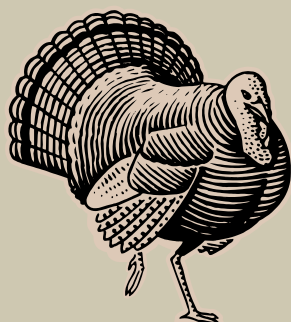


November 2002

Agrimanagement Newsletter



Happy Thanksgiving

And may we be
early to say:

Have a
Very Merry,
And Joyful

Christmas

Walking the Fields

If there is one constant in farming and Ag consulting, it would be: "no two years are the same". From water shortage and water buy-backs in 2001, we swung to plenty of water in 2002.

Now amid the woes of "being long" on certain commodities there are again the creeping concerns of a new El Nino. Yes there is hard climatic data, but there is also the counter balance of the P.D.O. in the western Pacific. This topic was presented in a very excellent way at the recent WA State Pest Consultants meeting. [Pardon me but, I did not record what P.D.O. stands for, but it's influence would be to direct more moisture across the P.N.W. even while a regional drier-warm El Nino was occurring.]

They say in the stock market business, the Bears take Thanksgiving and the Bulls take the Christmas season.

May I suggest this autumn that even with the vicissitudes of the market and recent cold weather some of you have caught the brunt of, that we look for "Bull Market" opportunities. I believe these will present themselves and we at Agrimanagement are working this winter to inform ourselves and develop ways to contribute to farm profitability in the years to come.

The morning I started writing this Newsletter my cousin called to say my near 94 year old Uncle Glen had died. He was, as my dad, the farmer persona of rural America. He milked cows before becoming a teenager, rode to church in a buckboard and at 9 was the first family member to say "I can drive this Model T!", but really not that well as his younger sister, my mom, used to laugh and tell. He built his own home and raised his barns. He could butcher his own meat, and give hair cuts to all the cousin boys at Grandpa's once a month. He was the family's repository of all political opinion and knew the way the world ought to be. Uncle Glen was our plumb line for evaluating what was and should be.

Like an uncle or grandparent you may know, he milked cows by hand selling cream or Grade B milk most of his life. In those former days a holiday time gathering inevitably opened with two questions; always in the same sequence. How were the roads? And next, how many are you milk-

ing? Once these openers were covered amongst Dad and other farmer Uncles, the floor was respectfully open for the first volley on political opinion.

Great memories and yes, he likely did work a few too many 14/7's, and in some ways may have been too self sufficient, yet I believe also well satisfied with his tenure on the land.

This newsletter will present some technical updates, but largely it is to be a Thanksgiving season newsletter and help all of us keep focused on the best part around us. To this end, I'm enclosing a few remarks too of our current president of the National Alliance of Independent Crop Consultants, Al Averett. Al consults in North Carolina on the main crops of soybeans, corn, cotton and tobacco. Here is a short excerpt.

Most folks think of farms as a place where crops and livestock are raised. While this is true...farms don't just grow crops and livestock. Farms produce extraordinary people of character too. The connection to agriculture is a choice to walk closer to nature and its Author, whether a person is conscious of it or not. If you grow up on a farm you most likely know your grandparents well—because of their tie to the land which has been bequeathed throughout the generations. Farm families realize that they (along with everyone else) depend on God, water and good weather for survival....

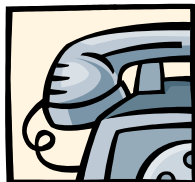
As many farm families know there is a propensity to become a workaholic when you earn your living this way. Unlike most jobs in America, diligence, commitment, long hours, and excellent stewardship on a farm do not guarantee success. If you make a profit this year you never know how to utilize it because you don't know that next year will also be profitable. And there is always something that needs to be done on a farm. Sorting the priorities of faith, family and livelihood are always a tremendous challenge. Faith has to be number one to stay sane, else you'd worry yourself to death.

The full text of his October column can be read on our web site at <http://www.agrimgt.com/newsletters.htm> If this is not accessible and you'd like to see it call Joyce or Marty and request it. If you are a family of the land there is some good content here.

A handwritten signature in dark ink, appearing to read "Don".

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For your convenience we have **direct voice mail or cell:**

Don Jameson	895-0100 or 945-0549
Eric Johnson	895-0100 or 949-5529
Bruce Hanson	895-0100 or 949-5528
Scott Stephen	895-0100 or 949-8843
Dave Marshall	895-0100 or 949-0760

GPS Grid and Zone Soil Sampling

We are currently providing this technique of soil sampling. If you have fields or blocks under routine fertility management, or where trees or hops are coming out for new replanting, this may address your replant objectives. On larger row crop fields, grid sampling is gaining more acceptance before the higher value crop rotation. ☞

News Briefs:

Like us, many of you are taking in the winter meetings to stock up on information. However, the following are some recent items which may be new.

■The Halloween freeze may produce symptoms similar to the early November 11th freeze of 1955. A local consultant reviewed the 1956 records and Hort Proceedings. In some cases, the effect showing in the late winter and spring was crotch wood injury or trunk injury to young wood. (Investments in pruning young trees may need to wait until later after winter inspection of cambium health.)

■From Hort Headlines retail organic food sales growth is annually near 20% since 1990, and organic products are now available in 73% of all conventional grocery stores. The full half day session on organics at the Hort meeting demonstrates the interest. ☞

Pesticide Management Issues

■Weed Control: Weeds management has not been a subject of our routine consulting for several reasons. However if there are special questions or projects you'd like assistance on, or have a need of soil bioassays for residual herbicide content, visit with us. We are seeking an associate weed scientist relationship to assist on special needs.

Puncturevine continues to be a curse on us. IN 2002 these burrs inflicted 3 flat tires and one tire loss upon us. This proliferate and invasive weed has not only captured field borders but has moved to field interiors on crops as grapes and asparagus. We believe this is worth the expense of starting to control. There are several strategies to develop field border control. One is to use higher rates of Trifluralin in late fall or winter. If you want to explore some options on this contact us. We are eager to see better control of this evil creeping weed.

■Cholinesterase Monitoring: A new L & I issue; rule making recommendations are under way, with a

potential time line to adopt by 2004. To be informed; an Agricultural Safety & Health Conference will be held on this topic in Yakima on February 26, 2003. Agrimanagement will be sending a representative, but some clients will want to send their own attendee. Contact 509-335-2830 for information.

■Guthion will be coming out later in the winter with a new label more restrictive on R.E.I. But products on hand with the old label can be used as written. This could affect your early purchases and pre-season inventory management. ☞

Plastic Pesticide Container Recycling

Many of you may do this already, or your dealer does it for you. For reasons of maintaining good Ag PR we encourage you to start or continue to use Northwest Ag Plastics. Remember, metal, plastic and paper containers that once contained pesticides are illegal to burn out doors. ☞

Nutrient Management Topics

●Clients who have received Leaf Analysis Reports, if there are further questions on product or rates please contact us. November, December and January is a good time to address these issues.

●Wheat starter fertilizer can be blended with the seed. This is not a totally new concept, as it has been utilized in dry land production for several years. There may be some new wheat fields where we will provide this as an option this spring. ☞

●Pellet and crumble fertilizer developed from chicken manure waste is being made by a plant between Lind and Othello, WA. Micronized material of this origin is also available for drip injection under the Perfect Green label. ☞

Quotable Humor

>Rita Rudner: "I think men who have a pierced ear are better prepared for marriage. They've already experience pain and bought jewelry."

>Elaine Boosler: "When women are depressed, they either eat or go shopping. Men, on the other hand, invade another country" (? Or buy farm equipment). I think it's a whole different way of thinking.

>George Herbert: "A hundred loads of worry will not pay an ounce of debt."

>Will Rogers: "Good judgement comes from experience and most experience comes from bad judgement."

>????: The quickest way to double your money is to fold it over and put it back in your pocket. ☞

From the Vegetable Conference on Asparagus

This meeting was attended by Don, Scott & Eric. A few points can be conveyed at this time.

■Members of the Asparagus Commission reported on their visit and fact finding trip to Peru. Transportation costs from Peru to the USA will always be a disadvantage to their competition. Labor costs there are not an issue as pickers are paid the minimum wage which is \$5/day. In Peru many stands are old and thinning. There is resistance to tearing out and re-establishing fields due to the significant re-establishment costs. Production tonnage generally tends to be high with the benefits of surface drip irrigation.

■Research sponsored by the Asparagus Commission and done by the Agricultural Development Group has shown three general principles to be true.

- A) Drip irrigation yields exceed rill irrigated yields, with sprinkler irrigation yields coming in third. Asparagus responds better to deep and less frequent watering than high frequency irrigation.
- B) Lower nitrogen rates favor higher production versus the higher N rates.
- C) Higher crown densities provide the highest production. This would be crown densities in the range of 20-25 thousand crowns per acre.

■Several new pesticides will be available for asparagus in 2003, of which one for asparagus beetle larva control is organically certified.

Research of new mechanical asparagus harvestors shows promise for our Central WA industry in managing labor costs. WSU research in dehydrating and reprocessing to juices or de-hydration of the tips and other waste shows promise. The “tips” products are very high in desirable anti-oxidants.

Agrimanagement’s experience in 2002 could be generalized as follows.

In contrast to a common average of 2-3 pesticide sprays per season our average was about 1.5 sprays per field for the main targets of beetles or asparagus aphids. Scouting showed that no rust fungicides were needed in 2002. In some locations, leaf miner infestations are an increasing problem to be reckoned with, and are a contributor to a higher incidence of Fusarium.

For clients growing asparagus, we can provide a service package to guide your fertility management, water timing and pest management to hold the line on input costs and yet encourage productive potential. In January we hope to provide some new monitoring options to our asparagus production clients. ☞

Winter Meetings Bring Value to Our Clients

A foundational principle Agrimanagement subscribes to is the value of education to our field staff in order to bring up to date useful knowledge to our clients and their problems. Rightly applied knowledge keeps producers out of trouble with the pests and in compliance with regulatory overseers. To this end the WA State Pest Consultants meetings were attended by Bruce, Eric, Scott and Don. As previously stated, three of us were at the Vegetable Conference. We will have representative attendance next week at the Hort Convention and the Hop Commission meeting. In mid December Don will attend the Far West Fluid Fertilizer School and Trade Show in Spokane. ☞

Need Help or Have Skills to Market

Perhaps worth mentioning is the service of an employment company called Total Employment and Management. If you need a short duration laborer for whatever...welder, truck (continued page 4) driver, carpenter, etc. they can connect you. Con-

Mission Statement

Agrimanagement is an agricultural consulting company that provides production services, independent of product sales, to farmer, orchardists and vineyards. Our main objective is to enable growers to be more efficient and achieve higher profitability. We achieve this by applying ag-science principles and techniques to address the needs and problems of the modern farmer. Our reputation is based on providing reliable, objective, timely, and affordable services adapted to individual client needs. We maintain a high level of professionalism and respect the proprietary nature of the information we collect and ana-

versely, if you have a specialty and time to sell occasionally, they can list and file it for someone else's need. For more information call 1-888-868-8326 in Moses Lake. ☐

Wrapping up 2002

Again, our thanks to each of you for the privilege of providing support services this past year, and being able to participate in the production of a bountiful harvest. ☐

To unsubscribe from our newsletter mailing list you may leave a message or voice mail at 453-4851 or e-mail to jadcock@agrimgt.com



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