

FROM THE PRESIDENT

We can't seem to get a break with the weather this year. First it was too cold and wet that a considerable amount of acreage didn't get planted. Other crops were planted late so we will need a late frost for a lot of crops to mature. (Be aware the next full moon is September 19th.) Mother Nature has also turned off the spigot in many areas of the state. The northern part of the state has been getting rain and other areas are catching isolated storms with hail and high winds. The corn and soybeans in many areas of the state are past the stage where rain would help them.

Potato harvest is progressing in the Central Sands with decent yields reported but slow movement has resulted in price deterioration. Sweet corn, snap beans, pickles and carrot harvests are progressing in the Central Sands with good yields being reported. The warm weather has helped the cranberry crop progress toward maturity, it looks like a possible record crop. Apple harvest has started on early varieties such as Zestar, Paula Reds, Red Free and Paula Reds with good yields reported.

All in all it has been another challenging year in Wisconsin agriculture. We are fortunate that the last ten years in agriculture have been good, allowing growers to pay down debt, and update machinery. (John Deere recently reported record earnings!) While the next few years may result in having to tighten our belts, agriculture should still be one of the top industries.

As this year winds down, I want to thank you, our customers, for your support this year. It is deeply appreciated! This will be our last newsletter this year. However, please visit our website for product updates and other information that may help you with your management decisions.

Sincerely,

Robert L. Zimpel
President



**PLEASE SUPPORT
YOUR LOCAL
FARM MARKETS**

Editorial Comment—From the President's Desk!

Two of the biggest issues that agriculture will face in the next few years will be labor and water. If Congress and the President can't figure out the immigration situation, there will be many crops that won't get harvested. This is difficult for some consumers to understand when they go into any grocery store and find all kinds of fresh fruit and produce. They don't realize that a lot of it is being imported from other countries.

Water is going to be another significant issue in the future of agriculture. I recently put an article on our website about water. I think it will give you an interesting perspective on the future of our water supply.

PRODUCE FOR SALE

Because we work with many specialty crop growers we get calls from people that have produce for sale or are wishing to purchase produce. If you have produce to sell or are looking for product to purchase (pumpkins, squash, potatoes, onions, etc.) give Craig or myself a call. We may be able to put you in touch with someone.

Bob Zimpel

FUMIGATION

ATTENTION GROWERS! The laws and rules for fumigation have changed. The new laws require new training by applicators, using buffer zone safety areas in all applications, additional signs for these bumper zones and monitoring bumper zones and informing neighbors of applications. Fumigation management plans must also contain more information.

T H Agri-chemicals has trained all of our applicators and have updated our equipment and procedures to give you the **BEST** fumigation job in the industry. **BAR NONE!** Call us today to get on the schedule for fall.
Steve Rosenthal, CCA

LATE WEED ISSUES

Driving around the state we are seeing a significant amount of Giant Ragweed, Velvetleaf and Lambsquarter outbreaks in soybean fields. The vast majority of these occurrences are results of the dependence on Glyphosate technology. Simply spraying Glyphosate as a sole weed program has led to common resistance issues which may mean running your beans over a 3rd or 4th time with Glyphosate. You should consider spraying a spring pre-emergence herbicide program next year. This is the easiest and most effective method to delaying late season weeds simply due to chemical residual properties (Not found in Glyphosate). There are many options, but an economical common program is an application of 1.3 pints Parallel (Dual), and 5 ounces Glory (Metribuzin). This program will provide a few weeks of residual control pushing your ONE emergency glyphosate application back, thus eliminating late germinating weeds that we are seeing. This will provide multiple modes of action and help layer the residuals to prevent weeds from ever emerging. The post application of Glyphosate is only there to remove the escapes. Remember, for every inch of weed growth you lose 2 bushel of beans; "this year's survivors are next year's disasters". For more soybean residual options contact your T H sales representative.

Aaron Lohr

***Parallel and Glory are registered trademarks of Makhteshim Agan; Dual is a registered trademark of Syngenta.*

APPLES FOR SALE

Hillcrest Orchard will have the following apple varieties available for sale this fall:

- *Gala
- *Empire
- *Honeycrisp
- *Cortland
- *MacIntosh
- *Golden Supreme
- *Red & Golden Delicious
- *Juice Apples

Contact Bob at
(715) 335-6343 or
(715) 570-7091 (cell)

APPLES

Harvest has started on the early apple varieties. Yields across the state look good to excellent. We have had reports from a number of growers that they are finding more scab than usual. Most people have also opened their roadside markets.

The apple crop in general looks huge across the U.S. My friend in Washington state estimates their crop at about 115 million boxes, this is down from last year. The Michigan crop is estimated at 30 million boxes. I believe the U.S. will have a record apple crop this year. Missouri's crop is a couple of weeks behind so their apples will be coming on the market about the same time as Wisconsin and Michigan.

At Hillcrest in 2012 we increased our retail price on apples. We intend to keep these prices in effect again this year. Even with a large crop we all work hard to produce a quality crop for the consumers so I feel we should be rewarded for it.

Good luck this season!

Bob Zimpel

PRODUCT SPOTLIGHT

For the last five years TH has been offering the SabrEx growth promoter. I have conducted many test plots on farm trials and have seen big results just about every time. In case you may not have read any of my previous articles, SabrEx is a biological root growth stimulator. SabrEx works through gene expression, which means it's working all year long. Typical benefits that we see are early plant season vigor and increased stand counts. The plants also have a larger root mass, therefore aiding in the plant's ability to take up nutrients and water. I have been watching a corn field by Winneconne this year, the grower said very early he noticed the differences and I was amazed at what I saw out there. The pictures were taken about 2 weeks apart; at one time the treated corn was 2 feet taller. Earlier in the year, pictures showed an increase in the stalk volume. I will be trying to get yield data on this field, so I will keep you posted. Last year we saw a 5-9 bushel per average increase on corn when using SabrEx, the best part is it only costs about \$5.00/acre. In other crops such as wheat, the data is back from this year and a 5 bushel response was recorded as the average. You can see in the chart that the competitive products don't perform as well as the SabrEx did because they are giberlic acids and don't last as long in the plant. It is typically applied as a planter box treatment, which would treat 24 bags of corn, but some seed companies may be offering it as well.

Jeff Luttropp, CCA

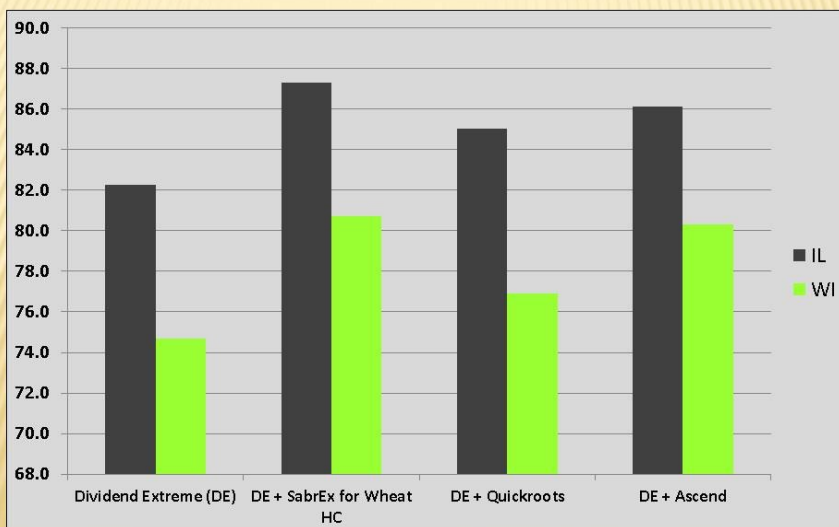
Aaron Lohr

***SabrEx is a registered trademark of Advanced BioMarketing.*



HARVEST @ 13% GRAIN YIELD

ABM: WINTER WHEAT SEED TREATMENT STUDIES
BY AGRI-TECH CONSULTING AT HARVARD, IL (EXPERIMENT 2013-38) AND
WHITEWATER, WI (EXPERIMENT 2013-37)



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WINTER HOURS

MONDAY THRU
FRIDAY

8:00 A.M. - 5:00 P.M.

We will no longer
be open on
Saturdays!

2014 FERTILIZER PRICES????

Many growers already know that fertilizer prices have dropped significantly in the past month. These price drops many continue into the 2014 growing season. Fertilizer prices for corn that averaged \$200 in 2012 may actually drop to the \$125-\$150 range. Drops in the prices of commodities may offset this benefit to some extent.

I would recommend that you hold off on any fertilizer purchases for the time being. There is still plenty of margin in Nitrogen with low gas prices. Potash producers have plenty of issues with lack of orders and the breaking up of the European Cartel.

Give us a call for a quote on your fertilizer needs.

Steve Rosenthal, CCA

Christmas Trees

It was great to see everyone at the state convention last week in Wild Rose. A good job was done by all involved. A couple of questions came up at the convention and I will use this newsletter to touch on them.

FALL HERBICIDES

Fall is an excellent time to apply herbicides on Christmas trees. Many labels allow this type of application. Generally speaking, you should increase the rate by @ 10-15% over the rate you would use in the spring. You cannot however use a rate higher than the label allows. The longer you wait in the fall to apply (before freeze up), the longer the control will last the next year.

An example of this would be Westar. The label allows a spring application (before bud break) or a fall application (after hardening off). The label allows a rate of 6- 12 ounces per acre on Christmas trees. If you would normally use a rate of 8 ounces per acre in the spring, you could use a rate of 10 ounces per acre in the fall and expect the same control. You would still be within the labeled rates.

GLYPHOSATE PRICES

Many of you have purchased your glyphosate (Roundup, Credit, etc.) needs for fall. I expect prices to continue moving higher over the winter months. If you have not purchased your needs, you should do so now.

Steve Rosenthal, CCA

****Westar is a registered trademark of DuPont; Round-Up is a registered trademark of Monsanto; Credit is a registered trademark of Nufarm.**