

FROM THE PRESIDENT

We finally have the planters going full tilt with potatoes, sweet corn and peas being planted in the Central Sands. I also have heard of some field corn being planted. It's nice to see that things are starting to happen at last. Hopefully Mother Nature will finally cooperate and we can get crops in the ground. We certainly don't want a repeat of 2013.

We are fortunate to have an experienced staff that understand agriculture and what it takes to get product to you when you need it. We are available to answer your questions on a wide variety of crops. Much of the knowledge we have has been gained from hands on experience growing crops.

We recently added new employees to our sales staff and office support staff. A short biography of each of our newest employees can be found on the next page.

The purpose of our newsletter is to update you on various subjects that we feel are important in helping you with your management decisions. If you feel there are additional areas that should be covered in our newsletter please let us know.

As we start our 33rd year in business, I would be remiss if I didn't thank everyone for the support you have given T H these past years; T H, like you, is an independently owned business.

I also want to take a moment to wish all of the Mothers, Grandmothers, Step Mothers and especially my Mother a very Happy Mother's Day.

Sincerely,

Robert L. Zimpel, President



Apples

We applied our first fungicide spray at Hillcrest the week of April 17th. The cold weather has made movement in the orchard slow going. We anticipate putting another fungicide spray on about May 1st if weather permits. A number of growers are putting on an application of Esteem 35WP at 1/2 inch green for control of Rosy Apple aphid and scale.

I certainly hope we have a more average crop this year. Last year's huge crop was difficult to market. Food Banks certainly benefitted by receiving a significant amount of apples from various sources. A considerable amount of apples also went into cider and unfortunately some were dumped.

Just about everyone is still trying to do pruning, with many orchards unable to complete it because of the severe winter.

On another note, I have decided not to fill our sales position in the fruit area until Fall. Instead I will be handling the fruit business this year. Please feel free to contact me if you wish to place orders, need pricing information or have questions on any of the fruit crops. I can be reached at the office, via cellphone (715) 570-7091 or email at: RobertZ@thagricchemicals.com.

I certainly appreciate the support the majority of you growers have given T H and myself this year!

Bob Zimpel

****Esteem 35WP is a registered trademark of Valent USA.**

Bulk Containers

Just a reminder on bulk containers regulations. We must equip them with one-way valves and all openings must be sealed. If, for any reason, the seals are broken when the tank is returned, it must be triple rinsed and we must keep a record of the dates that this was done. For this reason we are going to charge a \$50.00 per tank fee for any tanks that are returned with the seals broken. It is unfortunate that these additional regulations have been imposed on us. If you have any questions please give myself or your sales person a call.

Bob Zimpel

Welcome new employees Bryce, Dave and Debbie!

Bryce Erdman ~

T H is pleased to announce that Bryce Erdman has accepted a sales position with us! Bryce lives in Stratford, WI. He will be calling on growers, dealers and custom applicators in northwest WI. He has experience in sales and consulting. His most recent position was the Agronomy Division Manager at Harmony Country Cooperatives.

Bryce attended college at North Central Tech in Wausau and obtained an Associate's degree in Agricultural Economics as well as technical certifications in Agronomy and in Ag Business Management. In his free time he has his own custom combining business and custom harvests grain around the Wausau, Marathon and Edgar areas. He enjoys the outdoors and riding his motorcycle. Please give Bryce a warm welcome!

He can be contacted via cellphone (715) 570-7055 or email him at BryceE@thagrchemicals.com.



Dave Wenninger ~

We are pleased to announce that Dave Wenninger has joined T H as a sales representative. While Dave has retired from his full time position with MANA, he felt he still wanted to play an active roll in the ag industry.

Dave's account responsibilities will be similar to the ones he had with MANA; he will call on food processors, aerial and ground applicators and attend various field days and industry functions.

Dave's years of experience gives him a wealth of knowledge in the food processing crops as far as insect and disease control. He will be keeping you up to date on the many new and exciting products that are coming to market—not only from MANA but other companies as well.

We are excited to have Dave working with us. Please give him a warm welcome! Dave can be reached via cellphone # (414) 218-3993 or email: djwenninger@gmail.com.



Debbie Henderson ~

We are happy to have Debbie Henderson join us as an administrative assistant! She is in the process of moving from Medford, WI to the Wautoma area near Marl Lake. She has a Bachelor's degree in Accounting and has experience in tax accounting and manufacturing.

Debbie has three children, two daughters in college and her son is working in the oil fields in North Dakota. She enjoys the outdoors, fishing, hiking and horseback riding. She is looking forward to learning the chemical business! Please give Debbie a warm welcome when you call in or stop in the office!



Northwestern Wisconsin

Well I want to start by saying I will be really glad to see a weeks' worth of sunshine. We had one week of some sunshine but besides that we pretty much went from March snow showers, to all April rain showers, and I know we are all hoping this brings May flowers and with it some field work getting done. 2014 has been a challenge for everyone, especially for the dairy guys trying to haul manure out in foot deep snow and having to deal with road bans. I know we will all be breathing a little sigh of relief once our corn and beans are in the ground, being able to harvest hay and do herbicide applications.

Instigate is a product that is a combination of Mesotrione and Rimsulfuron (Callisto and Basis). I highly recommend this program if Lumax has been working well for you, or if you have always wanted to run Lumax, but the cost shielded you away from it. By using a mix of Instigate, Parallel and Atrazine up to V2 stage corn, we are able to do the same thing as Lumax, and save you around \$10 to \$18 an acre. Savings on 100 acres of corn could be as much as \$1,000 to \$1,800 - something I know we all wouldn't mind putting on our bottom line at the end of the day. Our goal at T H is to serve farmers by giving you a fair and honest price. Feel free to give me a call on my cell at 715-570-7055, I'm right up here in Stratford, WI every night so I am always available to deliver product if you need it for the next day.

Bryce Erdman

****Instigate and Basis are registered trademarks of DuPont; Callisto and Lumax are registered trademarks of Syngenta; Parallel is a registered trademark of MANA; Atrazine is a registered trademark of Drexel.**

New Product Highlights & New Generics

T H will have some new generic products available for the 2014 season. The products listed below are mostly for corn and/or soybean use but some do have other labels as well. Please always read and follow label directions on all products.

Paradigm is a lambda-cyhalothrin (Warrior by Syngenta), which has the Voxien technology. Voxien takes out the smell and all the irritation, without changing rates or performance. Paradigm also has a lower environmental impact, and the reduced signal word on the label "Caution," which allows for less PPE to be worn.

Vulcan is chlorpyrifos (Lorsban by Dow) that also has the Voxien technology. Vulcan performs quickly and controls a broad range of pests for both fruit and field crops and still maintains the fumigating effect that you are used to.

Skyraider is imidacloprid + bifenthrin pre-mix. It is a unique blend of two different modes of action, providing both knockdown and residual of almost all of the insects for soybeans, potatoes and other vegetables.

Custodia is an azoxystrobin + tebuconazole pre-mix. It's a unique blend of two different modes of action, and provides preventative and curative knock down of diseases and provides a residual barrier that inhibits any newly forming diseases from infecting the crops. Custodia can be used on corn, soybeans and wheat.

Bifenture LFC is a generic Capture LFR and the use rates are the same.

Tuscany is a generic Chateau WG, and is commonly used on alfalfa, onions, and fruit crops. Tuscany provides great residual for some grasses and broadleaves.

Encompass is a generic of Valor SX, and mostly used in corn and soybeans.

There are some more actives coming off patent this year and we will keep you advised as they become available.

Jeff Luttrupp, CCA

***Paradigm, Vulcan, Skyraider, Custodia are registered trademarks of ADAMA (MANA); Bifenture LFC is a registered trademark of United Phosphorus; Capture LFR is a registered trademark of FMC; Tuscany is a registered trademark of Nufarm; Chateau WG and Valor SX are registered trademarks of Valent USA; Encompass is a registered trademark of Tenkoz, Inc.; Lorsban is a registered trademark of Dow AgroSciences; Warrior is a registered trademark of Syngenta.*

Inoculate Your Crop

Buy some piece of mind this year with ABM's line of biological inoculants for all your growing needs. ABM's unique talc and graphic blend inoculants feature a triple strain Rhizobia package infused with a patented Trichoderma Fungi for root growth and plant health promotion. Don't be fooled by costly giberilic acids, get the full season long treatment for your corn, wheat, soybeans and alfalfa for only \$5.00 an acre. The SabrEx and Graph-Ex SA products are intended for on farm use and have been proven to be the best return on investment.

When ABM products are evenly applied on the seed in the corn planter box, we consistently see a 30% increase in fine root hairs and root growth. In addition to overall stalk enlargement, greener plants and the corn getting a head start out of the ground, SabrEx is one of the few products that you can actually SEE a difference. Yield data has shown a 7 bushel increase in corn and wheat, 2 bushel increase in Graph-Ex SA for soybeans and healthier first year alfalfa stands. Since we cannot predict the weather, invest in your plant's root system and overall health this year and call your local T H sales representative to ask about ABM's full line of dry and liquid inoculants for all your farms acres this year. Always read and follow label directions!

Aaron Lohr



***SabrEx and Graph-Ex SA are registered trademarks of Advanced Biological Marketing (ABM).*

New Product by Precision Labs

Precision Laboratories has developed a new product to help growers raise better vegetable crops. The new product is Quicken. Applying 2 quarts of Quicken to the soil surface will reduce compaction, significantly improve filtration of irrigation water, reduce need to irrigate and help keep fertilizer in the row. Application should be made after the last tillage operation. Potato growers should add an additional pint in the first fungicide application.

Give us a call for a customized plan for your operation!

Steve Rosenthal, CCA

Colonize those Spuds!

Potato growers looking to reduce common scab and enhance plant health have a great option in Colonize Ag. Applying 2 ounces of Colonize in furrow will provide both benefits. Colonize can be mixed with soil insecticides, fungicides, water or fertilizers. Always do a jar test to make sure. All this for less than the price of a bag of potatoes.

Follow this application with 3 ounces of Messenger STS later.

Steve Rosenthal, CCA

***Colonize Ag and Messenger STS are registered trademarks of Plant Health Care.*

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Summer Hours: Monday – Friday: 7 am – 5:30 pm & Saturdays: 7 am – noon

Tanks-A-Lot!

We have purchased a truck load of heavy duty poly tanks. Tanks are 1550 gallons and have a 2 inch bottom drain. We also have valve fittings available for this drain. Tanks would be ideal for fertilizer or water. Please let us know if you are interested in purchasing these items!

Steve Rosenthal, CCA

Christmas Trees

Mother Nature has given us a very late and wet spring. Growers that got their pre-emergent herbicides sprayed will find that they should work very well with this moisture. Growers that are still planting may face bud break before herbicides can be applied. Applications of some herbicides can damage new growth so use caution.

Growers do have limited options to control grass and weeds if this happens. Give us a call to discuss these options.

LESS SMELL IS GOOD!

MANA has developed new products with Voxien technology. This patented process reduces the odor of chemicals and in some cases lowers the signal word to "CAUTION". Tree growers can use Vulcan (chlorpyrifos) and Paradigm (lambda-cyhalothrin) with this new technology. As additional products become available I will keep you informed.

Steve Rosenthal, CCA

***Vulcan and Paradigm are registered trademarks of MANA.*

Drones and Agriculture

By now many of you have probably heard the buzz surrounding drones and agriculture. Those in the know predict that at some point these unmanned aerial vehicles (UAV's) will be a standard feature in many growing operations, right alongside your tractor and combine. In fact, while the UAV business is booming in many different markets (including among military and police, land surveyors, and hobbyists), most agree that it is within the agricultural world that drones will have their biggest impact. One of the main reasons for this expectation is the ability of drones/UAV's to gather precise aerial images of fields that can pinpoint exact areas of nutritional and water deficiencies, as well as disease and insect damage, in crops. While such images will likely never replace scouting on foot, they will help growers become much more efficient in determining problem areas in their fields.

Of course, don't expect the government to let things take off (no pun intended) too quickly. The FAA is reluctant to allow civilians to take to the air with UAV's without having clearer regulations in place, something that won't happen until at least the end of 2015 (though likely it will be later). Until then, commercial use of drones/UAV's are technically prohibited, although growers can utilize drones for their own non-commercial purposes.

Despite this lack of clarity on where exactly the intersection of agriculture and drones will be in the next couple of years, T H is committed to keeping up with the industry and to keeping you in the loop. We purchased our first drone this year and are currently testing its capabilities, and are in conversation with several drone manufacturers that specifically build for the ag industry. If you have any questions or would like us to help you get set up with a drone/UAV for your operation, don't hesitate to give me a call!



Aaron Tubbs