

June  
2006



HOEGEMEYER

THE RIGHT SEED

NEWSLETTER

## Quote of the Month

In June as many as a dozen species may burst their buds on a single day. No man can heed all of these anniversaries; no man can ignore all of them.  
- Aldo Leopold

## Seed Returns

With the planting season mostly completed, it is important to highlight a few guidelines about returning seed. The Sales and Marketing Guide provides all details and policies.

### Corn Returns

- Poncho 1250 corn cannot be returned
- A \$10 restocking fee per bag will be charged if more than 10 percent of the Poncho 250 corn you ordered is returned.
- A \$5 restocking fee per bag will apply to returns that exceed 20 percent of the corn you ordered
- All corn must be returned to your DSM or the home plant by June 30, 2006

### Soybean Returns & Discards (pg. 10 Sales & Marketing Guide)

No Soybean units are to be returned to the plant. All soybean seed is to be discarded at your local elevator. All soybean discards must be approved by your District Sales Manager and be accompanied by a signed discard agreement by June 30, 2006.

Using the "Soybean Seed Discard Ticket" your DSM will inventory and record the soybean varieties and lot numbers to be dumped as well as the agreed upon market price at date of settlement. After the "Soybean Seed Discard Ticket" has been returned to the Hooper office, your account will be settled.

### Sorghum Returns

A maximum of 15% of total dealer-shipped, Gaucho-treated grain sorghum may be returned without a \$10 per bag restock charge.

A maximum of 20% of all other total dealer shipped sorghum may be returned without a \$5 per unit restock charge.

## Account Settlements

We will be computing Dealer and Volume discounts beginning on June 30<sup>th</sup>. Therefore, all Seed, Pallet & Bulk Box returns and any other seed credits need to be completed by that time. We ask that you clean up any loose ends on your account as soon as you can so that your Dealer Settlement will be accurate. If you have any questions, contact your DSM or the Hoegemeyer office.

## Trait License Agreements

As everyone is aware, any purchased corn hybrid and/or soybean variety with a trait must have a license agreement signed.

We check the bookings received in the office to see if the proper license agreements have been signed. If a license agreement is not signed, we mail the license agreement to the customer to sign.

If you or a customer receive a license in the mail, please sign and return it to the Hooper office. Thank you to everyone who has signed and returned licenses.

## Calendar

### June

- Put up field signs

### June 15

- Customer Service Inquiries (CSIs) due for replant discounts
- End Use forms due

### June 30

- Return deadline for Corn, Grain Sorghum, Forage and Sirdan
- Accounts due

## Sign Up for Signs!

Field signs are a great way for you to build brand awareness for your Hoegemeyer dealership. Hoegemeyer continues to partner with you to grow your business by offering a Sign Program that can be used to earn funds for Co-op Advertising or Promotional items.

Here are the details for the Sign Program:

- Signs must be up prior to **August 1<sup>st</sup>** and taken down after harvest
- To be considered a plot, 80% of the hybrids or varieties in the plot must be sold by Hoegemeyer
- Field Signs must be ¼ mile apart
- Redemption forms must be returned to the Hoegemeyer office by **October 1<sup>st</sup>**

If you participate in the Sign Program, you will receive:

- \$50.00 credit for each plot that is signed
- \$4.00 credit for each Field Sign placed at least ¼ mile apart

- Credit can be used for **Co-op Advertising** (which we highly recommend) or the following Promotional items:

<b>Jacket</b>	<b>\$60</b>
<b>Sweatshirt</b>	<b>\$30</b>
<b>Cap</b>	<b>\$5</b>

Please work with your DSM to determine how many signs, decals, bolts and posts you will need, and to receive **Redemption forms**, which **must be completed to receive credit**.

Contact your DSM or the Hoegemeyer office to set up a Co-op Advertising plan.

## Replant Information

We want to remind you of the replant procedure for Dealers and/or Customers. As soon as you are aware that replant is needed, **contact your DSM immediately**. Your DSM needs to complete a CSI (Customer Service Inquiry) for approval of the replant. When the office receives the CSI, the replant credit will be applied to the Dealer's/Customer's account.

A few things to note:

- All CSI forms must be signed by the DSM or Agronomist & by the individual requesting replant credit.
- The Original top form from the CSI is to be forwarded to the Hooper office.
- Replant requests must be submitted to the office by June 15<sup>th</sup>, 2006, except for fall seeded crops, which must be received by October 31<sup>st</sup>.
- Replants that occur after June 15<sup>th</sup> must be received in the Hooper Office within 10 business days of the replant date.

Replant Discount Programs

- Hybrid Seed Corn – 50% of retail cost
- Grain Sorghum – 50% of retail cost
- Alfalfa – \$85.00 per bag
- Soybeans - \$5.00 off retail cost
- Forages & Sirdan – 50% of retail cost
- BMR forage – 50% of retail cost

Contact your DSM or the home office for trait replant allowances.

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