



20th
ANNIVERSARY



THE HAY STACK

January 2020

New Herbicide for 2020 by Cody Olson

As sales agronomists, one of the many responsibilities we have is to make product recommendations and keep up on new offerings. We can best assess what to use based on a multitude of factors to fit your style of farming, which is why we may ask so many questions when getting a plan together, especially if you are new to our company. Most of the "off-season" for us is spent going to different seminars, classes, or education and retail events to hear from our chemical reps. We have to understand and recommend so many chemistries to get the best weed control possible, and with 2020 approaching as a major post prevent plant year, there will be no room for falling behind on weed control. Start clean, stay clean is easier said than done, but it all comes down to being proactive instead of reactive. For the no-till acres, we need to start with a good burndown early along with a product that provides residual control. On conventionally tilled acres, where maybe the weeds were knocked down by a tillage pass, one will usually be just fine putting down a good residual product. For a number of years at Valley Ag we have seen excellent results with two pass programs, getting a pre-emerge with residual down and then coming back later to hit it again with another overlapping residual product to get us to canopy. A new product we will be utilizing this year for a bean pre-emerge will be called Authority Edge from FMC. We have been familiar with the Authority lineup as a bean pre for a long time and this will be another tool we will be adding. Authority Edge is a blend of Spartan and Zidua products, with more Spartan active ingredient than our previously used Authority Supreme. This increased A.I. (active ingredient) with a low use rate will create longer lasting residual for small seeded broadleaf weeds, such as waterhemp, palmer, lambsquarters, and kochia; as well as residual control of grasses. FMC is strictly a chemical company that has no tie-in with seed, and they offer excellent financing options (0% through John Deere Financial) as well as grower rebates. Days are getting longer and spring is getting closer, if you need help getting a tailored weed control plan set up for your farm, please get in touch with your agronomist!

Congratulations! ***Cody Olson, New Manager Trainee***

Cody Olson has a new role within Valley Ag Supply. He's been promoted to manager trainee for our Spink location. The good news is Arlo Lykken and Scott Bottorff are not going anywhere. This transition will allow Cody to learn from these guys with many years of experience. At Valley Ag Supply, we value experience and wish for zero transition time when changes occur.

Cody has excelled at his role as agronomist in Gayville. He will still work under and continue to learn from Alan Moehring, the lead agronomist at Valley Ag Supply, but now he'll work in Spink to learn the workings of the entire manager's job. From dispatch, product selection, mechanical and personnel issues there is a lot to learn and we strongly believe that Cody will fill the role with the professionalism and work ethic our customers have come to expect.



From Tara's Desk

Our oldest child turned 20 this week--Valley Ag Supply has made it to twenty. What a proud moment! I celebrated with my crew; we had cake and beer. It was a bittersweet afternoon to be sure. I missed Greg something fierce. He would have been proud of this milestone just as I am. But just as my life for the past 17 months has been filled with tremendous lows there have also been business and personal life wins.

After we celebrated Valley Ag Supply's birthday, myself and my crew spent two days in Sioux Falls at the Ag Expo. A farm show for ag retailers complete with sprayers, floaters, chemical companies, parts, etc. I have sat on the board of the SD Ag Retailers for the past four years, this year I was voted president. I tell you this not to be boastful but more as reassurance of my commitment

to agriculture, my willingness to learn more about policies and regulations as they pertain to our business and to reassure you that although Valley Ag Supply is an independently-held company. My aim is to stay relevant in the most competitive of markets. While at the expo; my crew competed in both the agronomy and applicator Olympics. For the fourth time in five years Luke Gustad and Alan Richelieu won first place in the applicators division. Alan Moehring and Tyler Doty took second in the agronomy division. They all won a cash prize which I matched. I really like hearing "winner: Valley Ag Supply..." over the loud-speaker at an event of my peers 😊 Maybe I'm more

competitive than I think!

January is a month of tax prep and meetings for me. As you can imagine, preparing reports, reconciling and double-checking for a meeting with the accountant is a big job. This is the part of the business that I am good at so I'm in good spirits. If Greg were here and I were gone, he'd DEFINITELY not love this time of year. He was known to have nodded off in an accountants meeting a time or two. He was a great partner, but he wasn't *THAT* perfect.

Prepay on seed, chemical and fertilizer was up at the end of December over 2018. Given the year our total sales

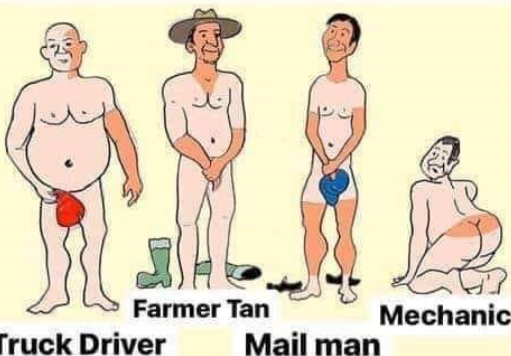
were only off 5% compared to 2018 so I am considering that a win. It's not the sales number I would have wished for my first year alone at the helm but given Mother Nature's propensity to do whatever the hell she wants, I will take my 5% decrease and look forward to a new year.

Cheers to you all in 2020. I will say it again and again. I appreciate your business and support. We all work diligently to earn it each day.

~Tara Pirak



Profession Tans





Seed Updates with Alan Moehring



By WINFIELD

I wanted to take this time and say thank you all for coming to our Christmas party in December. We are very appreciative of all your support this last year and are honored you choose us to help you with your operation. We are excited and looking forward to working with you in 2020.

The office has been very busy with people coming in and making plans for next year. Along with our meetings in the office, we are at the time of year where we are on the road a lot keeping up with the newest agronomy updates, emerging technologies, and final results of different trials test strips we and other companies had put out this last year. The one I'm most excited about especially with our fungicide trip coming up shortly, is the RTF scores (Response to Fungicide) that Winfield United and the Answer plot teams brought back. Valley Ag Supply pays the equivalent of a very nice salary each year to have access to the research data and technological tools of Winfield United. This allows us to stay relevant in many of the ag technology tools like satellite images, nitrogen modeling, irrigation scheduling, and more and helps us compete with larger ag retailers. Winfield United tests their own Croplan brand as well as partnered brands like Dekalb/Asgrow, Mycogen, NK, and competitors like Pioneer. They use a rating scale of Low, Moderate, and High; this is important to watch especially in years where plant stress and disease conditions are low because the fungicide application may not show a good enough response to give a positive return on investment. On the flip side, with the 240 different hybrids they test each year the top end on a high response hybrid usually pays about 5 times the total cost of applying the fungicide. So in tight years or when you just want to try a little bit of fungicide it definitely pays to do some research or ask one of us for help on choosing the best hybrids for fungicide.

Since every year is different Winfield United and Answer Plot teams test many of the hybrids for multiple years so we can go back and compare years as well. On this year's data set a few numbers I easily recognize and we see locally with moderate to high responses are:



Dekalb 54-40	Croplan 4199SS	Pioneer P0339AMXT
Dekalb 56-45	Croplan 4549VT2/SS	Pioneer P0589AMXT
Dekalb 59-82	Croplan 4895VT2/SS	Pioneer1197AMXT
Dekalb 63-90	Croplan 5073VT2/SS	

If you have been thinking about using fungicide but are worried about cost, or maybe you used it in the past and had a bad experience and don't think it will work on your farm, I encourage you to come in and talk with one of us. Let us talk with you about the benefits we have seen and ways to make sure that we are getting the most out of the acres you are farming and those fungicide applications.



Add us on Snapchat!

Here's Leah's quick 'How to.'

- 1) After opening the app, tap the  icon in the search bar on the top of your screen.
- 2) Type in 'valleyagsupply1' in the top bar that says, "Find Friends".
- 3) Tap the  icon.
- 4) In the same location that you can add to your story, you will be able to add your farming snaps to our Valley Ag Supply story.

Happy Snapping!



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Why You Should Get Your Meters Tested

By Tyler Doty

- ◆ Every 1% singulation lost can be up to 2.5 Bu/ Acre
- ◆ 1 skip = .8 of an ear lost
- ◆ You only plant once a year so you have to make sure you do it right
- ◆ To test meters it is \$35.00 per meter.
- ◆ New precision finger meters will cost about \$200.00 per meter.
- ◆ To upgrade your standard JD Vacuum meters would cost \$175.00 per meter.
- ◆ The Pro-series JD Vac Meters would cost around \$205.00 per meter.



We run finger meters, JD vacuum meters, and precision Vset Meters. We can run other meters, but we don't carry parts to update them. The sooner you get your meters in the sooner we can get them done in time for planting 2020. If you have any questions about getting your meters tested give Tyler a call at the Gayville Office at 605-267-3100.

Contact Us!

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