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## FROM THE PRESIDENT

*Where did the year go!?* It seems like it wasn't that long ago that we were planting. I have always enjoyed the fall. I enjoy the leaves turning, the smell of fall in the air and most of all the harvest, no matter the crop. This is the reward for all the hard work we have done all year.

Crops in general have been yielding well. Pea yields were well above budget even after significant areas were passed in Illinois because of excessive rain. Snap bean and sweet corn harvest continues and yields have been good. All indications are that the potato crop will be good both yield wise and quality but prices will be the big issue. The apple harvest has started and for those of us that didn't get hail, yields and quality looks good.

One of the problems with good yields is price erosion. I look for the next few years in agriculture to be very challenging. I feel that we are going to see low prices on commodities for several years to come. We are going to see banks and other lending institutions tighten credit. Land values should start to decline along with land rents. Suppliers are going to be asked to extend credit because banks and financial institutions are not going to provide enough operating money to the grower to raise their crops. One of the comments that I have been hearing from landlords is "Why are we expected to lower rent when other suppliers are increasing prices?"

It is my hope that we will see more of the basic chemical manufacturers get away from rebate programs and give us net pricing. You can't afford to wait until fall for your rebate check. Put pressure on the chemical company representatives at meetings or when you see them at field days to have their companies do away with rebate programs.

I have been in agriculture all of my life and I have seen many ups and downs over the years, as the old saying goes "**This too shall pass**"!

We at T H certainly appreciate the support you have given us again this year. We look forward to working with you for the balance of the fall and in the years to come!

*We hope you have a safe and successful harvest!*

Sincerely,

Robert L. Zimpel, President

*"A lot of people quit looking for work as soon as they find a job."*

*Zig Ziglar*

## LABOR

I have said it before and I will say it again, labor is going to be our biggest problem in agriculture. Finding and keeping qualified help to work the hours and do the jobs that need to be done continues to be a bigger and bigger issue. All of the hoopla about increasing wages to \$15.00/hour isn't going to change anything. That employee isn't going to do any more work at \$15.00/hour versus \$10.00/hour. All this additional expense will just be harder on your bottom line.

Robert L. Zimpel  
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## IN APPLE NEWS....



*Most orchards have started harvest on early varieties. Hillcrest is done harvesting Red Free, Paula Red and Dandy Red. We have also done our first picking on Zestar. The quality and yields have been good. We have now started on Gala.*

*If anyone is interested in purchasing apples I will have Gala, Honey Crisp and Golden Supreme available.*

*Good luck with harvest!*

Robert L. Zimpel  
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## ONE LAST FALL PROJECT!

*Before you put that sprayer away this fall* you should clean out the tank and the hoses. Letting the sprayer sit with residue is asking for problems next spring.

Erase is the only product we have found that will emulsify both oily residue in sprayer lines and hoses as well as clean out the tank. Erase cleans out and virtually eliminates the risk of cross-contamination that leads to phytotoxicity in plants.

The use rate of Erase is 2 quarts per 100 gallons of water. Give us a call with questions or to order some product!

Steve Rosenthal, CCA  
stever@thagrichemicals.com

*\*\*Erase is a registered trademark of Precision Laboratories, Inc.*

## FALL FUMIGATION TIME

By the time you get this newsletter we will have started fumigation. T H Agri-Chemicals, Inc. has the most experience in the state with the correct way to fumigate. We have experienced personnel and up-to-date equipment to provide you with the best job possible.

We are also trying a couple of new products added to the fumigation mix. These products will help to increase uniform penetration of the fumigant. These products will also give you improved wetting of soils next year, as well as improved rooting, better nutrient uptake and less clodding of soil.

Give us a call to get on the schedule now!

Steve Rosenthal, CCA  
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## NEW PRODUCT LINEUP

Looking ahead to the 2016 growing season, we expect to have some new products in our toolbox for weed management.

- ♦ DiFlexx Duo: Bayer will offer a mixture of Laudis and DiFlexx, offering post emergent control of grass and broadleaf weeds.
- ♦ Resicore: This is a premix from Dow of acetochlor, clopyralid and mesotrione. Resicore is targeted for pre-emergence through post-emergence applications for control of annual grasses and broadleaves.
- ♦ Armezon Pro: BASF introduces a combination product of their Armezon and Outlook herbicides. Increasingly flexible and safe, this premix is targeted for post-emergence control of broadleaves and grasses.
- ♦ Acuron: New from Syngenta, Acuron builds on the success of Lumax, which contains Dual, Callisto and Atrazine, with the addition of bicyclopyrone for broad spectrum control of hard to kill broadleaves and grasses.

When discussing plans for next season remember to ask your sales person about these and if they may be a fit for your program.

Ben Jahnke  
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*\*\*DiFlexx Duo, Laudis and DiFlexx are registered trademarks of Bayer CropScience; Resicore is a registered trademark of Dow AgroSciences; Armezon Pro, Armezon and Outlook are registered trademarks of BASF; Acuron, Lumax, Dual and Callisto are registered trademarks of Syngenta; Atrazine is a registered trademark of Drexel Chemical Co.*

## HAVING THE PERSISTENCE TO WEAR DOWN RESISTANCE

It's time to think long term about weed control strategies. Herbicide resistance is an increasing threat to production agriculture, through reduced yields and control methods that cost more. Judicious herbicide use is critical to the long term availability of current chemistries and their effectiveness in our region. Eliminating a weed that consumes moisture and nutrients and gives nothing in return is essential in any cropping system. Here are some suggestions to consider:

- ⇒ Use different herbicides from year to year. Many factors can lead to the development of resistance in weed populations, the most important being the use of a singular chemistry repeatedly over time. Using different sites of action in annual rotations, tank mixing appropriate herbicides, and making sequential applications are effective methods of reducing the risk in developing resistance.
- ⇒ Apply the right herbicide rate for the right size of weed at the right time. Reduced rates of a herbicide over time can actually accelerate the population of herbicide resistant weeds. Just as important, a rate that is too low for a weeds' height will result in poor control and possible resistance.
- ⇒ Use traited crops to your advantage. A herbicide tolerant plant will allow you more control options, and can be cheap insurance when protecting against resistance. One example here could be corn that's tolerant to Roundup and Liberty herbicides. Spraying Liberty herbicide will be of benefit in controlling Roundup resistant weed species.
- ⇒ Proper scouting to know what weeds you have and apply the proper herbicides to control them.
- ⇒ Don't let weeds go to seed and be a recurrent issue for years to come.
- ⇒ Consider a crop rotation that would break the life cycle of some weeds. This would also be a benefit for control of certain insects and diseases.
- ⇒ Prevent the spread of weed seeds between fields by cleaning tillage and harvesting equipment before leaving the field.
- ⇒ Promote the longevity of herbicide control by incorporating nonchemical control methods into a weed management program. Examples include row crop cultivation, cover crops and mowing.

Two important factors to understand and differentiate between are mode of action and site of action. A herbicide's mode of action refers to "how" it kills, while site of action refers to "where" it kills. Using multiple herbicide sites of action instead of just multiple modes of action will add more diversity to a weed control program.

Many growers opt for the least cost option for a chemical program, especially when margins are tight. A strong weed management program doesn't come without a cost, but often the benefits gained often outweigh the cost. The price of managing herbicide resistance once it's on your farm will be greater than that of a program that would reduce the risk of resistance in the first place. Anyone with weed resistance on their farm will agree that it's better to be proactive and terminate a situation before it becomes a problem in your fields forever. Give us a call to discuss the options available to implement a plan that'll be hard to resist!

Ben Jahnke  
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### "POLITICIANS ACCIDENT"

***A bus load of politicians were driving down a country road one afternoon, when all of a sudden, the bus ran off the road and crashed into a tree in an old farmer's field.***

***Seeing what happened, the old farmer went over to investigate. He then proceeded to dig a hole and bury the politicians.***

***A few days later, the local sheriff came out, saw the crashed bus, and asked the old farmer, "Were they all dead?"***

***The old farmer replied, "Well, some of them said they weren't, but you know how them politicians lie."***

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Winter hours begin September 8th: 8:00 am – 4:30 pm Monday – Friday

## 200 TANKS AND COUNTING!

### We still have over 200 bulk chemical tanks in your hands!

Please give us a call for pickup when you are finished with them. If you are planning to keep them over winter, please let us know.

Make sure to keep these tanks in a dry storage area. Place a cover over the motor and meter to keep moisture from getting in the electrical parts.

Thanks to everyone for treating our equipment as if it were yours!

Steve Rosenthal, CCA  
[stever@thagrichemicals.com](mailto:stever@thagrichemicals.com)

## CHRISTMAS TREES

Fall is a great time to apply herbicides. Growers should remember to increase rates of herbicides by 10-20% if spraying in the fall.

Fall is also the best time to prepare fields for planting next spring. Weeds are more susceptible to herbicides now. Glyphosate (Roundup) can be sprayed to kill both grass and weeds. Rates vary depending on height, but generally 1 - 1.5 quarts per acre will be sufficient. 2,4-D can be added if you have tough to kill vines or other weeds.

Please give us a call with any questions!

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**\*\*Roundup is a registered trademark of Monsanto.**

### REMINDER:

The WCTPA Winter convention will be held January 23-24, 2016 at the Holiday Inn in Fond du Lac, WI.

Watch your mail for further information. See you there!

## Enhancing Your Fall Burndown

If you don't have any idea what you will be planting next year, you still have some good options available for increasing your control of dandelion, chickweed and other winter annuals.

Fall is the best time to control many of these weeds. Whether you are taking out an old alfalfa field or just trying to clean up some escaped weeds—now is a good time to do it. We recommend adding in to your glyphosate and 2,4-D a DuPont product called Panoflex.

Panoflex takes the place of Express that was often used in the past. Panoflex contains two active ingredients to maximize burndown performance. It has low use rates and is very economical!

Give us a call to see if this product could be an option for you.

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**\*\*Panoflex and Express are registered trademarks of DuPont.**



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YOUR LOCAL  
FARM MARKETS

