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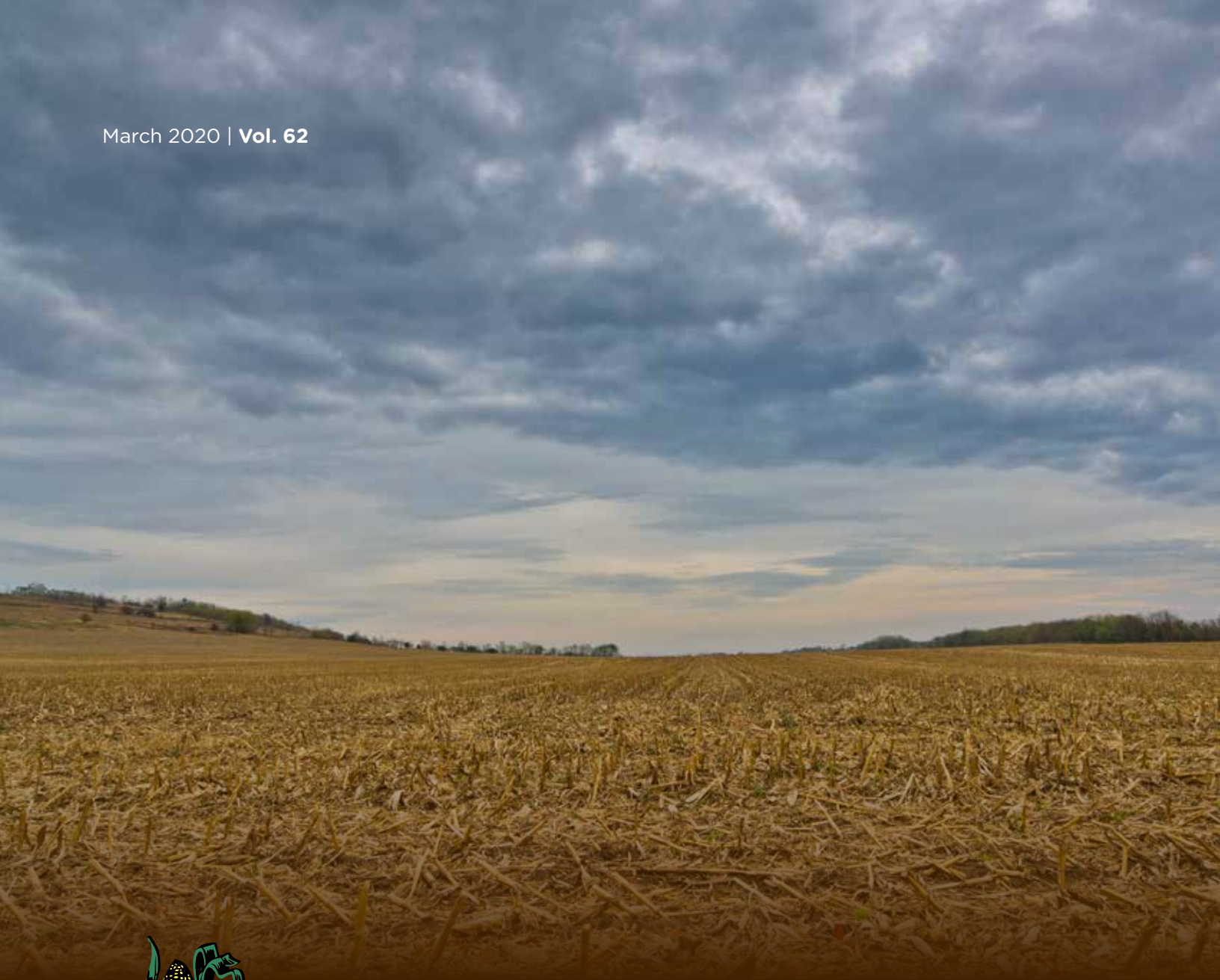

THE SEED CONSULTANT

A QUARTERLY NEWSLETTER NEWS AND VIEWS FROM THE FIELD

PREPARING FOR PLANTING IN 2020
The critical factor growers can control

2020 REPLANT AND RETURN
Important deadlines for replant paperwork and return guidelines

MILD WINTER EQUALS MORE SPRING PESTS... OR NOT
How insects handle varied winter weather

TREATED SEED STEWARDSHIP
Protect birds and other wildlife

PREPARING FOR PLANTING IN 2020

By Matt Hutcheson, CCA
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Spring planting is right around the corner. Planting is one critical factor that growers have control over and paying attention to details help crops achieve their highest yield potential. Thorough maintenance before heading to the field is important, as well as making adjustments throughout the planting process.

PERFORM MAINTENANCE AND REPAIRS

Prior to heading to the field, growers should check for excessive wear that will negatively affect planting equipment. No-till coulters, disc openers, seed firmers, chains, etc. may need to be adjusted or replaced. Planter units should be tested and calibrated as needed. Correct seed placement can be hindered by excessively worn planter parts that don't operate as they were designed. Taking time to completely go over all parts of a planter will eliminate potential problems in the field that can affect crops for the entire growing season. With the unpredictable and wet springs the eastern Corn Belt has experience over the last several years, it is more critical than ever to be prepared to go to the field when field conditions allow.

IN-SEASON ADJUSTMENTS

Making adjustments to planters throughout the season is as important as preventative maintenance, and there are several areas growers should check regularly. Seedling depth is a key factor in ensuring uniform emergence and high yields. Depth settings should be set and monitored often. Depth should be checked frequently in each field as field conditions will change throughout the season.

Planters set up for no-till may have row cleaners.

Row cleaners should be set so they move residue without disturbing soil and may need to be adjusted on a field-by-field basis.

One area that probably doesn't get enough attention is planter down pressure. Down pressure should be set to accurately place seed and may need to be adjusted from field-to field. Down pressure requirements and settings will change based on soil moisture, tillage practices, compaction, etc. Used correctly, down pressure allows planters to accurate place seed. Too much or too little down pressure will affect seeding depth and could create sidewall compaction of the seed trench.

Seed firmers and closing wheels should also be monitored and adjusted if need. Seed should be placed firmly in the bottom of the seed furrow and the furrow should be closed, allowing for adequate seed-to-soil contact. Different styles of closing wheels require differing spacing and down pressure. To ensure closing wheels are operating correctly, growers should consult dealers and/or manuals when installing and adjusting them.

Making in-season adjustments to planters will take time and effort, however, these adjustments will ensure correct seed placement which will help growers achieve high yield potential.

EARLY CASH DISCOUNTS

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

CASH DISCOUNTS

4% ..... March
2% ..... April

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

SEED CONSULTANTS 2020 REPLANT AND RETURN GUIDELINES

All replant paperwork must be received into the office by **July 17, 2020**.

Growers must contact and allow the seedsmen to assess the stand and approve all replant.

GENERAL GUIDELINES:

-No replant credit, if seed is planted prior to insurance guidelines.

-Must replant in 2020; no credit for 2021.

-Delivered replant seed is subject to a delivery charge.

-Subject to product availability.

-Subject to change without prior notice.

Soybeans

-Grower must allow enough time for planted beans to emerge

-No replant if seed is still viable

-Lumigen FST/IST (Inoculated)...100% replant

-Lumigen Base...75% replant

-Untreated...0% replant

Corn

-All traited hybrids...100% replant

-All treated hybrids...100% replant

-Untreated hybrids...0% replant

-Replant of replant ½ of list price

2020 SEED CONSULTANTS RETURN GUIDELINES

No return on Treated Soybeans

Growers may return untreated soybeans to your seedsmen, area warehouse, or dealer.

No corn returns will be accepted after July 1, 2020

No soybean returns will be accepted after July 17, 2020

If you have seed returns, contact your seedsmen, your local dealers before the return/replant deadlines.

Seed Consultants soybeans are covered under multiple patents that are still enforced. Please adhere to SCI guidelines and avoid pirated bin run issues.

ENJOY WEARING SEED CONSULTANTS GEAR?

Be sure to check out the Seed Consultants Online Store.
Visit seedconsultants.com today to see what's available!

SAVE THE DATE!

SCI'S 2021 CUSTOMER TRIP

January 23-29, 2021

HYATT ZIVA • LOS CABOS, MEXICO

MILD WINTER EQUALS MORE SPRING PESTS.... OR NOT

By Jordan Bassler
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Like the 2019 growing season, this winter has been abnormal. Warmer than usual temperatures, more rain, and less snow fall. This may lead you to believe that spring insect pressure may be higher than usual. However, that may not be the case. Many growers and agronomist think that cold winters with below average temperatures lead to less spring insect pressure. When we take a closer look at how insects combat winter weather, we can gain knowledge about how these pests either thrive over winter or populations decrease depending on the freeze/thaw cycle that occurs.

Many think that colder winter temperatures equals less spring insect pressure. The answer is not that simple. Spring insects include slugs, wireworm, white grubs, armyworm, beetles, seed corn maggots. What is not common knowledge however, is how these insects handle winter weather. According to Ag Professional, an insect's internal defense protects them against brutally cold temperatures by producing enzymes similar to anti-freeze in our vehicles. The colder the temperature, the more of this enzyme is produced. If we have a mild winter, insects do not produce as much of this enzyme and can naturally survive by simply seeking shelter in the soil, crop residue, or snowpack. The more freeze and thaw cycles that occur, the probability of insects surviving winter conditions is higher.

Another factor to consider is how much snow is covering the soil surface. Snow acts as an insulator, resulting in cover for insects over

winter. No snow cover means less cover for insects to survive. Extreme low temperatures with no snow cover may lead to reduced spring insect pressure. If a lot of snowpack is present, it could produce the perfect scenario for insects to survive the temperatures.

In general, insects are scored in populations. An insect is either dead or alive. Early spring scouting will determine overall insect levels. If past winter weather is taken into consideration, we can speculate how high or low insect populations will be. For many insects the threshold per square foot of soil is four. More than four insects per square foot would indicate a need for insecticide. Anything that is equal or less than four insects per square foot of soil needs to be monitored.

We can gain a good estimate of spring insect pressure by using the above tactics. However, nothing can replace the act of spring scouting. The best way to determine if spring insects will affect you is to get outside and see what insect populations are in your soils. Pairing spring insect scouting with a solid Integrated Pest Management Plan will give a great start to your crop's success throughout the entire growing season.

Treated Seed Stewardship for Handling Spills

SOME "COVER-UPS" ARE GOOD!

Spills of treated seeds can be a potential threat to birds and other wildlife—if not cleaned up. Don't let small spills become big problems—let's get serious about covering up seed spillage!

BENEFITS OF TREATED SEED STEWARDSHIP

Seed treatments provide farmers with an economical way to protect their crops against damaging pests and diseases. Treated seeds generally result in more uniform stands, healthier plants and higher crop yields. When used responsibly and following seed bag tag instructions, seed treatments benefit farmers without creating unacceptable risks to applicators, wildlife and the environment.

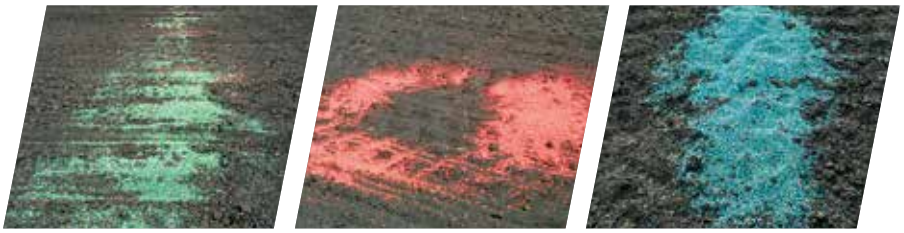
PROTECT BIRDS AND OTHER WILDLIFE

It is important that treated seeds are properly stewarded to avoid potential risks to wildlife. Recent observations by researchers with the University of Minnesota and the Department of Natural Resources found spills of treated seeds on private and public farmland. Because certain bird species may eat seeds left on the surface, it is vital that growers ensure all spills are removed or buried to protect birds and wildlife habitats.

BIRDS THAT MAY EAT TREATED SEEDS

+ Canada Geese
+ American Crows
+ Mourning Doves
+ Sparrows
+ Blackbirds
+ Wild Turkeys
+ Ring-Neck Pheasants
+ Blue Jay
+ Brown Thrasher

And more...



Photos are courtesy of Minnesota Department of Natural Resources

OUR INDUSTRY HAS ALWAYS TAKEN STEPS TO INCREASE SEED STEWARDSHIP

Pesticides applied as seed treatments undergo rigorous testing and review by federal and state regulators to ensure their safety to applicators, wildlife and the environment. Additional actions have been taken to protect pollinators, including enhanced coating polymers and application processes to increase pesticide adherence to seeds, as well as new flowability agents that help minimize seed dust-off during planting.

3 Stewardship Steps for Managing Seed Spills

1 Follow Label Directions

Follow directions on seed container labeling for proper handling, storage, planting and disposal practices.

2 Know Where and When Spills are Likely to Occur

Studies[1] show that planting equipment places an average of 99.8% of treated corn seeds in the soil, making them unavailable for birds to eat. However, the greatest potential for seed spillage occurs at the loading site, at the point of entry to the field, and at the turn rows. Knowing where and when spills are most likely to occur helps growers to take preventative or corrective action.

3 Clean or Cover Up Seed Spills Immediately

When treated seed spills occur, cover them up with soil immediately to ensure they don't remain available for birds to consume. Completely remove all leftover treated seeds or seeds left in containers and equipment and dispose of them properly.

[1]*Baute, T. 2001. Assessment of the Potential for Bird Feeding on Imidacloprid Treated Corn Seed. Ontario Ministry of Agriculture, Food and Rural Affairs, Ridgetown, Ontario*

For detailed information about stewardship of treated seed, check out **seed-treatment-guide.com**

Steps for
Stewardship of Treated Seed

Follow Directions

Follow directions on treated seed container labeling for handling, storage, planting and disposal practices.

Minimize Dust

Use advanced seed flow lubricants that minimize dust.

Eliminate Weeds

Eliminate flowering plants and weeds in and around the field prior to planting.

BeeAware

At planting, be aware of honey bees and hives located near the field, and communicate with beekeepers when possible.

Clean and Remove

Completely remove all treated seed left in containers and equipment used to handle harvested grain, and dispose of it properly. Keep all treated seed out of the commodity grain channels.

For detailed information about stewardship of treated seed, check out **seed-treatment-guide.com**

FINANCING
SEED CONSULTANTS, INC.

TWO GREAT FINANCING CHOICES FOR 2019-2020
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 your SCI representative, 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 2020.

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.

	DISCOUNT SCHEDULE	
Finance Plan	**John Deere Financial**	**RABO**
Purchase & Approval Date	Fixed 0%	Fixed 0%
March 2020	0.0%	0.0%
April 2020	0.0%	0.0%
May 2020	0.0%	0.0%
In Season	0.0%	0.0%

LEADER UPDATE

By Daniel Call, CCA
General Managerdanielcall@
seedconsultants.com

As we enter the 2020 growing season, the excitement around the Enlist E3™ soybean program continues to build. Growers have increased interest as they investigate the broad utility of Enlist E3™ soybeans. It is clear based on early customer feedback, that the Enlist E3™ system has the opportunity to revolutionize soybean production within our sales area.

For starters, Enlist E3™ soybeans are the first ever released triple stack of soybean herbicide trait options. This allows us to use 2,4-D Choline, glyphosate or glufosinate in-crop on these products. These three herbicide options, in addition to your standard arsenal of pre-emergence and in-crop herbicides,allows us to have the largest toolbox available in soybean production. This portfolio allows us to control those hard-to-kill herbicide resistant weeds other programs miss. Another benefit to the Enlist E3™ soybean program is, none of these products are restricted use chemistries nor do they require a special license or training in order to apply them to your crop. In addition to these benefits, 2,4-D choline has an extremely low volatility allowing application in areas near sensitive crops.

The final piece of the puzzle is performance. Seed Consultants' replicated data, as well as 3rd party yield data both show yield parity with all the competitive traits on the market. In both situations, the Enlist trait was tested side-by-side of the alternative traits. We are confident in the performance of our Enlist E3™ soybeans and are thrilled to bring the strong lineup we have to your farms. The varieties we have advanced are bred and tested specifically for your environment in the east.

Contact your local Seed Consultants representative to find out more about why we are so excited and confident in the Enlist E3™ soybean program for 2020.

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Editorial Board

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.