

The following discounts are applicable from normal retail price.

Crop	Replant Discount
Corn	70% off retail price
Soybeans	70% off retail price
Alfalfa	50% off retail price

### HOW TO QUALIFY:

1. When a customer reports a replant event, the dealer should contact the Regional Sales Manager (RSM) within five (5) days. The RSM then will visit the grower and fill out a Replant Incident Form online. The RSM will electronically file the replant claim.
2. Once received by the appropriate Latham product manager, he approves the replant request unless agronomically it is not recommended based on the following factors:
  - It is too late or early in the year to replant
  - The likelihood of producing a replanted crop is extremely unlikely
  - The original planting date was before the Federal Crop Insurance date
3. Corn and soybeans need to be purchased and planted within the 2023-2024 sales year to qualify for replant.
4. Alfalfa planted in the **spring season** will qualify for replant seed if it is direct seeded, reported and replanted within 60 days of the original planting.
5. Alfalfa planted in the **summer/fall** season will qualify for replant seed if the stand is not established within 60 days or if the stand does not establish into an economical stand able to survive the winter. It must be reported and replanted by May 15 of the following spring.
6. At the end of the year, a Replant Credit Form will add up all the approved replants and offset the dealer's account.

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### OTHER REQUIREMENTS:

1. Only acres planted after the recognized Federal Crop insurance dates will qualify for replant (for most customers the early plant date for corn is April 11 and for soybeans is April 21).
2. Only orders placed as customer orders in SeedWare on or before April 30, 2024 are eligible to qualify.
3. A replant incident form must be completed for all replant situations and approved by an authorized Latham representative before being shipped.
4. The replant discount will be credited to the dealer's account. The dealer must pass it on to the customer.
5. Replants are not eligible for other Latham programs.
6. Replanted units must be planted in the current crop year and in place of the lost crop on the farm for which the replant is claimed.
7. Replant discounts are based on the replanted seed and not the original seed replanted.
8. Replant protection is available on the first replant only.
9. Double crop units do not count as replant units.
10. Cash discounts do not apply to replant units.
11. A Latham Replant Credit Form must be completed for all replant incidences on or before July 15, 2024.

Contact your RSM for more details.