

Down the Row

Winter 2022



From My Desk to Yours...by Kory Smith, CEO & General Manager

Phillips Seed Farms Products Are Up To The Challenge

Phillips Seed Farms' (PSF) market begins at the heart of our operations, the central corridor of Kansas, to northern Nebraska, to western Iowa, to northern Oklahoma, to western Missouri, and all the way to the western Kansas border. Yes, that's a lot of real estate, and yes, from one end to the other there are many differences in climate, as well as the farming cultural practice. We are fully aware of the challenges our growers face year in and year out. This is a key driver in positioning PSF to be the best seed partner we can be. We extensively conduct research in all corners of our market to verify that we are fielding a top-flight lineup of products. Yes, our products are up to the challenge!

PSF Corn, Soybean & Grain Sorghum Products Must Reach YieldBoss™ Certification Status Before Commercial Release

Nearly four years ago, PSF developed a system of testing, where upon successful "graduation" from that multi-year program, a given product

could be certified as a YieldBoss™ product. The system includes the product performing at pre-set performance specifications and progressive trendlines over a minimum two-year timeframe. This process is kind of like a "UL Approved" status for seed. Product lines that can reach YieldBoss certification status include: Corn, Soybeans, and Grain Sorghum. These row crop seed types are driven largely by yield. There are, however, other factors involved, such as its disease resistance package and certain pest resistances. On the corn disease side, we watch the Goss's Wilt, GLS, Common Rust, and NCLB closely. On the pest resistance side, we look at the controls offered by trait, such as Western Bean Cutworm, Corn Borer and others, as examples. For all of our product lines, yield is still king, and an innovative, but hard-testing system unveils the genetic potential that may not be found in other ways.

Strong Test Results Again in 2021: Maintaining High Benchmarks

Top PSF product testing shows our existing products, or those currently in

our lineup, reach 101% of replicated trial yield mean consistently. It is common to see individual location product performances of 110% of yield mean, or even higher. This cements a product's place in the PSF commercial lineup. It is also that type of consistently high performance, when compared against multiple genetic source test material, that provides the confidence to release these top yielding "graduates" into our lineup and marketplace. New performers are tested each year, and this impressive germplasm pool provides a stellar pipeline for only a few, select, new potential hybrids and varieties to be released commercially. As you can see, only the strongest survive to make it into the PSF commercial seed lineup.

We are wrapping this process up for 2021, and those results will be made available soon, upon request from your PSF Sales Representative or Agronomist.

Thank you kindly for your business, and may you and your family have a Blessed New Year!

Fertilizer

With fertilizer prices nearing record highs, now is a good time to talk about the importance of soil fertility and some solutions we can implement going forward. Grid sampling and variable rate fertilizer are going to play a huge role in soil fertility.

With grid sampling, we find out how much fertilizer is exactly needed for that

acre. With that knowledge, we can make variable rate fertility prescriptions and are able to accurately place our fertilizer in the areas where they are needed. Using this process, we eliminate the waste of fertilizer which is saving growers a substantial amount of money this year.

Another solution we can implement is

lowering our yield expectations for a few years. Lowering our yields will result in using less fertilizer which will boost profitability and help the bottom line.

Article by Zach Painter – Phillips Seed Farms Area Sales Agronomist (Northeast NE)

Herbicide

From what I've been hearing, the Liberty® herbicide is going to be about nonexistent going into the spring and summer months. With growing Enlist E3™ soybeans and XtendFlex® soybeans this is going to be a big issue going forward with controlling our Roundup® resistant weeds. Growers are going to have to make sure they are utilizing a quality pre-emergent herbicide program to control the early season grasses and broadleaves. From

what I am hearing in the industry, Roundup® or Glyphosate is going to be very hard to find, and if you can find it, it is going to be very expensive. Starting weed control early is going to make it much easier during the growing season and using a herbicide to control volunteer corn will also control small grasses. Growers with broadleaf problems are going to have to use different herbicides such as Flexstar® and FirstRate™, if things get

out of control with those hard to kill broadleaves. This year is going to be very important to control our weeds early and not to let them get out of control.

Article by Zach Painter – Phillips Seed Farms Area Sales Agronomist (Northeast NE)

New Product Announcement

We are pleased to announce a new addition to our Phillips Seed Wildlife Division, All Seasons Feeders. They provide a wide variety of deer feeders in different sizes and styles. You are sure to find one that will fit your specific habitat needs. Their feeders are built to last in the harsh outdoor conditions where you need them. All Season Feeders is a family owned company taking pride in their products and business.



It's a lifestyle.



In Remembrance



We are saddened to announce Phillips Seed Farms lost a great dealer and business partner in Philip Nelson. He passed January 4, 2022 at the age of 59.

Philip had been a Phillips Seed exclusive dealer since 2017, prior

to that he worked in his father's (Verlyn Nelson) seed dealership. He was passionate about the seed business and we appreciate the great job he did representing the Phillips Seed Farms' brand. We want to recognize that despite battling illness Philip had his

biggest year ever as a PSF dealer, in 2021. It was a testament to his dedication to his business and family. We so appreciate his partnership and Philip will be truly missed.



Retirement Announcement



We would like to wish Gary Komp well as he retired at the end of 2021. He is looking forward to spending more time with his family which include his wife Candy, three sons and eight

grandchildren, soon to be nine! He is looking forward to pursuing some of his hobbies, such as hunting and fishing.

His responsibilities while at

Phillips Seed were working in the Hope warehouse and seed treatment. We want to wish Gary well and thank him for his seven years of service with Phillips Seed Farms.

New Employees



We would like to welcome Chris Barlow to the Phillips Seed Farms' team. He works out of our Hope location. Chris is a Warehouse Associate and Maintenance Tech. He comes to

us with over 10 years of warehouse and maintenance experience. Chris currently resides in Abilene, KS with his significant other Wendy and their three children. When he is

not at work he enjoys working on demo derby cars, fast cars and being outdoors. Welcome aboard Chris! We are excited to have you as a part of our team.



We would like to welcome Dakota Breuer to the Phillips Seed Farms' team. He works out of our Hope location. Dakota is a Warehouse Associate and Seed Treatment Tech. He comes to us with previous

experience in the seed industry. Dakota currently resides in Abilene, KS with his wife Terri, son and another addition to the family on the way. When he is not at work he enjoys hunting and fishing. He is also currently

pursuing a Bachelor's degree in Ag Business & Technology at FHSU. Welcome aboard Dakota! We are excited to have you as a part of our team.



We would like to welcome Bill Brown to the Phillips Seed Farms' team. He works out of our Hope location. Bill is a Warehouse Associate and Seed Cleaning Tech. He comes to us with over

20 years of warehouse experience. Bill also has several years of experience in the transportation industry. He currently resides outside of Abilene, KS with his wife Lori.

When he is not at work he enjoys working around their property and getting wood ready for winter. Welcome aboard Bill! We are excited to have you as a part of our team.



Field of 430NR2XSE being harvested near Lindsborg, KS (10-28-21)

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