

New Horizons

The Newsletter of the Wisconsin Association of Professional Ag Consultants

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Mycotoxins in Review

We were honored to have Trevor Smith, PhD, PAg, speak about mycotoxins at the WAPAC New Horizons Seminar in December. He is Professor of Animal & Poultry Science at the University of Guelph in Ontario, Canada. His visit was sponsored by Alltech Wisconsin. Dr. Smith has summarized the key points from his presentation:

1. The frequency of problems in dairy production caused by feed-borne mycotoxins is increasing. This is likely due to poor growing conditions arising from extreme weather patterns over the last decade.
2. The severity of responses of dairy cattle to feed-borne mycotoxins is increasing due to the complex nature of modern dairy diets which contain numerous different sources of mycotoxins. This results in combinations of mycotoxins which can act synergistically to increase the severity of responses in cattle.
3. In Wisconsin, combinations of *Fusarium* mycotoxins are most common. Dairy cows have a relatively high tolerance to *Fusarium* mycotoxins, but immunosuppression and reduced utilization of nitrogen are seen. Immunosuppression can lead to lingering herd health problems, lack of response to medications and failure of immunization programs. Culling of cows may be necessary and deaths can occur. These indirect effects are likely the main cause of economic losses due to feed-borne mycotoxins.
4. The most effective short-term solution to mycotoxin problems in dairy feeds is the use of a suitable mycotoxin adsorbent.

A Table, a Dozen Turtles and a Pile of Bricks

Steve Hoffman, CPAg
WAPAC Immediate Past President

Let's see if I can describe your job. You start with the items described in the title. The bricks are in a jumbled pile in the center of a large table. There are a dozen lively turtles crawling in every direction, oblivious to the fact that the table is three feet above a hard surface. The "rule maker" tells you that the turtles must not fall off the table, so you start to grab bricks to build a small wall around the perimeter. Progress is slow because for every brick you grab, you must redirect two oblivious turtles. Eventually your wall begins to take shape. Just when you think that you have the situation under control, the "rule maker" adds another rule like "The bricks must be aligned so that their combined center of mass is inversely proportional to the net velocity of turtle movement." Say what? Sounds familiar doesn't it?

I often feel this way about my career. Just when I think that I am making some order out of chaos, I get smacked with a new rule that seems to employ questionable logic. Life has definitely gotten more complicated, and I do not see that trend changing. "Progress" has delivered us to the point that we are so consumed with the day to day that we do not have time or energy to provide input to the "rule makers" as to what makes sense and what does not. I suspect that this is by design. This is not an acceptable position for Agriculture to be in. If we care about the future of Agriculture, we must find a way to write that letter, send that email, make that phone call, volunteer for that committee, etc. I know that many of you do these things, and I commend you for that.

Let us **ALL** resolve to work together and be proactive with the "rule makers." It will work better than throwing bricks at them. Trust me.

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Should Soybean Weed Management Change with Higher Glyphosate Prices?

•Chris Boerboom, UW Extension Weed Scientist

Glyphosate has been the herbicide of choice for soybean weed control for a decade and for good reason. It controlled weeds well without injuring soybeans and its price kept dropping, which made the choice easier. However, the trend of low priced glyphosate changed in 2008. Glyphosate prices have spiked because of reduced glyphosate supplies and increased demand.

Does this change how glyphosate is used in soybeans? Glyphosate will still be the backbone for most weed control programs, but the higher price may have a couple consequences. First, some people may be tempted to reduce glyphosate rates, which may lead to poor control if the weeds are too large when sprayed. Some people also suggest that reduced rates may contribute to a shift towards more tolerant weeds. Regardless of price, apply the glyphosate rate that is appropriate for the weed species and size in soybean fields. Avoid the temptation of reducing rates below those needed for effective control just to save costs.

The second consequence of higher glyphosate prices is that it may open the door for some other herbicide options. Consider the preemergence (PRE) herbicides. The cost of several PRE herbicides that are recommended as foundation treatments in Roundup Ready soybeans may be similar to the current cost of glyphosate. "Foundation treatments" often refer to PRE herbicides that are applied at lower rates to provide early season weed suppression. They can help to control weeds that might be tougher to control with glyphosate alone or provide early season weed suppression so that glyphosate can be applied closer to soybean canopy closure. As a result, more consistent and higher levels of weed control are typical (based on university test results). Adding a PRE herbicide also brings another herbicide mode of action into the weed management program, which may reduce the selection pressure for glyphosate-resistant weeds.

Conditions where 2 glyphosate applications may be required:

- 30-inch row soybeans
- Weeds with extended emergence (ie waterhemp, giant ragweed)
- Tough to control weeds (ie giant ragweed, lambsquarters)

Standard 2 pass glyphosate*	PRE herbicide* and POST glyphosate
\$12 + \$12 = \$24/a	\$12 + \$12 = \$24/a

*Actual costs will vary depending on herbicide and rate, but can be very similar.

Most of the foundation herbicide programs have been promoted to improve broadleaf weed control and many of the common options are listed below. Some other herbicides provide effective control of a mix of broadleaf and grass weeds while others are primarily effective on grass weeds. In the table, the ingredients of premixed herbicides are provided as a guide to help understand these herbicides and their performance. More information on these herbicides, their use, and weed control ratings can be found in the *2008 Pest Management in Wisconsin Field Crops* bulletin, which can be ordered or viewed at <http://learningstore.uwex.edu/>

Common Preemergence (PRE) Soybean Herbicides

Primarily Broadleaf Herbicides

Authority First or Sonic (Authority + FirstRate)
Authority MTZ (Authority + Sencor)
Enlite (Classic + Valor SX + Harmony)
Envive* (Classic + Valor SX + Harmony)
FirstRate
Gangster (Valor SX + FirstRate)
Python
Sencor
Valor SX
Valor XLT* (Valor SX + Classic)

*Southern WI only

Grass and Broadleaf Herbicides

Boundary (Dual II Magnum + Sencor)
Prefix (Dual II Magnum + Flexstar)
Prowl H2O

Primarily Grass Herbicides

Dual II Magnum
Intro
Outlook
Sequence (Dual II Magnum + glyphosate)

Glyphosate is only one of many items with a rapidly changing price. The prices of crops, fertilizers, seed, fuel, and land are all in flux and it may be tempting to cut costs. However, remember that the goal of a weed management program is to protect yield. The old saying about being penny wise and pound foolish certainly applies to weed management. Herbicides are a wise investment. This investment may now include more than just glyphosate. The price increase of glyphosate should make us consider if other herbicide options have a fit in soybean systems and provide benefits to improve overall weed management.

Things to know before you plant spring wheat

•Dan Undersander, Paul Esker & Shawn Conley, UW Extension Specialists

Oats have been the largest small grain acreage crop in Wisconsin because oats are robust and seldom need any management between seeding and harvest. This year many farmers are considering planting spring wheat instead of oats due to high grain prices. They will plant spring wheat as a nurse crop for alfalfa. University of Wisconsin-Extension specialists advise farmers to be aware of a few differences when changing to wheat.

Spring wheat yields increase with seeding rate up to about 45 seeds per square foot (about 2.5 bushels per acre). This allows for 10 to 15 percent of the seed not germinating, resulting in a final stand of about 40 wheat plants per square foot.

The recommended seeding rate for spring wheat on top of alfalfa is 18 plants per square foot (1 bushel wheat per acre) - higher rates will stress the alfalfa more. This will result in poor stands in some cases and may cause reduced alfalfa yields from the field in future years.

One option for farmers to consider is planting the wheat at a full seeding rate this spring and then planting alfalfa in early August after the wheat has been harvested. Fall seedings of alfalfa work well if adequate moisture is available for stand establishment. Volunteer wheat plants will need to be controlled with herbicide.

Farmers planting wheat on top of alfalfa should consider planting a potato leaf hopper resistant variety of alfalfa. This insect can come into fields under a cover crop and attack the alfalfa. Infestations of this insect in the seeding year can reduce alfalfa stand and yields in future years.

Nitrogen fertilization or credits for the wheat seeded with alfalfa should not exceed 40 pounds per acre as higher rates will produce more top growth to compete more severely with the alfalfa seedlings.

Farmers should make sure that wheat seed is treated with fungicide to reduce the risk of loose smut. If left untreated, this disease can severely reduce final yields. Further information regarding seed fungicides is available in the Pest Management of Wisconsin Field Crops-2008 (UW-Extension, A3646).

Additionally, farmers planting spring wheat should be prepared to watch for plant diseases and spray with fungicide if necessary. Spring wheat is much more susceptible than winter wheat to a number of diseases that if not treated, can severely limit yield.

Expect spring wheat to yield two-thirds of what an average winter wheat crop may yield. In addition to yield return farmers will depend on protein content and market availability. Few local elevators in Wisconsin accept spring wheat, therefore transportation costs must be factored into your decision. Also, due to our environment, protein content may prove limiting, therefore select and grow only those varieties that have excellent protein scores.

If managed correctly, spring wheat can provide excellent additional income this year, provided farmers are aware of the differences in management between wheat and oats and respond with the additional inputs required for good yield.

More information is available at: http://soybean.uwex.edu/documents/Spring_wheat.pdf.



Identification Is the Key for Soybean and Winter Wheat Diseases

•Paul Esker, Field Crops Extension Plant Pathologist

As we prepare for the upcoming field season, do not forget about scouting for diseases in soybean and wheat. This is especially important for properly identifying the early-season soybean root and foliar diseases, as well as the foliar wheat diseases prior to harvest. To help you in this process, a new presentation entitled, "Soybean and Wheat Disease Management" is available on the "Cool Bean.info" (<http://soybean.uwex.edu>) website from recent talks at the UW-Extension Soybean and Wheat Workshop. The soybean disease section is adapted from a presentation by Nancy Koval at WFAPM (<http://www.soils.wisc.edu/extension/wfapmc/2008/index.php>) and highlights the importance of linking host, pathogen, and environment, for accurately determining early-season root and foliar diseases, as well as provides an update on changes in foliar fungicide labels for soybean. In the wheat section, information on proper sampling and identification of foliar wheat diseases is provided and should help you to decide if a foliar fungicide will be cost-effective. For further information, please feel free to contact me at 608-890-1999, or through email at pde@plantpath.wisc.edu.

WAPAC Internship Scholarships Awarded



Stacy Kestly

The WAPAC Scholarship Committee met in December 2007 to select recipients of the 2007 WAPAC Internship Scholarships. Two students were presented with \$500 scholarships. We are pleased to congratulate these scholars and introduce them to you.

Stacy Kestly of Rothschild, Wisconsin interned as an agronomy assistant at Van Der Geest Dairy Cattle, Inc. in Merrill, Wisconsin. Stacy graduated in December 2007 with a major in Soil and Land Management at the University of Wisconsin-Stevens Point. Stacy has a great interest in soil science and soil conservation and hopes to work in the private sector. She says, *“I love to learn new things and want to work in a profession where learning is an everyday occurrence.”*



Libby Rens

Libby Rens of Waupun, Wisconsin is a student at the University of Wisconsin-Madison. She is majoring in Horticulture and Plant Pathology with graduation expected in December 2008. Libby interned at the Peninsular Agricultural Research Station in Sturgeon Bay during Summer 2007. Libby plans to attend graduate school, followed by a career in Extension or agricultural consulting. She says, *“I like the idea of bridging the gap between researchers and farmers. I feel that getting new ideas and information into the hands of people who grow our food is one of the most important steps of research.”*

WAPAC members, as you prepare to hire interns for Summer 2008, remember the WAPAC Scholarship! Applications for the 2008 scholarships will be available on the WAPAC website in late September. Students majoring in all production ag disciplines may apply as long as they have completed a summer internship in 2008 and are full time students within the University of Wisconsin System.

WAPAC Members Participate at NAICC Annual Meeting in Seattle - Jan. 23-26, 2008

- Randy Van Haren, CPCC-I of Pest Pros in Plainfield, WI** spoke in the Emerging Technologies for Consultants session. His topic was “Crop Disease Diagnostic Systems for Consultants.” Randy also hosted a booth at the Trade Show.
- Sue Bellman of Great Lakes Ag Research Service in Delavan, WI** spoke during a researcher session on “Creating Success and Opportunities in Your Business.” Sue noted that in addition to breakout sessions for consultants and researchers, NAICC has now added breakouts for “Field Research Quality Assurance,” and this specialty session has attracted several new NAICC members.
- The Polenske Agronomic Consulting Team (Appleton, WI)** attended the Annual Meeting with enthusiasm - Bill Schaumberg, Nathen Nysse and Todd Schaumberg. Their fearless leader, Jeff Polenske did not attend - which landed him a committee appointment....Jeff was named to the NAICC Technology Committee. One of Jeff’s first assignments will be to help plan the program for an NAICC Midwest Regional Technology Seminar to be held in the Minneapolis area February 12-14, 2009. Consultants from area states will be invited. Jeff welcomes your technology topic suggestions! Please contact him at 920-858-5765.
- Steve and Michelle Hoffman of Hoffman Crop Consulting in Manitowoc, WI** attended the Seattle meeting where Steve received an NAICC Consultant of the Year Award.
- All of these members also attended the WAPAC Annual Meeting on March 6th and spoke enthusiastically about NAICC and its programming. Without reservation, all recommended that those in crop consulting professions should consider participating at the national level through membership in NAICC.



Michelle and Steve Hoffman

NAICC Selects Consultant of the Year: Steve Hoffman, CPAg

Steve Hoffman, CPAg has been named a Consultant of the Year by the National Association of Independent Crop Consultants (NAICC). Steve received this prestigious annual award at the NAICC Annual Meeting in Seattle in January. Steve is one of three top-notch professionals who received the award for exemplary dedication to the profession of crop consulting. BASF sponsors the annual awards, and nominees are judged by the NAICC Awards Committee and a representative of BASF. Steve was nominated for this honor by a previous Consultant of the Year winner, Jeff Polenske of Appleton.

Steve owns and operates Hoffman Crop Consulting in Manitowoc, Wisconsin. In addition to crop consulting on over 20,000 acres, Steve helps his clients with nutrient management plans and other regulatory requirements, always looking ahead to upcoming rule changes and positioning his clients for those changes. Steve is an enthusiastic participant in on-farm research trials and works cooperatively with local Extension agents and governmental units to improve ag practices and their effects on the environment while ensuring the long term viability and success of farming in Wisconsin.

At Steve's right hand is his wife Michelle who ably serves as office manager for Hoffman Crop Consulting. Steve and Michelle have three children - Megan, Holly and Ted.

In addition to his membership in NAICC, Steve is a long-time, loyal member of WAPAC and has served the organization as Council member, Treasurer, President-Elect, and President (2007-08). He staunchly recommends that all ag consultants get involved in professional organizations for the networking and educational opportunities that occur when consultants get together. Steve suggests there are benefits at all levels of participation - national, state and local - each level providing opportunities for professional and leadership growth and service.

Not one to "toot his own horn," Steve deserves our praise for this honor! Please seek him out and extend your congratulations. We're proud to have him as a member of WAPAC!

Rachel Mueller Named Wisconsin CCA of the Year



Rachel Mueller

WAPAC member Rachel Mueller was presented with a very special honor at the Wisconsin Fertilizer, AgLime and Pest Management Conference in January 2008. The Wisconsin Certified Crop Adviser (CCA) Board named Rachel the 2007 Wisconsin CCA of the Year.

Rachel has 25 years of crop advising experience. She owns Cornerstone Crop Consulting in Princeton, Wisconsin and serves as an independent crop adviser for clients with dairy, cash grain and vegetable enterprises in a four-county area.

Rachel conducts on-farm research with her clients (including WAPAC corn trials). She has served on the Quality Assurance Team for the Wisconsin Department of Agriculture, Trade and Consumer Protection. The team critiques nutrient management plans.

Respected by her peers and clients, Rachel conducts her business in a professional manner and always goes the extra mile for her clients.

Congratulations, Rachel!

New Council Members Elected at Annual Meeting

Phillip Stern, Tom Weaver and Dave West were elected to three-year terms on the WAPAC Council at the Annual Meeting on March 6th.

Retiring Council members are Jim Barmore, Steve Hoffman and Mike Rankin. We thank them for their service during the past three years.

Under the leadership of incoming President Paul Sturgis, the WAPAC Council will meet on April 8 to elect officers, appoint committees and make plans for the coming program year.

WAPAC Committee Members Solicited

If you have an interest in serving on a particular committee, please contact Executive Secretary Judy Brannstrom immediately to express your wishes! Your active participation is appreciated! Email: wapac@itis.com.

Jerry Doll's Weed Identification and Management DVD Available

Jerry Doll's course on weed identification and management is available on DVD through University of Wisconsin-Extension Publications at:

<http://learningstore.uwex.edu/Weed-Identification-and-ManagementDVD-P1211C252.aspx>.

Dr. Doll taught his course 30 times to students in the UW College of Agricultural and Life Sciences Farm and Industry Short Course Program. The DVD addresses weed identification and management in Midwest corn, soybean, small grains, forages, and pasture systems, but the principles are applicable to habitats and regions globally. The presentations include 30 years of Dr. Doll's personal observations and experiences and are rich in plant and field images. The DVD includes nearly all topics pertinent to identifying and managing weeds. In addition to the 28 lecture-style presentations in Flash Player format, the DVD includes videos with demonstrations of weed identification, sprayer calibration and nozzle characteristics, rotary hoeing and cultivation, and safe handling of pesticides. DVD price is \$30.

Calendar of Events

June 11-12, 2008 4-State Dairy Nutrition and Management Conference, Dubuque, IA. For more information: <http://www.uwex.edu/ces/dairynutrition/conferences.cfm>.

June 27, 2008 Crop & Soil Field Day, Marshfield Ag Research Station, 10:15 a.m.

July 15-17, 2008 Farm Technology Days at Country Aire Farms, Greenleaf, WI (south of Green Bay). For more information: <http://www.wifarmtechnologydays.com>.

July 7-11, 2008 ADSA/ASAS Annual Meeting, Indianapolis, IN. Find info at: <http://www.adsa.org>.

July 18, 2008 Central Wisconsin Potato Field Day, Hancock Ag Research Station, 8:30 a.m.

July 22, 2008 Crop Diagnostic Training Workshop at Arlington Ag Research Station. Contact Dan Heider at 608-262-6491.

July 25, 2008 Lancaster Beef Cow-Calf Day, Lancaster Ag Research Station, 4:00 p.m.

August 1, 2008 – Hancock Ag Research Station Agronomy Field Day, 8:30 a.m.

August 29, 2008 Agronomy-Soils Field Day, Arlington Ag Research Station.

December 3-4, 2008 Dairy Business Association Annual Meeting, Madison, WI

December 11-12, 2008 CCA Training and Pre-Test (Tentative dates, location to be announced.)

January 13-15, 2009 Wisconsin Fertilizer, AgLime and Pest Management Conference and Trade Show, Exhibition Hall, Alliant Energy Center, Madison. www.wicrops.org

January 15, 2009 WAPAC Consultants' Breakfast, held in conjunction with Wisconsin Fertilizer, AgLime and Pest Management Conference and Trade Show, Madison. Separate registration required thru WAPAC.

January 18-21, 2009 NAICC Annual Meeting. Marriott Starr Pass Resort, Tucson, AZ. www.naicc.org

January 29-30, 2009 Wisconsin Corn/Soy Expo. www.wicorn.org.

February 12-14, 2009 NAICC Midwest Regional Technology Seminar - Minneapolis area.

March 17-18, 2009 PDPW Annual Business Meeting. www.pdpw.org.

Welcome New Members

Charles Bolte, CCA – Professional Ag Consultant.

GPS-NMP Supervisor, AgSource Soil and Forage Lab, P.O. Box 7, Bonduel, WI 54107. Office phone: (715) 758-2178. Mobile phone: (715) 490-1011. E-mail: cbolte@wildblue.net. Services: Site-specific crop consulting, GPS referenced soil sampling, fertility recommendations, 590 NMP, crop input planning and record keeping services. Crops: Corn, soybeans, alfalfa, wheat and specialty fruit crops – cranberries, apples, potatoes.

Stephanie Jens, PAS – Associate Member. Technical Sales & Support – Dairy, Agtech Products, W227 N752 Westmound Drive, Waukesha, WI 53186. Office phone: (262) 521-1717. Mobile phone: (414) 313-9133. E-mail: sjens@agtechproducts.com. Services: Provide technical and sales support to silage and waste customers. On-farm support, phone/lab support, sales and marketing support, and research and development assistance. Crops and animals: Dairy cattle, beef cattle, corn silage, haylage and high moisture corn.

Phillip Laatsch, CCA – Professional Ag Consultant.

Agronomist and Owner, Phillips Crop Care, 502 E. Mill St., Beaver Dam, WI 53916. Office phone: (920) 296-6044. E-mail: philliscropcare@yahoo.com. Services: Provide agronomic consulting and scouting including pest management, variety/hybrid placement, conservation planning, nutrient management planning and CNMP certified. Soil fertility consists of GPS soil sampling, VRT application maps, GPS soil maps. Crops: Corn (silage, grain, sweet), soybeans, alfalfa, wheat, small grains.

Larry Laughren, PAS – Professional Ag Consultant.

Dairy Nutritionist, Nutri-Counsel, Ltd., 418 Rosemal Lane, De Forest, WI 53532. Office phone: (608) 698-2695. E-mail: laughren@earthlink.net. Services: Independent dairy nutrition consulting.

Nathen Nysse, CCA. Provisional Member.

Crop Consultant, Polenske Agronomic Consulting, 2121 E. Ridgehaven Lane, Appleton, WI 54913. Office phone: (920) 858-5756. Mobile phone: (920) 858-5756. E-mail: nenysse@yahoo.com. Services: Independent crop consultant providing field monitoring, crop protection recommendations, nutrient and pest management, record keeping, GPS/GIS soil sampling, WPDES planning and maintenance services. Certified as NRCS Technical Service Provider. Crops: Alfalfa, corn, soybeans, small grains and forages.

Roger Olson, PAS – Professional Ag Consultant. Dairy Specialist, Akey, 230 Cty. Rd. BB, Baldwin, WI 54002. Office phone: (920) 362-4745. Mobile phone: (920) 362-4745. E-mail: rolson@akey.com. Services: Dairy technical specialist for Akey. Work with dairy nutritionists for dairy farms. Main focus is dairy nutrition. Dairy management is a second focus. Animals: Dairy cows and dairy goats.

Changes.....

Mark Mattingly has become our new contact for the WAPAC sustaining membership held by NK/Syngenta Seed. Mark is an Area Agronomist for NK Seed and replaces Herb Damsteegt as our NK Sustaining Member. Address: 3513 Strawberry Loop, Middleton, WI 53562. Phone: (717) 951-2730. E-mail: mark.mattingly@syngenta.com. Welcome aboard, Mark!

Steve Miller, CCA, has opened his own crop consulting business, Hickory Meadow Crop Consulting, LLC. Address: W8166 N. Crystal Lake Road, Beaver Dam, WI 53916. Office phone: (920) 885-5885. Mobile phone: (414) 750-3776. E-mail: hunter_12@charter.net. Services: Independent crop consultant. Provide full service crop consulting and scouting on corn, soybeans, alfalfa and small grains. Also provide fertility and chemical recommendations.

Randy Rabata, CCA is now a crop consultant with Hilltop Agronomics in West Bend. Randy can be reached at (262) 483-0590, or via E-mail: rrabata@hotmail.com.

Tom Weaver, CCA – formerly an Associate member of WAPAC and has moved into the Professional Agricultural Consultant category of membership. Tom is President of Weaver Feeding and Management, LLC and Technical Director of Kow Consulting Association. Office phone - (608) 762-6948; Mobile phone – (608) 574-0101. E-mail: tweaver@mhtc.net.

CEUs Approved for WAPAC Events

New Horizons Seminar - December 6 2007

For CCAs: 1.0 hr. Pest Management
and 2.5 hrs. Crop Management
For ARPAS Members: 4.0 hours

Spring Seminar and Annual Meeting - March 6, 2008

For CCAs: 4.5 hours Crop Management
For ARPAS Members: 4.0 hours

If we had no winter, the spring would not be so pleasant; if we did not sometimes taste of adversity, prosperity would not be so welcome.

Anne Bradstreet (1612 - 1672),
'Meditations Divine and Moral,' 1655

New Horizons

Winter (January-March) 2008

New Horizons is published quarterly by the Wisconsin Association of Professional Ag Consultants (WAPAC). Articles of general interest to the membership and signed editorial comments are welcome. Submit all articles to the address below. Comments and opinions expressed herein do not necessarily represent the views of all WAPAC members. The editorial staff reserves the right to determine suitability for publication and to edit all articles submitted.

For further information about WAPAC or to notify WAPAC of an address change, please contact:

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