

## FROM THE PRESIDENT

What a difference a year makes. Last year we were basking in record temperatures. It looks like it will be a more normal start to spring. Hopefully, we will have a gradual warming up period so all this snow will help replenish the groundwater and not run down to the rivers and streams.

With the record acres of corn and soybeans being planted we are being allocated on some products while other products are in short supply. There are several reasons for this. One reason is that manufacturers only make so much product. It is better for them to lose sales rather than have inventory at the end of the season. Two is often the manufacturers can make more money in other market areas so they will ship product to the South America, Europe or Asia and short the U.S. market.

While we have the highest dollar amount of inventory on hand that we have ever had, it may still be difficult to supply all of the product needed. If you haven't ordered your Ag chemical needs yet I would recommend that you get in touch with us and get your order placed.

Thanks again for your support these past years, it is appreciated! We look forward to working with you in 2013.

Sincerely,

Robert L. Zimpel  
President



**You never really lose until you quit trying.**

**Whether you think you can or you can't**

**— you are right!**

**The glory is not in never falling, but in rising**



## MEET OUR NEW EMPLOYEES!



### **Shane Diederichs—Warehouse and Delivery**

Shane is a recent graduate from UW-Oshkosh with a major in Geography. He shows great potential in working for TH as he has worked on a farm that focused on row crops and has experience with soil analysis. Shane enjoys the outdoors, hunting and fishing.



### **Lindsay Oudenhoven— Administrative Assistant**

Lindsay is the very pleasant, helpful voice you will be greeted with when calling into our office. She is an import from Pewaukee to Wautoma. She enjoys art projects in her spare time. With her positive and upbeat attitude she will be a great asset to our office staff.

## DEER REPELLANT

Browseban Deer Repellent made by Kalsec, Inc. is a new product we are handling. Before we decided to distribute this product, we contacted several growers that have used the product and were very satisfied with the results....some said it worked better than Hinder.

If you are interested in this product please give us a call for more information on it or to place an order!

Bob Zimpel

**\*\*Hinder is a registered trademark of Amvac.**



## CRANBERRIES

Spring is coming???? What a difference from last year! Hopefully, the amount of snow we received this winter was enough to replenish the reservoirs.

It is a good time to think about your spring herbicide and fertilizer needs. Give myself or Bob a call if you would like to place an order or if you have any questions.

If you haven't heard—the road bans are on. As they come off, we will be delivering product.

Quinstar has been approved for use in cranberries. Use will be limited because of export restrictions. We will have product available for those of you that want to give it a try.

Craig Raha

**\*\*Quinstar is a registered trademark from Albaugh.**

## IMPROVED WEED CONTROL!

Growers can improve Round-Up (Glyphosate) performance with two simple steps:

⇒ Step 1: Add **Transport LPH** at 1 quart/100 gallons of water to replace AMS—no more heavy bags to handle!

⇒ Step 2: Add **Hook** LAST at a rate of 1 quart/100 gallons.

Hook will speed up killing weeds and give you a spreader, sticker, activator, penetrant, deposition agent and drift control product all in 1 package!

**\*\* Round-Up is a registered trademark of Monsanto; Transport LPH is a registered trademark of Precision; Hook is a registered trademark of Atlantic-Pacific Trading Co.**



## SEED UPDATE

As we prepare for spring planting, I wanted to remind everybody to watch the germination on your seed and take that into account when determining your final populations. I have seen some low germ seed on both corn and soybeans. Legacy Seeds only puts top quality seed in their bags. Remember, soybeans are very fragile and should be handled as few times as possible.

Last year's extremely low harvest moistures are not helping either. Soybeans are larger than normal so be careful if you are planting with a drill so you don't break them. Oats and peas are mostly sold out everywhere. It is difficult to locate any peas.

It is not too early to order your cover crop seed as it will be very tight again this year. Legacy has a great selection of corn and soybeans still available for spring. Please give us a call if you need any seed!

Jeff Luttrupp, CCA

## APPLES

It's great to have a more normal spring. We are still pruning at Hillcrest. We hope to be done in a couple of weeks. If weather permits we are going to start pulling brush Monday.

It looks like we have a good bud set so the potential is there for a good crop. Unfortunately, the potential for a snowball blossom is there for orchards from the Mississippi to the East Coast. If this happens I look for a very depressed price situation on apples. I would spend a little time brushing up on thinning procedures

There are not many changes on the chemicals available this year. Rely will not be available this year. Rely has the same active ingredient as Liberty, which is used to control weeds in soybeans and corn. Bayer has decided that all product will be made into Liberty. The good news is that the price of Captan has dropped significantly from last year.

If you have any questions on your orchard chemical needs or wish to place an order please give Craig or myself a call.

Bob Zimpel

**\*\*Rely 280 and Libery 280 SL are registered trademarks of Bayer CropSciences.**

## GROW MORE WITH LESS! Corn/Soybeans/Wheat/Alfalfa

As growers prepare for a successful season, they are trying to figure out how to efficiently gain every bushel possible—and they are discovering SabrEx. Advanced Biological Marketing (ABM) has developed a strain of fungi that goes directly on the seed and it induces gene expression. This fungi, called trichoderma, is a full season approach to a healthier and larger plant. The technology has been developed for the treatment of corn, soybeans, wheat and alfalfa. The benefits of SabrEx can be seen straight out of the shoot with a larger root system and thicker stalk size. Growers are encouraged to treat their worst ground whether it's dry sand or compacted clay, SabrEx will help uptake the nutrients and hold the water.

SabrEx for corn gives a 5-9 bushel advantage and comes as a planter box treatment, which contains talc and graphite. One pail of SabrEx treats 24 bags of corn. The picture at the right is from 2012 and the grower had a 7 bushel response.

SabrEx for wheat typically gives a response of 5-8 bushel and as a planter box treatment it will treat 48 bags of wheat.

GraphEx SA for soybeans typically gives a 2 bushel response over competitive products. One bag contains three strains of rhizobia bacteria and the trichoderma/SabrEx, which treats 50 bags. We also have a new liquid called Marauder, which will treat 100 bags.

GraphEx SA for alfalfa was new last year and we have seen a 1/2 ton boost on the first cutting. One bag goes right on the seed and treats 2 bags.

For more information or to place an order please give us a call today!

Aaron Lohr

*\*\*SabrEx and GraphEx SA are registered trademarks of ABM; ABM has helpful websites with more information on the above, go to [WWW.treatyourcorn.com](http://WWW.treatyourcorn.com) or [WWW.treatyourbeans.com](http://WWW.treatyourbeans.com).*







# Avipel<sup>®</sup>

## BIRD REPELLENT SEED TREATMENT

T H will handle the Avipel Sandhill Crane treatment again this year. It has a 24c label which will expire July 1, 2015. It comes as a dry treatment which treats 200# of seeds or a liquid which treats about 50 bags. We have it in stock and ready to go, if you would like more information or to place a order please give us a call!

*\*\*Avipel is a trademark of Arkion Life Sciences LLC.*



## WWW.THAGRICHEMICALS.COM

We have been busy updating our website and will continue to do so. This newsletter will be put on there plus information on new products. Please take a few minutes to visit the site and if you see any ways we can improve upon it or information you would like to see on there please let us know! Note, you can directly email us from our site!

As you know, our sales people have expertise working with many different crops—both row and specialty. Our website shows each sales person and their area of expertise. You can email them directly from our website, call them on their cell phones or call the office with any questions on your chemical needs.



# T H Agri-Chemicals, Inc.

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## T H CELL PHONE NUMBERS

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Robert Dinkel	(715) 570-0034
Paul Hedrick	(715) 570-7094
Randy Billington	(715) 570-7095

**T H SUMMER  
HOURS**  
MONDAY THRU  
FRIDAY  
7:00 A.M.— 5:30 P.M.  
&  
SATURDAYS  
7:00 A.M.—NOON  
Thank you!

## T H RETURN POLICY

T H will accept product returns only if the product is in clean, re-salable condition. We will not accept dirty, water stained, or greasy containers. Any containers that have been opened or the seals broken will not be accepted. The policy is for everyone's protection against contamination. Remember, don't send anything back that you would not accept if we were delivering it to you. We will also need products returned in a timely fashion.

**We will be unable to accept returns on Herbicides or Insecticides after July 31st, 2013.**

## Christmas Trees



### REMEMBER 2012?????

2012 was one of the worst droughts in a long time. Will 2013 be more of the same? Looking at the snow still on the ground we can get a false sense of security. I would use all possible means to help new plantings get a head start.

I recommend treating all seedlings and transplants with a root dip such as Soil Moist. I would try to keep fields as clean as possible and free of weeds and grass. I would also avoid using fertilizer on the first year plantings. Fertilizers and weeds can remove moisture from the soil and even from transplants.

Hopefully, we get timely rains this spring and all of this will be a mute point.

### ROOT APHIDS AND GRUBS???

Growers should check field records to see if there were problems with these pests last year. Root aphids will cause yellowing of trees and eventually death. Grubs will chew on the root hairs and cause the same result.

Watch for skunks digging in fields because grubs are like dessert to them. Control of both grubs and root aphids can be difficult. Good results have been obtained with Talstar and Movento as well as Alias 4F.

Steve Rosenthal, CCA

*\*\*Talstar is a registered trademark of FMC; Alias 4F of Makhteshim Agan; Movento of Bayer CropSciences. Soil Moist is a registered trademark of JRM Chemical.*