

vol. 56

August 2018

The Seed Consultant



A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

TWO GREAT BRANDS – *One Powerful Promise*

Two great eastern seed brands – Doeblar's Pennsylvania Hybrids and Seed Consultants, Inc – have joined forces and together we'll be known as Seed Consultants, Inc.

This is an exciting time for all of us at Seed Consultants. We have the tremendous opportunity to join forces with the outstanding team from Doeblar's to increase our footprint and to make Seed Consultants an even stronger brand.

How does this benefit our customers? This joining of teams gives us an even stronger regionally focused company for our eastern customers. We will have the strongest regional testing program of any eastern based company. This will allow us to excel at what we have done over the course of both of our histories, focus on the specialized needs of our customers. We understand our customers have different needs than growers in the central or western cornbelt. Our customers

Seed Consultants, Inc.

800-708-2676

www.seedconsultants.com

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



Page 3

FIELD DAYS

Plan to attend a meeting or field day in your area



Page 3

SOYBEAN CYST NEMATODE

Do your soybeans have a problem?



Page 4

FALL BURNDOWN

Start early on next year's weed control



Page 6

LATE SEASON NITROGEN DEFICIENCY

Steps to take to keep nitrogen available



continued on page 2

Two Great Brands...

continued from page 1

have different weather, soil types, disease and insect pressures. Genetics which perform well in our footprint are not always offered by organizations who try to market across the entire corn belt. We will continue to discover and bring forward the best products to handle our customer's special environmental needs.

Our customers will continue to have access to familiar genetics they have become accustomed to from both legacy organizations. We are proud to have one of the best sales and support staff's in the industry, allowing you to continue to work with your trusted seed sales professional. Additionally, both legacy cultures were incredibly similar which has allowed this union to be a smooth transition.

As we look forward our opportunity is abundant. The market is looking for an organization which listens to our customers and focuses on their unique needs. That mentality has been what made both legacy organizations incredibly successful. That sustained focus will be what drives our continued service and growth at Seed Consultants. We appreciate the years of business our customers have entrusted to us. We look forward to continuing to that relationship for years to come. Allow us to show you why we are, "Simply, the Best Value in the Seed Industry™."



SCI Announces Meetings and Field Days

As fall approaches, Seed Consultants will host kickoff meetings and field days across our entire sales footprint. Seed Consultants has expanded its corn line up included a wider range of maturities and new trait options. Additionally, Seed Consultants, Inc. has updated its soybean lineup with the highest performing lines for the eastern Corn Belt including new Glyphosate Tolerant, Genuity Roundup Ready 2 Yield®/Roundup Ready 2 Xtend®, LibertyLink®, and Non-GMO soybean varieties. With changing seed treatment options, trait offerings, and new corn and soybean varieties there is a great deal of information growers need keep up with. These kickoff meetings and field days are designed to keep you up to date on what is going on at Seed Consultants, Inc.



Are you interested in learning about new varieties, pricing, trait offerings, soybeans with Genuity Roundup Ready 2 Yield and Roundup Ready 2 Xtend technology, or the Seed Consultants' trip to Aruba? If so, be sure to attend a kickoff meeting and/or field day in your area! For more information about meetings in your area, check out our website (www.seedconsultants.com), ask your trusted seed sales professional, or call our office at 1-800-708-2676.

Be sure to mark your calendar for the Washington Court House Field day at the Seed Consultants seed plant on August 23rd. Lunch will be at noon followed by short agronomic presentations and tours of the research plot. Agronomists will be available for discussion and to answer questions.



Do You Have Problems with Soybean Cyst Nematode?



Typically, soybeans may begin to show symptoms of Soybean Cyst Nematode (SCN) damage by July 1st. SCN is a parasitic roundworm that feeds on the soybean root system. The cyst stage of the nematode's life cycle is when the female nematode is filled with eggs. Cysts are visible throughout the summer on soybean roots and will appear as small, white, and lemon-shaped. After the female matures, these cysts are hard to see. When trying to identify SCN presence on soybean roots, it is important not to confuse cysts with Rhizobium nodules (where N fixation takes place).

How can you determine if SCN is causing damage and yield loss to your soybeans? Injury symptoms include yellowing and stunting of plants. These symptoms may appear in patches of a field. These patches may grow from year to year; especially in the direction a field is tilled. Symptoms may become worse when plants are under other stresses in addition to SCN injury and can be confused with other issues, such as nutrient deficiencies. Soil in fields where SCN damage is suspected should be sampled and sent to a lab for analysis. The population level of SCN will determine the specific practices required to manage the problem.

Depending on the population level and the amount of damage being done, growers will have a few management options to consider. Planting soybean varieties with resistance to SCN is critical in fields where the parasite is present. Rotation away from soybeans to a non-host crop (such as corn) can also lessen the amount of SCN injury. In high population fields, growers should rotate to a non-host crop for multiple years. It is also important to effectively control weeds, some of which can be SCN hosts as well. The following chart adapted from OSU Extension Fact Sheet AC-39-10 (<http://ohioline.osu.edu/ac-fact/pdf/0039.pdf>) lists other host plants of SCN.

OTHER HOSTS OF SCN

CROP PLANTS	WEED PLANTS
ALSIKE CLOVER	HEMP SESBANIA
BIRD'S-FOOT TREFOIL	COMMON AND MOUSEEAR CHICKWEED
GREEN BEANS, DRY BEANS	COMMON MULLEIN
COMMON AND HAIRY VETCH	HENBIT
COWPEA	MILK AND WOOD VETCH
CRIMSON CLOVER	POKEWEED
CROWN VETCH	COMMON PURSLANE
LESPEDEZAS	SPOTTED GERANIUM
PEA	WILD MUSTARD
WHITE AND YELLOW LUPINE	PURPLE DEADNETTLE
SWEET CLOVER	FIELD PENNYCRESS
	SHEPHERD'S-PURSE

By Matt Hutcheson, CCA,
Product Manager
Phone: 937-414-6784
matt@seedconsultants.com



Fall Burndown

Fall is a great time to control not only the perennials like dandelion but those winter annuals such as: Marestalk, Chickweed and Purple Deadnettle. Your untreated field is an ideal candidate for nematodes and other destructive pests. Every spring Cutworm moths are looking for a field with lots of winter annuals to land in and lay their eggs.

While in the combine this fall, pay attention to what's in the field beside the crop that you are harvesting. The combine seat is a good vantage point to not only see if you made the correct decisions this past spring on weed control programs but also to get some incite as to how dirty your field is going to be this coming spring.

Granted, you may need to look closely to see those small marestalk but it's well worth your time to see if they are out there. The best time to rid yourself of this weed is in the fall. They are much easier to control in the fall plus you have the option of using a little Dicamba at that time without near the worry of drift or volatilization onto your neighbor. I'm of the opinion that Dicamba is the best product to kill marestalk.



The least expensive way of getting good control of winter annuals is to use a Glyphosate at 16-32 ounces, a product that contains both a Dicamba and a 2,4-D at 1.5 pint plus an AMS at 3 to 4 quarts per 100. If chickweed or grass isn't a problem then you could get by with One quart of a product containing a Dicamba and a 2,4-D and one quart of Crop Oil. My preference is to use a

Glyphosate because it is cheap and gets the weeds that either I didn't see or Dicamba/2,4-D might miss.

There are lots of products that contain Dicamba and 2,4-D. You can also purchase a Dicamba product and tank mix 2,4-D with it. If mixing 2,4-D with Dicamba, always use an Ester formulation. You'll need to talk to your retailer about which one they stock.

If you want to make sure that your field stays clean for a longer period of time, you can add a residual. Four to six ounces of a Metribuzin works well. You can also talk to your supplier about other residual products to use in place of Metribuzin.

If you don't want a safe harbor for pests and you would like for your fields to dry out and warm up faster in the spring use a fall burndown program.

As always, please read and follow the Label when using any herbicide.

Bill McDonald, CCA
Director of Agronomic Services
740-837-0364 - Mobile
bill.mcdonald@seedconsultants.com



Jump on 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

August.....	15.5%
September	14%
October	13%
November	12%
December-January 5.....	10%
January	9%
February	7%
March.....	4%
April	2%

Accounts Due Paid in Full:
August 1, 2019

SCI 2019 CUSTOMER TRIP

HILTON ARUBA CARIBBEAN RESORT & CASINO

January 26-February 1, 2019



Sign-up online now via the link on
WWW.SEEDCONSULTANTS.COM



Overlooking the gorgeous aquamarine Caribbean Sea, Hilton Aruba Caribbean Resort & Casino is located on the exclusive sands of Palm Beach. In 2016, the Hilton completed a multi-million dollar renovation which included the guest rooms, restaurants, casino and public space. The resort is filled with Caribbean atmosphere, from its charming rooms to the beautiful beaches. Aruba is the perfect island for any type of visitor, with great vacation weather year-round.

Spend the days enjoying a variety of fun-filled activities and sports. The fitness center provides an expansive array of personal services, featuring the newest in cardiovascular and weight training equipment. Then, retreat to the serene environment and the lush landscaping of the two free-form, zero entry beachside outdoor pools and two whirlpools. The Watersports Center offers non-motorized rentals along with scuba diving, snorkeling, paddleboats and more. Or relax and pamper yourself with a treatment at the full-service Eforea Spa.

Aruba Trip Package Includes:

- 7 Days, 6 nights accommodation at the Hilton Aruba Caribbean Resort & Casino
- Full Meal & Beverage Plan to include: breakfast, lunch and dinner daily. Unlimited non-alcoholic beverages and premium brand liquors. US domestic beers, local beers, cocktails at the resort outlets.
- Three Restaurants, two bars and a coffee shop.
- Round-Trip Airport Transfers on Program Dates
- Complimentary Wi-Fi at the Resort
- Private Farewell Carnival Party
- All Taxes, Fees and Gratuities at the Resort

Travel Documents:

Citizens of the US traveling to Aruba will need to bring a passport with them.

Meeting Planner Contact Information

Phone: 800-826-3464
Hours: Monday – Friday 9A – 5P EST
sarah@mtievents.com

Trip Cost (Excluding Air):

- Single Occupancy: \$3,862.00 (1 Adult in a Room)
- Double Occupancy: \$4,652.00 (2 Adults sharing a Room)
- Triple Occupancy: \$5,442.00 (3 Adults sharing a Room)

Occupancy of the same room by four adults is not allowed. For additional rooming rates, please contact Sarah Walsh at sarah@mtievents.com.

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, 2018 and is non-refundable.

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 Aruba
10400 W. 103rd Street, Suite 10
Overland Park, KS 66214

Space is limited! Early reservations are recommended!

Late-Season Nitrogen Deficiency

As your corn crop is approaching and performing grain fill, it is imperative to continue monitoring available nitrogen to the plant and total plant needs to ensure the most successful crop possible. Research has proven that 30% - 40% of total nitrogen applied is absorbed POST-flowering. What does this mean to you? Steps need to be taken to keep available nitrogen within the root zone through flowering. Here are a few steps on how to make this possible:

1. EVALUATION

Steps can be taken to evaluate how much more nitrogen needs to be applied, or to report for next growing season to make adjustments. Several tests can be performed to make this determination including Pre-Sidedress Nitrogen Test (PSNT), Chlorophyll Meter, Leaf Tissue Analysis, and Late-Season Stalk Nitrate Test. Each have their benefits as well as drawbacks, but any will help you be more successful and achieve maximum yields.

2. NITROGEN STABILIZERS

Nitrogen stabilizers help keep nitrogen in the root zone and available to the plant. These products include Agrotain® and Instinct® II, as well as granular forms such as encapsulated ESN. All three of these products help protect nitrogen and minimize loss through volatilization and leaching.

3. SPLIT APPLICATIONS

Split applications can be done through liquid nitrogen (30% UAN), foliar fertilizers and/or granular. By making split applications, you minimize nitrogen loss due to the plant being able to absorb all pounds available at each application. To determine how much can be applied at once, refer to your farm soil samples. One major factor on your soil sample is Cation Exchange Capacity, or CEC. This indicates the soils nutrient holding capacity. To calculate this number, simply multiply your soils CEC by 10. For example, if your soils CEC is 10, 10×10 equals 100, which means your soil can only hold 100 pounds of nitrogen at one time. This can help ensure you are gaining all benefits to nitrogen application such as plant uptake and none is being lost through leaching and/or volatilization. Another thing to consider is your equipment capability--if your equipment is only high enough to safely drive over top of 36" corn, then split application is limited to two. Custom applicators can be hired to make additional applications, but at this point the costs need to be taken into consideration.

Taking these three points into consideration on your farm could help you increase profits and maximize yields. Please refer to the articles below for more information on this topic and help decide what option is right for your farm operation.

<http://igrow.org/agronomy/corn/evaluating-late-season-corn-nitrogen-deficiency/>

<https://www.agry.purdue.edu/ext/corn/news/timeless/CornRespLateSeasonN.html>

<https://extension.psu.edu/late-season-cornstalk-nitrate-test>

By Jordan Bassler,
Field Agronomist
570-980-3906

jordan.bassler@seedconsultants.com



Between the Rows

Updates from Daniel Call, general manager

Just like most springs in the eastern Corn Belt this one has been full of challenges. Excessive rain for many customers, cold soils, soil borne diseases, insects and tough soil conditions just to name a few. It seems as if difficult springs have become more of the norm than the exception. That is why working with Seed Consultants, a company focused on the eastern Corn Belt, allows you access to genetics, traits and seed treatment packages which give you the opportunity for success on your farm during these difficult springs.

Through extensive replicated testing on eastern Corn Belt soil types we have identified hybrids and varieties adaptable to these types of springs. Hybrids and varieties bred with strong emergence and early season vigor. We are also able to focus our genetic selections on varieties resilient to local diseases such

as phytophthora root rot both through gene resistance and field tolerance and products with strong Sudden Death Syndrome tolerance. All of these products are backed by one of the strongest replant programs in the industry.

We have already kicked off our 2019 sales year. Please join us over the next 60 days at our customer kickoff meetings, field days or at one of the many farm shows across our market footprint. Stop by to learn about our exciting new class of hybrids and soybean varieties selected specifically for our unique eastern corn belt growing conditions. These new products have been selected to perform during difficult springs like this year. This powerful lineup will allow our customers to experience why we are, "Simply, the Best Value in the Seed Industry™."

Successfully,

*Daniel
Call*





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

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 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.



Herculex® Insect Protection technology by Dow AgroSciences and Pioneer Hi-Bred. © Herculex and the HX logo are registered trademarks of Dow AgroSciences LLC. Liberty®, LibertyLink® and the Water Droplet Design are trademarks of Bayer. 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. © Supreme EX, Optimum, AcreMax, AQUAmax, Intrasect and TRIsect are registered trademarks of DuPont, Pioneer or their respective owners. DuPont™ and Lumisena™ are trademarks or registered trademarks of DuPont or its affiliates. Products are provided subject to the terms and conditions of purchase which are part of the labeling and purchase documents. *Supreme EX® brand seed is distributed by Seed Consultants, Inc. Roundup WeatherMAX®, Roundup PowerMAX™, Genuity®, Roundup®, Roundup Ready 2 Yield®, YieldGard® and the YieldGard corn Borer design are trademarks of Monsanto Technology LLC used under license. Poncho® and VOTIVO® are registered trademarks of Bayer. 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.

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.

Pioneer is a member of Excellence Through Stewardship® (ETS). Pioneer products are commercialized in accordance with ETS Product Launch Stewardship Guidance and in compliance with the Pioneer 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.

Roundup Ready 2 Xtend®, Genuity®, Roundup® and Roundup Ready 2 Yield® are registered trademarks of Monsanto Technology LLC used under license.

All products are trademarks of their manufacturers.

Simply, the Best Value in the Seed Industry™ is a trademark of Seed Consultants, Inc. © 2018, Seed Consultants, Inc.