

PivotPoint[®]

Winter 2019

Valley[®] Values:
More than Words

Taking on the Challenges
of High-Altitude Ranching



Valley Scheduling[™]
Advanced Management Software



LETTER FROM THE PRESIDENT

The word 'value' gets thrown around a lot today.

A flat hamburger, lukewarm fries and some sugar water is called a 'value meal.' If you save a few bucks on a pair of pants or a hotel stay, you might be told you got a 'good value.'

At Valley, we know value has greater significance than just low price – it's about an established reputation of quality that gives a solid return over years, and even decades. You don't want the cheapest for your operation, you want the structures and technology that will maximize ROI for upcoming generations.

In this issue of Pivot Point, you'll read about growers who also view irrigation systems as an investment in the future of their farms, and who rely on Valley to help lead them there.

From connecting their farm with smart irrigation solutions to a center pivot that made a dream come true, we're proud to share their stories.

Because actual value, in the truest form of the word, relates to total cost of ownership, a concept that matters even more in tough economic times.

That's Valley Irrigation: a solid return on investment. We offer lasting durability in a value meal world. If you want to experience genuine value that generations of growers continue to trust, contact your local Valley dealer.

LEN ADAMS

President, Global Irrigation

Reliability, durability, advanced technology, responsiveness and precision. These five Valley Values mean growers get the best irrigation equipment and the most value for their money.



SINCE 1954, VALLEY HAS BEEN PROVIDING THE GREATEST VALUE IN THE IRRIGATION INDUSTRY. THAT'S WHY GENERATIONS OF GROWERS CONTINUE TO TRUST VALLEY PIVOTS, LINEARS AND CORNER MACHINES.

VALLEY VALUES: MORE THAN WORDS



1. Reliability

The Valley gearbox is made in the USA, and is the most reliable and durable gearbox in the irrigation industry. It offers peace of mind during the heat of the growing season when you need your equipment to run.

- Highest Return on Investment
- Engineered with the strength to meet the needs of today's growers

2. Durability

The Valley brand is the first choice of growers who want to avoid costly repairs.

- Best long-term life on any terrain
- Significant resale premium over other brands

3. Advanced Technology

From smart panels to remote management solutions, Valley is the technology leader.

- The Valley ICON® series of smart panels offers intuitive, full-color touchscreens for maximum control at the pivot point or from the edge of your field. To read more about the ICONX, see page 11.
- AgSense®, a smart irrigation solution from Valley, is built into every ICON panel, letting you monitor and control your pivots from any smartphone, tablet or computer. For more information on the connected AgSense farm and the new ICON Link extended licenses, turn to page 10.
- The Valley X-Tec® drive combines speed and power for quick passes to cool crops, enhance germination for certain crops, go quickly through non-irrigated areas, and more efficiently chemigate and fertigate.

4. Responsiveness

Our industry-leading dealer network supports you after the sale, and whenever you need them most. Unbeatable, factory-trained service comes standard when you buy a Valley.

- Extensive inventory of Valley Genuine Parts and other brands
- Factory-trained personnel to help you solve problems and take advantage of opportunities

5. Precision

Our precision irrigation solutions take your operation to the next level.

- Valley Scheduling™ is advanced management software to help you make informed irrigation decisions based on real data from your fields. Learn more about the time saved and increased yield potential beginning on page 4.
- Valley VRI options allow growers to customize water distribution by speed, zone or even by individual sprinkler, reducing runoff, avoiding unnecessary areas and making all areas of your field more profitable.

Another Set of Eyes in Your Fields: Valley Scheduling



Greg Juul

Greg Juul and his business partner, Troy Betz, own and operate G2 Farming near Hermiston, Oregon. He says technology has given them a competitive advantage. “When Troy and I took over the farm, we switched from a competitor’s brand to Valley,” he said. “We’ve definitely adopted a lot of tech that’s come into farming.”

They began remotely managing their pivots and pumps in 2002, and now use them to irrigate up to 6,000 acres a year, depending on rotation. Their core business is irrigated potatoes, cultivating them on around half of their acres each year. “We rotate with fresh onions, alfalfa and grass seed as our primary crops,” Juul said, “and then we do some minor crops, such as seed corn and small vegetable crops like green peas and sweet corn.”

Those are sensitive crops, and their farm is located in an arid area of the state. “It’s high desert,” Juul explains. “Typically, the weather is dry and hot. It’s cold in the winter, and mild in the spring, but windy. Annual rainfall is 4-6 inches, so irrigation is a must in northeast Oregon.”

All of these factors made G2 Farming a natural to implement Valley Scheduling.”

BETTER DATA, BETTER IRRIGATION DECISIONS

Valley Scheduling is an advanced management tool that helps growers make informed irrigation decisions based on data about soil, crop type, the crop's stage of development and automatically updated weather conditions. These inputs are analyzed, and Valley Scheduling delivers precise yet easy-to-understand recommendations to the grower's mobile device or computer.

"We are currently utilizing Valley Scheduling on our high-value crops – potatoes and onions," Juul said. "Those are the most sensitive to irrigation and the most critical in terms of irrigation timing."

Juul describes Valley Scheduling this way: "It's an automated version of what we've been doing manually for years: we've been going out field to field, digging with a shovel, squeezing the dirt, seeing how much moisture is in there, knowing whether it's trending to dry or trending to wet. What Valley Scheduling does is give you an electronic version of that measurement through the probes in the fields, and translates that data into usable information without having to go to the field or calculate it ourselves."

Valley Scheduling gives growers all of this information at the touch of a finger to help make good irrigation decisions. "Valley Scheduling is another tool – almost another set of eyes in the field – as to where your soil moisture is at, especially with critical crops," Juul said. "It even helps us forecast fertilizer and chemical applications, where we may speed up or slow down the pivots, and it's been extremely good for us."

POINT AND CLICK PRECISION

Like most people, Juul says time is probably the most valuable resource he has, and certainly one of the most limited. But technology like Valley Scheduling has allowed him to do more with the amount of time available.

Before Valley Scheduling and other smart irrigation solutions from Valley, Juul says it would take two or three people to make irrigation changes, and that they would spend 3-4 hours a day just turning pivots and pumps on and off. "Valley Scheduling has allowed us to make those decisions in minutes, where in years past we had to go to each field. Today I can change it at the pivot point, I can change it remotely at my home, or I can change it with my phone anywhere in the world," he said.

"It's all at your fingertips, really. You can't ask for much more than that."

TRENDING IN THE RIGHT DIRECTION

Juul's uncle and Betz's father and grandfather also farmed, starting their operation in 1973.

Juul himself returned to the farm four years after college and has been farming as G2 since 1995. In that time, he has realized the hefty challenge that irrigating in Oregon can be.

Growers can only pump water to a certain elevation economically. Even with the presence of nearby dams, he says "the power cost to pump water to the farm is our fourth-largest cost to the operation ... So being able to do a better job of irrigating with less water, just placing it better, getting it into the ground with less evaporation is important."

Efficiency is the goal for G2 Farming. "When I came to the farm, we were farming about 2,000 to 2,500 acres and irrigating with three or four people. We're now irrigating 5,000 to 6,000 acres a year and irrigating with one person," Juul said. "Technology has made us very time efficient, and has made us very competitive in the management of irrigation costs."

Valley Scheduling is the latest technological innovation that Juul has embraced to make their operation more productive. "It's a time savings tool that allows me to see the entire farm at any given time. You can see all of your history at a click. It's information that you can use to make good irrigation management decisions on a daily basis."



VALLEY SCHEDULING: "A TIME SAVINGS TOOL THAT ALLOWS ME TO SEE THE ENTIRE FARM AT ANY GIVEN TIME. IT'S INFORMATION THAT YOU CAN USE TO MAKE GOOD IRRIGATION MANAGEMENT DECISIONS ON A DAILY BASIS."

GREG JUUL



TAKING ON THE CHALLENGES OF HIGH-ALTITUDE RANCHING



At an altitude of 8,000 feet, Battle Creek Ranch has its share of challenges. Nestled high in the Colorado Rockies, the ranch has more than the expected difficulties of steep slopes and terrain. It must also overcome the rocky soil and an abundance of sage.

Battle Creek Ranch currently has about 550 mother cows, and they usually keep about 250 heifers and all bull calves out of their yearly registered stock. That stock is being developed to better adapt to and thrive at high altitudes (see sidebar).

Using Water Better

The ranch obtained water rights from the Williams Fork River dating back to at least the early 1900s, so they wanted to use that water to grow hay for their cattle. They tried flood irrigation, but the soil was so rocky they couldn't effectively achieve it.

"We used to call it a gravel pit," says ranch manager David Thurow. "Water would go right through the soil. We couldn't even get water to the entire field because it wouldn't flow that far."

The owner, John Coors, first explored placing pivots on the flatter areas to make better use of his water and land.

"At the beginning, we reviewed the three pivot manufacturers in the Colorado area," Coors says. "I chose Valley Irrigation because it was the closest and the longest-established company in the area."

In the spring of 2012, the ranch installed three Valley pivots, which required a lot of preparation.

"The ranch is basically a high-altitude desert with sage everywhere," says property/project manager Jeff Loving. "The fields were at least 60 percent covered with sage before we put pivots on them. We brought in someone to plow off the sage and level out the land so we could develop it into hay fields."

Sage won't grow when kept wet, so pivot irrigation makes growing hay for cattle possible. "The pivots distribute the water perfectly, and the water keeps the sage away. It's like a weed eater for us."

"The pivot is a good method of irrigation," says main ranch manager Krik Thurow. "It's more efficient by a long shot than flood. We can irrigate four times as much, using the same amount of water."

"We also quadruple hay production under pivots," says David. "It makes our land a lot more valuable."

That's important, because land is expensive in the mountains of Colorado. "Pivots cost a lot, but it's less expensive than purchasing more land to increase production," David says. "Land here is pretty pricey, so we have to manage it well."



Pictured L to R: Steve Widhalm, Jeff Loving, Travis Wood, Krik Thurow and David Thurow



BREEDING CATTLE FOR HIGH ALTITUDE

Anyone who has spent time at high altitudes knows that it can be a difficult adjustment. The human heart can adjust over time; however, the heart of a cow cannot adapt to the lack of oxygen. This can lead to brisket, a high-altitude disease that can result in premature death.

“Larger sizes and certain breeds are more susceptible to brisket,” Krik explains. “For example, it affects Angus worse than Charolais. Cross-breeds usually do better, too. We are trying to develop a registered high-altitude angus breed.”

The ranchers are working with researchers from Colorado State University, including Tim Holt, associate professor of livestock medicine and surgery, and CSU geneticist and research coordinator Milt Thomas.

“CSU developed a pulmonary artery pressure test, or PAP test,” Krik explains. “They run a tube to the heart to read the pressure and determine heart health. That way, we can see how the cattle – especially the bulls – are doing, and we can breed them more effectively.”

While they may not be able to completely breed brisket out of the herd, finding the genetic markers to determine heart health can reduce the incidence of the disease.

“It’s a long process, and we are still evaluating,” says Krik. “Hopefully, we can end up with a healthier herd and become even more productive.”

You can see more about their registered high-altitude breed on their website at highestaltitudeangus.com.

“Valley Irrigation has played a key role in helping the ranch be successful in growing our hay crops for our cattle,” says Loving. “Being able to grow a great hay crop in a very dry, arid area is critical for a successful ranching operation.”

The short growing season makes productivity even more important. “Growing season is only four-and-a-half to five months on a warm year,” says Krik, “so we’re lucky to get two cuttings.”

Krik adds that feed costs are higher there than in much of the country, so even though they will need to buy hay, they also plan to stockpile some of their own. “We want to use our own hay over the winter and hope it will help cut feed costs.”

The cattle graze in paddocks under the pivots during the growing season. This helps put nutrients back into the soil, which can offset fertilizing costs.

“We have two groups of cattle under the pivots – about 200 pairs of them on 10 acres or less,” David explains. “We’re trying to move the cattle around right, so we can get the grass back faster. We’re still experimenting.”

Loving adds that pivot irrigation improved the ground, “especially since we can have cattle on it and add nutrients to the land. Once we get our new pivots up and going, we can almost double the amount of cattle.”

Krik agrees. “We could double eventually. We hope to have 800 mother cows and yearlings.” Because the soil is soft and gravelly, tire tracks can be an issue. The ranch purchased a filler to alleviate some of that.

“Calves will lay in wheel tracks when they’re really young,” says David, “so we have to walk the pivot to the paddock and then go the other way. As the calves get older, we can probably go right over them because they just move out of the way. One of us is always there to keep any eye on things, in any case.”

Battle Creek has seven Valley pivots now, and this season they’re installing four more. Next year, they plan on putting in another two or three.

“We have mostly half circles, with one half-mile long pivot,” says Loving. “This year we’re putting in a full circle. Our dealer, Steve Widhalm (of Valley Irrigation of Greeley), comes out and works with the owner, who’s an engineer, to get the pivot point in just the right spot. It’s so fun to watch them work.”



GOING WITH THE FLOW

Changing Water Routes Lead to Pivot Irrigation



Dorro Sokol purchased Pine Meadow Ranch nearly 50 years ago, and managed it for 10 years, when her son Doug joined her. The ranch spreads in the shadow of the Three Sisters Mountains near Sisters, Oregon. Over the years, the ranchers have experienced many challenges related to water.

In the early 1970s, Pine Meadow Ranch diverted water more than a mile from nearby Whychus Creek by a dam built of timber – a risky, temporary solution. Eventually, Doug had replaced the timber dam with a permanent concrete one, but they were still disappointed with the inefficiency of their existing wheel line irrigation.

TRAGEDY, INCONVENIENCE AND OPPORTUNITY

In 2008, Doug suddenly passed away, leaving Dorro to manage the ranch herself until her daughter, Cris Converse, left her consulting job to come back to the ranch a year later. Not long after that, the two were approached by the Upper Deschutes Watershed Council, who told them the dam interfered with fish migration.

“They were trying to find a way to help fish migrate past the dam to get to their spawning habitat,” says Converse. “My first reaction was to tell them this was our water, and we can do what we want with it.”

However, because of the constant maintenance of the dam and its ditch, and periodic flooding of the creek, it became evident that it might be mutually beneficial to work with UDWC to find a solution. “We knew things were going to change,” Converse said. “It was inevitable, so we thought it would be best to work together and be part of that change.”

It took four years of negotiations and planning, but the group finally developed a plan that worked for everyone.

DIVERSIONARY TACTICS

She hired a consultant to work with the State of Oregon Water Resources Department, Fish and Wildlife and other state government agencies to gain permission to change the point of diversion so that a dam was no longer necessary to get the water to the ranch. Today, that point of diversion is now on the ranch itself.

Construction of the new diversion, pond and irrigation machine started in 2014. By the start of growing season, the ranch was irrigating from Whychus Creek, diverted into a 20-foot culvert, where a fish screen and an exit pipe protect migrating fish. From there, a 65-horsepower variable frequency drive (VFD) irrigation pump pushes water about 3/8 mile through a new, larger main line to their Valley 8000 series center pivot.



THE GUYS AT THOMPSON PUMP ARE ABSOLUTELY THE BEST. THEY'RE LIKE OLD-TIME FAMILY RANCHERS WHO WILL WORK HARD AND DO THEIR BEST FOR YOU.

CRIS CONVERSE



Steve Frazier, Store Manager of Thompson Pump and Irrigation located in Madras, Oregon, worked with Converse on the project. He says his team's biggest challenge, besides working with multiple government agencies to meet their criteria, was avoiding a ditch with the pivot. But the various span lengths offered by Valley made it easy.

"There are seven spans on the pivot, with a 100-foot overhang for clearance on the last span, which has an end gun," Frazier explains. "We came into the project after the new point of diversion was decided, so it was a pretty straightforward installation for us."

"The guys at Thompson Pump are absolutely the best," says Converse. "They're like old-time family ranchers who will work hard and do their best for you. I worked with them every day, and they trained me on everything I needed to know. They're very knowledgeable about their product, and they were a big part of our success on the project. They do Valley Irrigation proud."

A DREAM COME TRUE

Today, Pine Meadow Ranch is home to 176 head of cattle, and they're growing only grass under their center pivot. At some point, Converse expects to grow grass hay, too.

Pine Meadow Ranch has gone a step further with their water conservation efforts. They have permission to use 3.2 cubic feet per second (CFS), but they sell one CFS back to the state. This means that while they currently have more acres than water at their disposal, they don't need to use their entire allotted amount, due to the efficiency of center pivot irrigation.

"This project changed the way we operate. I do miss the pond from the dam, but this was the appropriate step to take. Besides, it's really fun watching that pivot from our house," she says. "It's the result of a ton of hard work and cooperation."

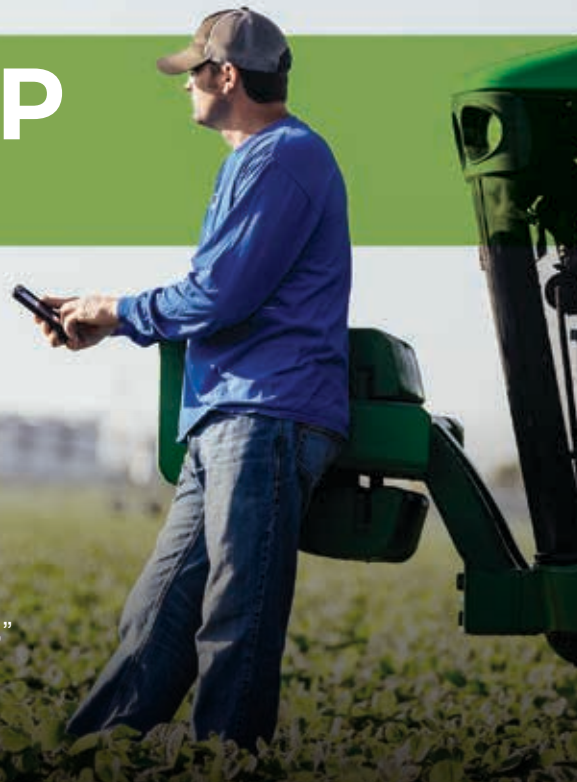
"My brother always wanted a pivot, and I really tried to honor him when I made a pivot part of the deal. I know he's smiling now when we're running it. It was his dream, and now it's come true."



Photo credit: Marisa Hossick

A ONE-STOP SHOP

The AgSense® Farm



“Knowledge is power” is a common saying, and it’s just as true on the farm.

“But if growers know what’s happening in the field, they can make the best decisions,” says Merritt McDougall, AgSense Territory Manager. “AgSense smart irrigation solutions from Valley connect the entire farm by giving growers a combination of control and monitoring of a wide variety of on-farm infrastructure. They offer the Power of Knowing™, and growers can check them from the comfort of home.”

ICON Link Licensing – NEW!

Working Together

No two connected farms are exactly the same, and AgSense solutions are customizable. A corn and soybean operation in Nebraska will have a different array of connected infrastructure than orchards in Washington state. Here are a few examples:

Row crops in eastern Nebraska

- Remotely manage center pivots with CommanderVP®
- Remotely control pumps with Crop Link®
- Measure soil moisture with Aqua Trac
- Get comprehensive, real-time weather data with AgSense Weather Station
- Monitor grain bin temperature via Grain Trac

Orchards in western Washington

- Remotely manage center pivots with Valley ICON Link
- Monitor drastic changes in river level that could threaten the pump with a water depth sensor via Crop Link
- Schedule irrigation with data collected from Aqua Trac-connected soil moisture probes
- Measure canopy temperature to prevent frost damage with irrigation using Crop Link

Jay Younger, Farm Manager of Alturas Ranches in northern California, uses several devices that illustrate how AgSense solutions work together. He manages 15,000 acres of alfalfa, wild rice and wheat, and the ranch’s Crop Link Pro helps him monitor a pond and comply with California’s strict water regulations while pumping.

He manages the 3,000 acres of the ranch under Valley pivots with CommanderVP and Field Commander®. “AgSense solutions give you an overview of a remote location. I can pull it up right now and check application rates, start a pivot or stop it, whatever I need.”

AgSense solutions work seamlessly, McDougall says. “A grower can be confident that with an AgSense farm, logging in will tell the entire story, with one username, one password, and one app. AgSense is a one-stop shop for irrigation management.”

Valley offers one-, three-, five- and 10-year licensing plans for ICON Link devices, enabling users to access AgSense cloud-based irrigation management software and stay up to date with the latest advanced features, plus:

- A connectivity guarantee for three, five and 10 years, so changes in cellular technology and service providers do not affect performance over the length of the license
- Monitor and control irrigation machines from any smartphone, tablet or desktop computer
- Integrate pumps and gensets
- Year-round cable theft detection and alerts
- Real-time notifications
- Comprehensive reports



MAKING HAY

RAIN OR SHINE, ICONX HELPS CANADIAN GROWER

Cale Hubka took over Hubka Hay from his father five years ago. The operation, located near Lethbridge, Alberta, grows forage like alfalfa, timothy grass and mixed hay, as well as some wheat and peas.

“Forage keeps us busy all summer,” Hubka says. “We seed in April and May. Then come the first of June, we’re getting into the first hay crop, and we don’t stop until early October. When I’m so busy putting hay up, it’s challenging to manage irrigation when we’re baling overnight.”

MORE EFFICIENT MANAGEMENT

Valley ICONX has a positive impact on their efficiency. ICON Link provides Hubka complete AgSense functionality. “We can be more timely with our water management and shut down when we need to. We save time overall, especially travel time.”

Hubka rents some land but owns most of their 10,000 acres. “We’ve got all makes and models of pivots on the rented land,” he says. “I just started with ICONX this year. I tried out two for a bit and fell in love, and bought another batch of them.”



I JUST STARTED WITH ICONX THIS YEAR. I TRIED OUT TWO FOR A BIT AND FELL IN LOVE, AND BOUGHT ANOTHER BATCH OF THEM.

CALE HUBKA

ICONX takes control of existing center pivot panels, using the panel’s circuits and delivering full Valley ICON touch control, no matter the pivot brand. Hubka says it’s a “night and day” difference how simple managing a mixed fleet of pivots is with the ICONX.

Of Hubka Hay’s 29 circles, seven are under Valley pivots. “I wish they were all Valley,” Hubka says. “But we’ll get there.”

He has seven ICONX panels so far, with two more on the way, and plans to get at least four more this winter. “We’re taking on more ground. One farm is a two-hour drive away, and we’ll put an ICONX on every machine out there. That would be a lot of time spent on the highway, but with ICONX and AgSense, I can log in on my phone and move a machine or shut it off.”

STAYING ALERT

Another thing Hubka likes is the alerts sent to his phone via ICON Link, which connects him to AgSense and is built into every ICON panel. “I can look at the list view on AgSense and turn the water on or off. It’s a big water saver.”

Alerts help Hubka with pumping, too. “We pump out of the river, and a few of our pumps aren’t very reliable,” he explains. “If any pivot shuts down, I get an alert almost instantaneously. ICONX makes complete sense.”

Cost Savings from the Dairy Lagoon:

CUSTOM PUMPING SOLUTIONS IN SOUTH DAKOTA

Dairy farming has been a way of life for generations of the Tekrony family of Castlewood, South Dakota. “Dad bought the place in 1950, and I was born here,” says Wayne Tekrony. “We’ve been milking cows here ever since. The farm has changed over the years, but we started as a dairy back then, and we’re still doing that today.”

Tekrony Dairy milks around 600 cows. In addition to running their dairy operation, they rotate crops on about 1,700 acres. “We usually have around 900 acres of corn, 350 acres of soybeans, and 400 to 450 acres of alfalfa,” Tekrony says. “My son, Jeff, is in charge of the milk cows now. My son-in-law, Jared, oversees the calves, and they both work together. We all work together on the farming side of things.”

Several years ago, Tekrony decided that he needed to change the way his operation dealt with its effluent. He contacted his local Valley dealer, Farmers Implement and Irrigation in Brookings, and the water management team from Valley Irrigation to come up with a new solution to take their dairy into the future.



Pictured L to R: Jared Brouwer, Wayne Tekrony and Jeff Tekrony



WE PUMPED ABOUT 3,000,000
GALLONS (OF GRAY WATER) THROUGH
THE PIVOT. NOT ONE CLOG.

WAYNE TEKRONY

Improving the Operation for the Next Generation

Wastewater improvements are just one of the many ways Tekrony has prepared the dairy for the future. “My dad’s not alive anymore, but he would be pleasantly surprised at what the dairy looks like today,” he says.

Effluent from the dairy’s lagoon is used to irrigate some of the fields in a five-stage process, Tekrony says. “We have sand lanes, and we have a flume pump in the bottom lagoon. The fifth stage brings water back up to the barn, and it runs through a 24-inch pipe.”

When the alleys in the barn are scraped, the manure goes into a gutter in the middle of the barn, and the water carries it out to a sloping, 300-foot concrete pad, which slows the water down. The sand settles out, and the manure and the water go into the ponds. The first three ponds catch the majority of the solids, and the bottom two clean up the water.

To utilize the effluent from the lagoons, Tekrony originally hired a company to pump the water up to five miles to reach the land that needed the nutrients most. “It becomes quite an involved process when you pump it that far,” he says. “I think there were three booster pumps in those five miles of hose.”

After seeing how expensive the process of pumping the effluent had become, Tekrony decided it was time for a change. “(One autumn), it cost us about \$120,000 to pump,” he recalls. “That was just too much.”

Paul Burns at Farmers Implement and Irrigation in Brookings worked with the water management experts from Valley to resolve Tekrony’s wastewater problems. Together, they designed a custom pumping solution that included a floating water pump with a riverscreen and a VFD (variable frequency drive). Now water is pumped from the dairy’s fifth lagoon, after a majority of the solids have been removed, to a Valley 8000 series center pivot. “Paul’s really a good guy. He helped us out, designed the thing, and told us what he thought we should have. It was a piece of cake, because Paul knows what he’s doing,” Tekrony says.



Positive Results and Peace of Mind

Tekrony couldn't be happier with the results. "We have special sprinklers that have a little larger hole in them, but we also have a screen down in the lagoon. Paul set that up," he says. "As far as solids, I don't believe that is going to be an issue. It sure wasn't last fall, when we pumped about three million gallons through the pivot. Not one clog."

And though he doesn't feel the need to worry about the pumping station or his new Valley center pivot, he takes comfort in knowing that help isn't far away. "We're 40 miles from Brookings, and Paul is only a phone call away," he says. "Those guys are great. I can't say enough good things about the guys at the dealership."

Looking back on his business decision to install a center pivot and pumping station, Tekrony is pleased with the money saved on pumping costs. Even more important is the satisfaction that comes from knowing that he has updated the operation for the next generation of Tekrony farmers.

"I wouldn't even have a dairy this size if the boys weren't interested," Tekrony says. "It's all about family, as far as I'm concerned. Providing them with something like this for the future is the most important thing I could do. That's what any father's wish would be – to pass something on that's better than it was when he started."

FULL NELSON

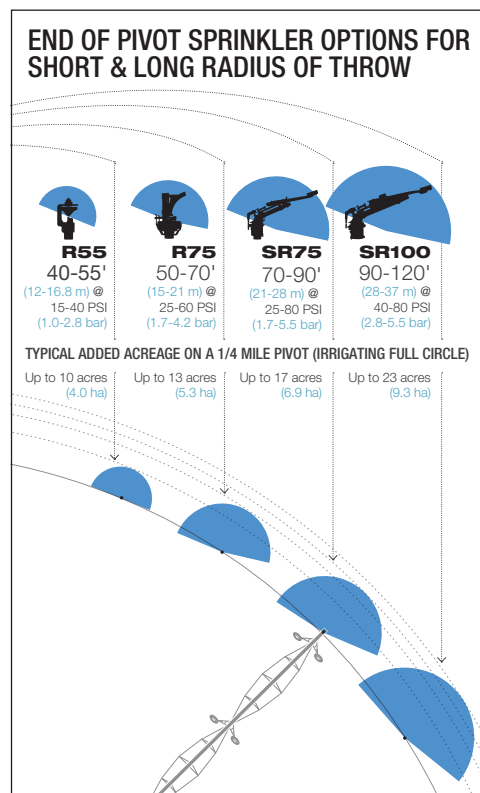
The Most Complete End-Of-System Product Line



Irrigating valuable land in the corners of your fields provides quick return on investment. The additional cost of an end-of-pivot sprinkler can actually lower the overall system cost per acre. Nelson Irrigation continually innovates not only to reduce system costs, but also to increase yields with better performance.

The Nelson Big Gun® (SR75 or SR100) is the sprinkler of choice for growers wanting to maximize irrigated acres:

- Heavy-duty construction ensures long life and reliability.
- Can provide over 100 feet (30 m) of effective coverage beyond the end of the pivot.
- Generally paired with a booster pump to ensure proper operating pressure and a valve for shut-off along field edges. In these instances, Nelson recommends using their 800P control valve.
- An electric solenoid is not required, which can reduce the initial installed cost and lead to less maintenance over the life of the pivot.
- Nelson also has a new, lower-cost 1000P valve that is easy to clean and maintain.



Another end gun option is the **SRNV100** – a gun/valve in one – recommended in applications where poor water quality might interfere with performance of other valve styles.

The R55 End of Pivot Rotator® is a half-circle Rotator increasingly being used as either a secondary sprinkler operated in conjunction with an end gun, or as a standalone option when water and/or pressure is scarce. The standalone option is also ideal when reduced wetted radius is preferred.

- A secondary end gun can pick up extra acres as the pivot enters/exits the corner and moves around obstacles.
- Operates in the 15-40 PSI (1.0-2.8 bar) range and can provide up to 55 feet (16.8 m) of radius.
- Can be mounted upright or inverted. The R55i inverted sprinkler has proven to be very effective at flushing debris that might gather at the bottom of the overhang.

The R75 is another high-uniformity option based on Nelson's field-proven Rotator technology.

- Offers up to 70 feet (21 m) of radius and operates from 25-60 psi (1.75-4.00 bar).

When you're looking to increase irrigated acreage on the end of your pivot, consider Nelson's end-of-system solutions. You'll save water, conserve energy and irrigate more effectively.



PEACE OF MIND WHEN MOTHER NATURE STRIKES

Until a loss occurs, most people are in the dark about the insurance coverage on their irrigation system. It's important to insure your system with a company that understands the need to get it up and running quickly after a loss. Diversified Agrisure (DAC) has 50 years of experience, so you can count on them to provide the fastest claims service in the industry.

Quick Claims Approval

When you have a claim, DAC will use your irrigation dealer as your claims representative, instead of taking days or weeks trying to find someone to come out and inspect the loss. All DAC requires from your claims representative are photos of the loss, a quick statement of the event leading to the loss and the repair or replacement estimate. The process is simple and fast.



On many occasions, storms have struck on Sunday evening, leaving damaged pivots in their wake. By Monday morning, DAC has given approval to proceed with repairs on the damaged pivots. DAC customers are usually up and irrigating before their neighbors have even met with an adjuster.

Typically, standard farm and ranch policies don't cover pivots for replacement cost or mechanical and electrical failure, leaving customers responsible for the depreciated amount to repair or replace their systems. With a Replacement Cost insurance policy from DAC, you will have peace of mind knowing that you will be taken care of quickly and properly at the time of loss. DAC knows you can't afford to wait on insurance claims and that irrigation uptime is important. Go with a company that understands and provides the fastest claims service in the industry.

Financial Services

Once the pivot is repaired or replaced, our affiliate company, Diversified Financial Services (DFS), will be happy to help finance the pivot for one-stop-shop convenience. DFS has been a leader in the irrigation finance industry since the company was established in 1969, and has financed more irrigation systems than any other company in North America. DFS offers quality products and services tailored to meet the unique needs of each customer.

Ask your Valley dealer how DAC and DFS can customize an insurance and financing program for your next Valley purchase.

Sent compliments
of your Valley dealer.



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\$2,000 Instant Cash Rebate

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- Low-rate financing packages available
- AgSense built into every ICON panel
- 60-Day money back guarantee on AgSense**

**ICON Link is FREE
on every ICON panel purchase!**

**VALLEY IS...
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See your local Valley dealer for details and finance package options.



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* Buyer has the choice of one of the following offers: Instant \$2,000 Cash Rebate offer applies to the purchase of any 5000, 7000 or 8000 series machines with three drive units or more and includes a pivot point, control panel and sprinkler package; or, \$2,500 Control Technology Rebate applies if an ICON10, ICON5, ICON1 or AutoPilot panel is added at the time of the machine purchase and includes a pivot point or linear cart and sprinkler package. Offers end March 1, 2019. Machine must be delivered by March 15, 2019, to qualify.

** 60-Day Money-Back Guarantee only covers the cost of hardware and annual license. It does NOT include dealer labor for installation and removal.