



# THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

## THE POWER OF POTASH

One of a farmer's best allies for growing successful crops

## HELPFUL TIPS FOR REDUCING SOIL EROSION

Management practices to reduce soil erosion

## CHOKING OUT WEEDS IN 2024

Achieving effective weed control in 2024

## 2024 WINTER MEETINGS

Join us for a meeting in your area this winter

# THE POWER OF POTASH

**By Jordan Bassler**

Corn Product Lead, Field Agronomist

570-980-3906

[jordan.bassler@seedconsultants.com](mailto:jordan.bassler@seedconsultants.com)

With the 2023 crop in the bin, farmers are sifting through production data and thinking about next year's nutrient management strategy. I advise our farmers to remember that potash (Potassium(K)) is one of a farmer's best allies for growing a successful corn and soybean crop in 2024.

As you decide what inputs to purchase before the end of the year, don't overlook a potash investment. With high fertilizer costs and tight margins, it is easy for farmers to think they can go a year without applying potash, but if you neglect potassium, the plants will suffer, and so will the yield.

Corn and soybean plants use nutrients like potassium as the crop matures. When grain is harvested, nutrients are removed from the field. If these nutrients are not replaced with fertilizers or manures, the fertility of the soil will be compromised by low nutrient levels.

Nutrient removal amounts can be easily calculated by multiplying the nutrient removal rate per bushel by the actual yield.

According to Ohio State University, a typical corn-soybean rotation yielding 180 bushel per acre corn and 60 bushel per acre soybean removes 100-120 pounds per acre of both P2O5 and K2O. This is equivalent to 210 pounds MAP (11-52-0)/acre, 240 pounds DAP (18-46-0)/acre, 180 pounds potash (0-0-60)/acre .

Application timing depends on each specific farm's requirements. However, my experience tells me the spring season, before your crops are in active growth, is an ideal time to apply potash. If you apply in the spring, you're giving your plants a jump-start for efficient nutrient uptake, plant structure, and stress tolerance.



Research demonstrates that potassium is pivotal in fostering healthy plants:

**Enhances Nutrient Uptake:**

Potash plays a vital role in the uptake of other essential nutrients, such as nitrogen and phosphorus. The application ensures crops access a well-balanced nutrient profile, which is crucial for healthy growth.

**Strengthens Plant Structure:**

Potash promotes strong cell structure in plants, making them more resilient to environmental stress. This is especially important as crops face unpredictable weather conditions during the spring.

**Supports Photosynthesis:** Potash is involved in photosynthesis, where plants convert sunlight into energy, resulting in more energy for plant growth, healthier and more vigorous corn, and soybean plants, which can produce more biomass and higher yields.

**Improves Stress Tolerance:** Spring can bring its share of stress factors, from temperature fluctuations to disease pressure and nutrient imbalance. Potash increases your crops’ ability to withstand these stressors, ensuring they stay on the path to a robust harvest.

**Nutrient Balance:** Nutrient balance in your soil is vital to successful farming. Applying potash helps maintain that balance, preventing deficiencies and excesses that can hinder crop growth.

**Water Use Efficiency:** Potash helps regulate water balance within the plant. This is particularly

Soybean Potassium Recommendations for Ohio and Indiana

For Michigan recommendations, subtract 20 lb K<sub>2</sub>O/acre from these values.

Soil CEC	Mehlich-3 K (ppm)	Soybean Yield Potential (bushels per acre)			
		30	50	70	90
		----- lb K <sub>2</sub> O/ acre -----			
Sands (<5 meq/ 100 g)	50	115	140	165	185
	75	85	110	130	155
	100-130	55	80	100	125
	>130	0	0	0	0
Loams and Clays (>6 meq/ 100 g)	50	175	200	225	245
	75	135	155	180	200
	100	90	115	135	160
	120-170	55	80	100	125
	>170	0	0	0	0

This will be the new Potash recommendations in the latest editions of the TriState Fertilizer Guide

important during drought or water stress and still produces better yields under water-limited environments.

**Grain Development:** Adequate potash levels ensure crops develop and fill grains and pods to their maximum potential and can lead to larger and more grains or seeds, resulting in higher crop yields.

**Disease Resistance:** Potash can increase a plant’s resistance to certain diseases. In the case of soybeans, adequate potash levels can help reduce the risk of sudden death syndrome and soybean cyst nematode, which can negatively impact yields.

**Soil pH Management:** Potash can help buffer the pH of your soil, ensuring it remains within the optimal range for nutrient availability. Balanced soil pH is essential for maximizing crop yield.

The first step to maximizing your inputs is to get a comprehensive soil test on all your soils. It’s the foundation of your nutrient management strategy for your fields. Farmers can contact their Seed Consultants agronomist to learn more about maximizing plant growth with an effective nutrient management strategy.



# HELPFUL TIPS FOR REDUCING SOIL EROSION

**By Matt Hutcheson, CCA**

Soybean Product Lead, Field Agronomist  
937-414-6784  
matt@seedconsultants.com

Soil erosion is an annual problem throughout the eastern Corn Belt. Recent research estimates that farmland across the Corn Belt loses close to 4 tons of soil/acre each year due to erosion. In addition, even under the best conditions, topsoil buildup is very slow, if it occurs at all. Soil particles can be detached and moved out of a field by both wind and water. Wind can pick up small soil particles, transporting them long distances. Water moving along the ground surface can remove a thin sheet of soil, create small channels, or wash out large gullies.

## **FACTORS THAT CONTRIBUTE TO EROSION**

1. Rainfall – soil erosion increases as length or intensity of rainfall increases
2. Slope Length/Grade – soil erosion is worse on longer/steeper slopes because water moves faster across the soil
3. Vegetation/residue – growing plants and residue protect the soil from rain impact, slow

down flowing water and increase infiltration of water into the soil, as well as protecting the soil from wind erosion.

4. Soil Texture/Structure – Coarser soils (sands) with larger pores allow for faster infiltration (less erosion) of water than soils with finer textures (clays). Soil structure is the arrangement of sand, silt, and clay particles into aggregates. Good structure at the soil surface will also allow for increased infiltration, and poor structure leads to more runoff and erosion. Poor structure is associated with low organic matter, equipment traffic on wet soils, and exposure of disturbed soil to adverse weather.

## **THE COSTS**

1. Yield Potential – soil erosion removes topsoil, which is high in organic matter and contains the nutrients essential for crop growth. Erosion generally decreases yield potential.
2. Nutrients – nutrients needed for crop growth are located in the topsoil where fertilizers, crop



residues, and manure are applied; soil erosion will decrease the nutrient content.

3. Water Holding Capacity – loss of topsoil organic matter can change the overall texture of a soil and result in lower water holding capacity.

4. Organic Matter – topsoil is high in organic matter where crop residues and manure have been added to the soil. Erosion usually results in decreased organic matter.

5. The Environment – water quality in streams, lakes, etc. can be greatly negatively affected by sediment and nutrients that are brought in by soil erosion. Wind erosion can result in reduced air quality.

**POSSIBLE SOLUTIONS**

1. Reduce Tillage – tillage exposes soil to the environment and makes it more likely to be eroded by wind or water.

2. Manage Crop Residue – keeping crop residues on the soil surface helps protect soil from wind, rain, and running water. Residue can protect soil

from erosion when crops are not growing in a field.

3. Grass Waterways – maintaining grass waterways in low areas where a high volume of runoff is possible will slow the speed of running water and allow for sediment to be kept in the field.

4. Cover Crops – cover crops allow protection for a field during times of the year when crops are not growing. Cover crops protect the soil from wind, rain, and running water.

5. Row Width/Direction – narrower crop rows will canopy sooner and allow for better protection of the soil. Crop rows that are planted perpendicular to slopes will decrease runoff and increase infiltration vs. rows that are planted in the same direction as the slope.

Soil erosion has a large number of negative effects to both crops and the environment. It is important to use various management practices to protect the soil’s surface and minimize the likelihood of erosion.

**EARLY CASH DISCOUNTS**

Seed Consultants offers opportunities to maximize seed cost savings through an early cash discount schedule for the 2024 planting season.

**CASH DISCOUNTS**

10%.....	December-January 10	4%.....	March
8%.....	January	2%.....	April
6%.....	February		

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



# CHOKING OUT WEEDS IN 2024

**By Bill McDonald, CCA**

Director of Agronomic Services

740-837-0364

[bill.mcdonald@seedconsultants.com](mailto:bill.mcdonald@seedconsultants.com)

As a farmer, you understand the importance of effective weed control. It's critical for a successful farming operation. Taking shortcuts to cut costs might seem tempting, but it could ultimately lead to more than just financial losses. It could worsen the issue of weed tolerance to our existing herbicide defenses, a problem we should avoid at all costs.

As we prepare for the 2024 planting season, one of the most prominent decisions to consider at the forefront is the planting of Enlist E3® soybeans.

## THE BENEFITS OF ENLIST E3® SOYBEANS:

**Weed Control:** Enlist E3 soybeans are genetically engineered to resist three key herbicides: 2,4-D choline, glyphosate, and glufosinate.

**Resistance Management:** These soybeans employ multiple modes of action for weed control, making them valuable in managing herbicide-resistant weeds.

**Increased Yield Potential:** Effective weed control can translate to higher soybean yields.

**Reduced Environmental Impact:** Enlist E3 soybeans allow for the use of lower-risk herbicides, reducing dependence on a single herbicide.

**Ease of Adoption:** For farmers already using glyphosate-tolerant soybeans, transitioning to Enlist E3 soybeans is relatively straightforward. You can continue using glyphosate alongside the other herbicides for effective weed control.

**Crop Quality:** Enlist E3 soybeans are designed to maintain high crop quality, essential for food



and feed purposes. They are approved for use in various export markets, expanding market opportunities for farmers.

A comprehensive weed control program with Enlist E3 soybeans incorporates pre- and post-emergence residual herbicides. Enlist One® and Enlist Duo® herbicides are versatile options, suitable for use as a pre-plant burn-down application with a zero-day plant back to Enlist® soybeans. They can also be applied post-emergence, up to growth stage R2 (full bloom).

These products offer the flexibility to be tank-mixed with various herbicides, and you can find the complete product list at [enlisttankmix.com](http://enlisttankmix.com).

I tell farmers to “start clean” in their fields. Depending on winter temperatures and no-till practices, a residual program is often necessary to control problematic weeds like Palmer amaranth, water hemp, and marestail. A follow-up post-application of 2,4-D Choline is typically required.

Adhering to a 21-day rule is a wise practice. Approximately 21 days after planting, you should be in the field, scouting for emerging weeds. My years of walking fields tell me that a second flush of weeds often occurs around this timeframe. The specific control methods you employ will depend on the types of sprouted weeds, whether it's a grass break, volunteer corn, or broadleaf weeds.

Another critical advantage to using an Enlist®

weed control system is if spring planting goes late into June, Enlist E3 soybeans give your herbicide program a longer application window (stage R2 or flowering). In addition to this, because of the near-zero volatility of Enlist One herbicide, the potential for physical drift onto the neighboring crop is minimal.

It's important to note that while Enlist E3 soybeans offer these potential benefits, farmers should also consider local conditions, regulations, and the specific needs of their farms when making planting decisions.

Of course, always consult the product labels for instructions on mixing, additives, adjuvants, and the correct application nozzles. Accurate application is crucial for effective weed control.

There's a lot of good information on using the Enlist weed control system on their website to help you make informed decisions about your weed control program. (<https://www.enlist.com/en>)

The bottom line in achieving effective weed control with Enlist E3 soybeans is a well-rounded approach that combines genetic resistance with careful herbicide application.

If you have more questions, contact your Seed Consultants agronomist or refer to the provided resources, and always remember to read and follow label directions for safe and effective weed control.

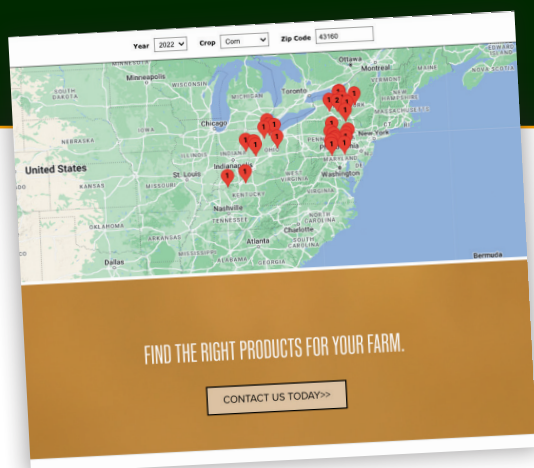
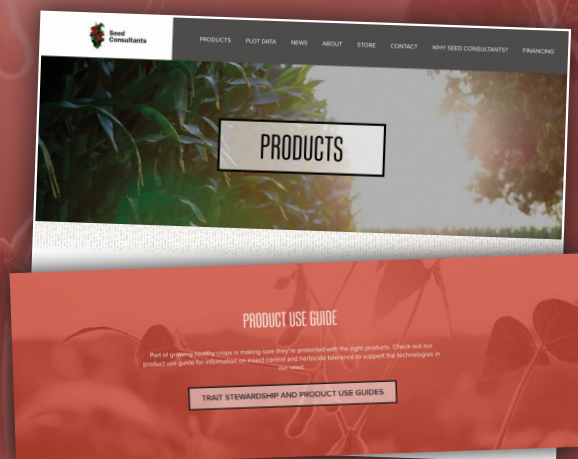
**FOR MORE INFORMATION ON THE ENLIST WEED CONTROL SYSTEM, VISIT:**

<https://www.enlist.com/en>

<https://www.enlist.com/en/herbicides/application-guide.html>

# 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.



## STILL WONDERING WHAT TO PLANT FOR 2024?

See how some of our hybrids and varieties performed in 2023 in plots and third party yield trials.

**VISIT [SEEDCONSULTANTS.COM](https://seedconsultants.com)  
TO LEARN MORE.**



## GREAT GIFTS FOR THE ENTIRE CREW!

Check out the Seed Consultants Online Store for holiday shopping!

**VISIT [SEEDCONSULTANTS.COM](https://seedconsultants.com)  
TO SEE WHAT'S NEW.**



# 2024 SCI Winter Agronomy Meetings

## DATES AND LOCATIONS

During January and February of 2024 Seed Consultants will host Winter Agronomy Meetings across the eastern Corn Belt. In addition to a review of 2023, agronomists will address important factors that are currently affecting our customers.

DATE	LOCATION	TIME	DATE	LOCATION	TIME
TUESDAY, JANUARY 2	RUSTY KEG 1801 Columbus Ave, Washington C.H., OH 43160	11:30 AM	TUESDAY, JANUARY 16	HARTVILLE KITCHEN RESTAURANT & BAKERY 1015 Edison St NW, Hartville, OH 44632	11:30 AM
WEDNESDAY, JANUARY 3	RED PIG INN 1470 N Perry St, Ottawa, OH 45875	11:30 AM	WEDNESDAY, JANUARY 17	LAKE VIEW LOFT 10215 Jones Rd, Hillsboro, OH 45133	11:30 AM
THURSDAY, JANUARY 4	CAMDEN FALLS 2460 OH-231, Tiffin, OH 44883	11:30 AM	WEDNESDAY, JANUARY 17	ANTLERS ON THE WATER ** 610 Antlers Lane, Williamsport, PA 17701	11:30 AM
THURSDAY, JANUARY 4	MOUND GROVE GOLF COURSE ** 10760 Donation Road, Watford, PA 16441	11:30 AM	THURSDAY, JANUARY 18	DER DUTCHMAN 4967 Walnut St., Walnut Creek, OH 44687	11:30 AM
TUESDAY, JANUARY 9	BARN AT THE BACKWOODS 8572 High Point Rd, Thornville, OH 43076	11:30 AM	MONDAY, JANUARY 29	THE SHADY MAPLE SMORGASBORD ** 129 Toddy Drive, East Earl, PA 17519	11:30 AM
TUESDAY, JANUARY 9	ROB'S CATERING 705 Arlington Rd, Brookville, OH 45309	9:00 AM AND 11:30 AM	TUESDAY, FEBRUARY 6	PIONEER COMMUNITY CENTER 100 N Elm St, Pioneer, OH 43554	11:30 AM
WEDNESDAY, JANUARY 10	BACK 40 JUNCTION 1011 N 13th St, Decatur, IN 46733	11:30 AM	TUESDAY, FEBRUARY 6	SKEETER'S BBQ ** 106 Victor Lane, Shamokin Dam, PA 17876	10:00 AM
THURSDAY, JANUARY 11	DER DUTCHMAN 720 State Rte 97 W, Bellville, OH 44813	11:30 AM	WEDNESDAY, FEBRUARY 7	CLAUDIA SANDERS DINNER HOUSE 3202 Shelbyville Rd, Shelbyville, KY 40065	11:30 AM
THURSDAY, JANUARY 11	SEED CONSULTANTS, INC., SALEM WAREHOUSE 205 Joseph St., Salem, IN 47167	9:00 AM	WEDNESDAY, FEBRUARY 7	ALL OCCASIONS CATERING 6989 Waldo-Delaware Rd, Waldo, OH 43356	11:30 AM
TUESDAY, JANUARY 16	DOUBLE TREE ** 340 Racetrack Road, Washington, PA 15301	11:30 AM	WEDNESDAY, FEBRUARY 7	HOSS'S ** 20 Falling Spring Rd, Chambersburg, PA 17202	12:00 PM

**RSVP:** Please call 800-708-2676 to RSVP for a meeting.  
For all meetings with \*\* please call 800-853-2676.



# FINANCING

## SEED CONSULTANTS, INC.

### TWO GREAT FINANCING CHOICES FOR 2023-2024

#### 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 2024.

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%
December - January 10, 2024	0%	0%
January 2024	0%	0%
February 2024	0%	0%
March 2024	0%	0%
April 2024	0%	0%
May 2024	0%	0%
In Season	0%	0%





# LEADER UPDATE

**By Daniel Call, CCA**

General Manager  
danielcall@seedconsultants.com

It's hard to believe, but here we are again wrapping up another growing season. The 2023 growing season will go down as an incredible year! The majority of our territory will record one of their best, if not their best, harvest ever. As we reflect on the 2023 growing season, in many ways, it was unbelievable. I'm not sure the weather and growing season we had would've been the prescription for a bumper crop, but it sure worked out well. Many growers endured an early, then late season drought. Followed by a summer filled with haze and smoke. Lastly, an abnormally cool August and September which caused the crop to have a very slow finish and dry down. It's apparent the genetics we have at our disposal today have an incredible ability to overcome multiple rounds of stress during the growing season and still deliver a bountiful harvest.

Our staff is grateful to service and work with so many wonderful customers across our footprint. Every farm is different, and each customer has specific needs. That is why working with a local,

regional seed company matters to our customers. "We Know Where You Grow," is more than a neat marketing line, it's a reality. The local knowledge our sales and agronomy staff bring to your farm is unmatched by many in the industry. It's an advantage we carry versus our competitors and has allowed us to grow our business over the years. We look forward to serving your seed needs for years to come.

Make sure you plan to attend one of our Agronomy Meetings this winter. Our agronomy staff has prepared an excellent agenda where they will share key lessons from 2023. We hope you take advantage of these meetings to learn new ideas and techniques to make 2024 your most productive year ever.

Finally, we ask that you enjoy the fruits of your labor this holiday season. Enjoy time with your family, and hopefully you take a moment to reflect upon the bountiful harvest of 2023. From all of us at Seed Consultants, we wish you a Merry Christmas!



## Seed Consultants

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

## 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](mailto:matt@seedconsultants.com) or by signing up on our website at [www.seedconsultants.com](http://www.seedconsultants.com).

## Editorial Board

### Alissa Armstrong

Marketing Communications Manager  
937-605-0737 - Mobile  
[alissa.armstrong@seedconsultants.com](mailto:alissa.armstrong@seedconsultants.com)

### Daniel Call, CCA

General Manager  
[danielcall@seedconsultants.com](mailto:danielcall@seedconsultants.com)

### Matt Hutcheson, CCA

Soybean Product Lead, Field Agronomist  
937-414-6784 - Mobile  
[matt@seedconsultants.com](mailto:matt@seedconsultants.com)

### Bill McDonald, CCA

Director of Agronomic Services  
740-837-0364 - Mobile  
[bill.mcdonald@seedconsultants.com](mailto:bill.mcdonald@seedconsultants.com)

### Jordan Bassler

Corn Product Lead, Field Agronomist  
570-980-3906  
[jordan.bassler@seedconsultants.com](mailto:jordan.bassler@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.

Roundup Ready® is a registered trademark used under license from Monsanto Company. 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.

RR2 - Contains the Roundup Ready® Corn 2 trait that provides crop safety for over-the-top applications of labeled glyphosate herbicides when applied according to label directions.

SmartStax® multi-event technology developed by Corteva Agriscience and Monsanto. \*SmartStax and the SmartStax Logo are registered trademarks of Bayer Group.

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](http://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.

AM - Optimum® AcreMax® Insect Protection system with YGCB, HX1, LL, RR2. Contains a single-bag integrated refuge solution for above-ground insects. In EPA-designated cotton growing counties, a 20% separate corn borer refuge must be planted with Optimum AcreMax products.

AMXT (Optimum® AcreMax® XTreme) - Contains a single-bag integrated refuge solution for above- and below-ground insects. The major component contains the Agrisure® RW trait, a Bt trait, and the Herculex® XTRA genes. In EPA-designated cotton growing counties, a 20% separate corn borer refuge must be planted with Optimum AcreMax XTreme products.

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.

Always follow grain marketing, stewardship practices and pesticide label directions. Varieties with the Glyphosate Tolerant trait (including those designated by the letter "R" in the product number) contain genes that confer tolerance to glyphosate herbicides. Glyphosate herbicides will kill crops that are not tolerant to glyphosate.

™ ® Trademarks of Corteva Agriscience and its affiliated companies. © 2023 Corteva.