



20th
ANNIVERSARY



THE HAY STACK

March 2020

Fertilizer Market by Jimmy Sieperda

I first wrote my article on March 11th, and a lot has happened in the world during the week from when I wrote my article to when we were going to print and mail out our newsletter. In my original article, I briefly mentioned the corona virus as a footnote, but now I know that it is on the forefront of everyone's mind. However, the vast majority of what I had to say last week will remain the same, in that so far I have not seen the pandemic of the corona virus directly affect the fertilizer market like it has the stock markets. However, it wouldn't surprise me if in some ways it will eventually have an effect, whether it is through logistics or a plant or port that has to shut down. I want to reassure everyone though, that Valley Ag Supply is in a good position, in regards to fertilizer, if we have to weather a storm. And we will do everything we can to make sure that the customer service you have come to expect over the years will remain the same. The addition we made to our dry fertilizer plant last fall to provide more storage will help get us further into the spring season. And for the positions we took on both dry and liquid fertilizer we already bought or contracted, will also help us get further into the spring season and mitigate any drastic changes, just in case this virus does have a short term effect on the market.

Overall, fertilizer prices have been similar to lower than where they were at this time last year. Potash and AMS have been the most consistent, remaining fairly flat for the last several months. The price of MAP started dropping last summer, which provided for good prices during our fall fertilizer run. That downward trend continued until about December where we saw low prices we hadn't seen in over 12 years. These low prices came just in time to allow for a good buying opportunity for those that prepaid. The price of MAP has since rebounded and remains firm, but it is still at a cheaper price than it was at this time last year.

Nitrogen has been a little less consistent in the market but overall still cheaper for both urea and UAN (28%). Due to some factors in the world market, urea has gone up in price lately, while UAN (28%) still remains soft. However, with where Valley Ag Supply took its position on buying the tons we needed, I think the price spread between the two products will remain consistent. In other words, if you are used to using one source of nitrogen over the other then you can plan on sticking with that plan. Generally, fertilizer prices tend to go up in the spring once the demand hits. So far I expect that to stay the same this year, but we will keep an eye on the markets as these world events play out over the next several weeks.

Talc & Graphite Replacement by Scott Bottorff

We are now handling a product to replace your planter box Talc and Graphite and add some nutrition to help the young plants have more vigor. For corn we have Rocket Seeds. PMZ DRY has a guaranteed analysis of 1% Nitrogen, 10% Phosphate, 2% Manganese and 8% zinc. It is a dry nutritional product that improves early root growth and plant vigor by helping provide proper nutrition to the seed. Young plants will be able to withstand early season cold and moisture stress while progressing through the vegetative stage and will help create longer and more developed root systems. PMZ DRY is an excellent seed-drying source. It improves lubrication and flowability, which reduces skips and doubles. We highly recommended it for soils with tied up, unavailable phosphorus.

For soybeans, there is a Moly Dry which has a guaranteed analysis of 1% Nitrogen, 5% Phosphate, 1.5% Iron, 3% Manganese, 3% Molybdenum, and 10.5% Zinc. Moly Dry is a highly available iron source which can help treat early season iron chlorosis deficiency. Moly Dry helps legumes formulate more nodules and promote early-season nitrogen uptake

The use rate for both the PMZ dry and Moly dry is 3 oz. per unit of seed (50lbs) and comes in a 7 pound jug or a 35 pound pail.

From Tara's Desk

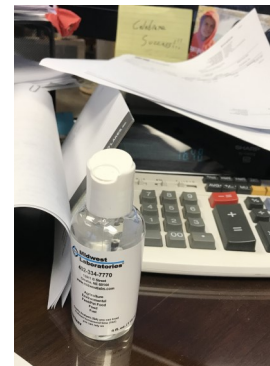
As I type (3/19/2020) both Gayville and Spink's doors are open. This isn't the time of year to have interaction with our customers in our office anyway. Plans have been made, the fertilizer sheds are full, the liquid tanks are really full and chemical is ordered and where it needs to be. I won't, for a moment, put my employees or customers in harm's way. We can close this office in a moment's notice, but we have chosen to work at our desks but not to schedule any meetings. I've even stopped hugging. This is a big deal for me.

The six shop guys are working on projects to prepare for spring, you can imagine what needs to be repaired after running equipment with fertilizer. I'm not mechanical, but I'm always impressed at the amount of equipment that gets serviced in that shop in a winter. Spink's office and Gayville's are open. Do you need to talk to your agronomist about spring? Why don't you call for now? We will post videos on Facebook and Snapchat (and we'll continue to send out newsletters for those of you not on social media). Since our annual grower meeting was cancelled, our agronomists will post tidbits they'd have talked about at that meeting. We won't stop learning, planning for spring, touching base with our customers (via phone, text, etc).

I too was hoping for 2020 to be a little more normal than 2019. I don't want to tempt fate or ask deep questions as to why this virus has been especially serious, after all I'd hate to summon the locusts. ~Tara Pirak



Daryl testing Terry's temp.
He's running cool
(caveat: we are NOT taking this lightly, just smiling in the midst of a strange situation)



"I'm doing my part!"

2019 Yield Contest Award Banquet by Cody Olson

In February we got to enjoy hosting our yield contest participants! There was a grand reveal while treating the competitors to dinner at Red Steakhouse in Vermillion, along with a presentation I had put together. This is the second year Valley Ag Supply hosted the internal contest, and it went over pretty well despite the seasonal challenges we ran into. I enjoy putting this event together for several reasons, one being that I get to ride with nearly each of the entrants in the combine and chit chat about how things went while also planning for the next year. Heading this contest also forces me to keep up on what other folks on the national level are getting for yields and how they manage crops in their area.



2019 Yield Contest Awards cont.

It was an exciting year for the top corn and soybean yields, breaking world records at 616.20 and 190.23, respectively. Those southern boys can grow some corn! However, down south they are blessed (and cursed) with much more sunlight and heat, equating to a longer growing season, they just have to keep the plants irrigated. So, these yields for our area are probably not reality, but I do believe we can hit 350 bushel corn and 130 bushel beans with proper management (and a big favor from mother nature.) In 2017 near Davis/Hurley, SD some growers went beyond 310 bushel corn and in 2018 a grower in Minnehaha County, SD went just beyond 110 bushel beans! I know we can get there, we just have to keep experimenting and learning. That is in fact the ultimate goal of our yield contest. If you're up to the challenge and want to join the contest, get in touch with your agronomist or fill out an entry form on our website (and it's included with the newsletter) and let's set some new benchmarks in 2020! Below I've posted the top four results for 2019 in the three different categories (no irrigated bean entries). Thank you to those that participated and congrats to our winners.



Non-Irrigated Beans

County	Hybrid	Plant Date	Plant Rate	Harvested	Moisture	Yield
Erickson-Bye Yankton County, Gayville TWP	AG 24x9	6/5/19	160,000	10/15/19	12.2%	71.78
<u>Randy Huot</u> Clay County, Pleasant Valley TWP	HM2994NR	6/6/19	158,000	11/1/19	10.8%	71.28
Ron Huot Clay County, Pleasant Valley TWP	HM2590NR	6/10/19	164,000	11/1/19	11.1%	70.82
Shaun Klemme Union County, Emmet TWP	AG20x8	6/3/19	152,000	10/17/19	11.2%	68.76

Non-Irrigated Corn

County	Hybrid	Plant Date	Plant Rate	Harvested	Moisture	Yield
Erickson-Bye Yankton County, Gayville TWP	Heine 852	5/6/19	28,800	11/8/19	17.6%	242.72
Randy Huot Clay County, Pleasant Valley TWP	HM7224	6/3/19	32,610	11/16/19	17.7%	233.94
Alan Sommervold Union County, Sioux Valley TWP	Croplan 4895	5/29/19	29,500	11/9/19	17.8%	224.35
Ron Huot Clay County, Pleasant Valley TWP	HM7088	6/4/19	29,900	11/16/19	16.6%	217.45

Irrigated Corn

County	Hybrid	Plant Date	Plant Rate	Harvested	Moisture	Yield
Erickson-Bye Yankton County, Gayville TWP	Heine 823	5/15/19	33,000	11/8/19	17.7%	233.23

Taking Care of Your Pasture this Spring by Arlo Lykken

March always teases us that spring is about here, longer days, warmer temperatures, birds migrating north and the cows gazing longingly at the pasture. To that point lets talk about pasture.

Appropriate fertility plan for pasture is sometimes over looked. We throw some nitrogen out there and call it good. Grass is a crop whether it is harvested or grazed and to get your best crop it needs to be treated as a crop. According to university studies to achieve maximum yield there needs to be a balance of nitrogen, phosphorus, potassium and sulfur.

In spring, the cool season grasses are at their optimum and in turn this is when the most nutrients are needed. In the hot summer months the usage tappers off because the warm season grasses growth is a lot slower. As we approach fall the cool season grasses once again go into higher production. To produce the most tonnage per acre you might consider split applying to boost that fall growth.

How about weed control? Although there are a variety weeds in pastures, I think we can agree the thistle is the most prevalent. There is a number of things we can do to help control the thistles and other weeds. First of all we can spray in fall for winter annual and biennial weeds or in the spring and control some of the annuals at the same time.

Another alternative practice that we recommend is impregnating GrazonNext[®] into you spring dry fertilizer. Part of the GrazonNext chemistry is Milestone. When spreading this chemistry with the fertilizer it is not a contact herbicide, rather it is a systemic herbicide that goes into the ground and kills the thistles from the root up. You may find there are places that you can not get to with your sprayer that the spreader application has the ability to reach. This chemistry is long lasting in the soil, and the manure from the feed cannot be spread on alfalfa or a field going to soybeans and certainly not on a garden. We have had very good feedback from customers on this chemical program.

Let's keep the cows (and at my place horses) happy!

Register for the 2020 Yield Contest! by Cody Olson

Since the recent outbreak of the covid-19 virus, we have shut down any potential meetings in the foreseeable future. Thus, the cancellation of our grower meeting, but we will be giving updates about the discussion throughout the next few weeks. I thought I would give a quick run down of how to register for the yield contest we have, to explain changes and rules. We have made a change this year by setting up a scale on a truck with an auger. This will be much easier to hit with the combine as guys take out their plot, will have a much larger capacity, and unload significantly faster. The big advantage here is that guys can unload the grain tank once for the contest and then keep on combining to keep harvest going.

A quick reminder on the rules; we ask that 20 acres be chosen as the contest portion **prior to or at planting**. From that 20 acres, all that gets harvested for the contest is either 1.25 acres of corn or 2 acres of beans (at a minimum). The portion harvested must be of one hybrid. The harvested acres must be full length rows across the field (end row to end row). A Valley Ag employee must be present at harvest. We are trying to closely mirror the rules followed in the NCGA contest. Other than that, we have no other stipulations to enter and participate so get creative and try something new on these 20 acres! Included in the newsletter this month is the sign-up sheet as well, or a copy can be found online. Thank you and good luck.



Yield Contest

Rules and Requirements

The purpose of this yield contest is to be a fun and friendly competition in order for us to collectively learn how to raise higher yielding crops.

Valley Ag Supply's yield contest will follow the guidelines set forth in the National Corn Yield Contest and the South Dakota Soybean Association yield contest, along with these following requirements:

- At least a 20 acre field or portion of a field must be designated prior to or at planting and marked with flags and GPS coordinates.
- There will be no entry fees for Valley Ag Supply's yield contest
- The only entry classes or categories will be:
 - Irrigated Corn
 - Irrigated Soybeans
 - Non Irrigated Corn
 - Non Irrigated Soybeans
- A Valley Ag Supply employee must be present at harvest to measure the field and collect the harvest data. A third party supervisor or witness is not necessary unless you are also entering into the NCYC or SDSA yield contest.

Entry Form

Grower's Name:

Field Name:

Portion of Field in Contest:

Date of Entry:

Agronomist's Name:

Class of Entry (mark one)

Irrigated Corn

Irrigated Soybeans

Non Irrigated Corn

Non Irrigated Soybeans

By signing below, you agree to entering the contest in accordance to the rules listed above and are aware that the winners name and yield will be posted publicly on the Valley Ag website.

Grower's Signature



47261 SD Hwy 48
Elk Point, SD 57025



April 3, 2020 will be the last day we will accept planter meters to be tested for spring of 2020. Our crew will contact you in June or July about picking meters up so we can work on them as our time allows so they're ready in time for spring planting of 2021. We **will not be charging** for pickup and delivery of your meters after May of 2020.

Valley Ag Anniversary Milestones:

- Tara Pirak; Owner. 20 years
- Daryl Nystrup; Shop Foreman: 17 years
- Arlo Lykken; Spink Location Mgr. 17 years
- Alan Moehring, Lead Agronomist: 5 years
- Leah Bunkers, Sales Agronomist: 1 year

Contact Us!

Valley Ag
Supply-
Gayville
605-267-
3100

Valley Ag
Supply-
Spink
605-761-
1001

Like us on
Facebook &
add us on
Snapchat!

