As we wind down harvest, take time to enjoy the fruits of your labor and time with your family this Christmas. Be thankful to farm in the most abundant country on earth.

*Successfully,*

*Daniel  
Call*





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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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