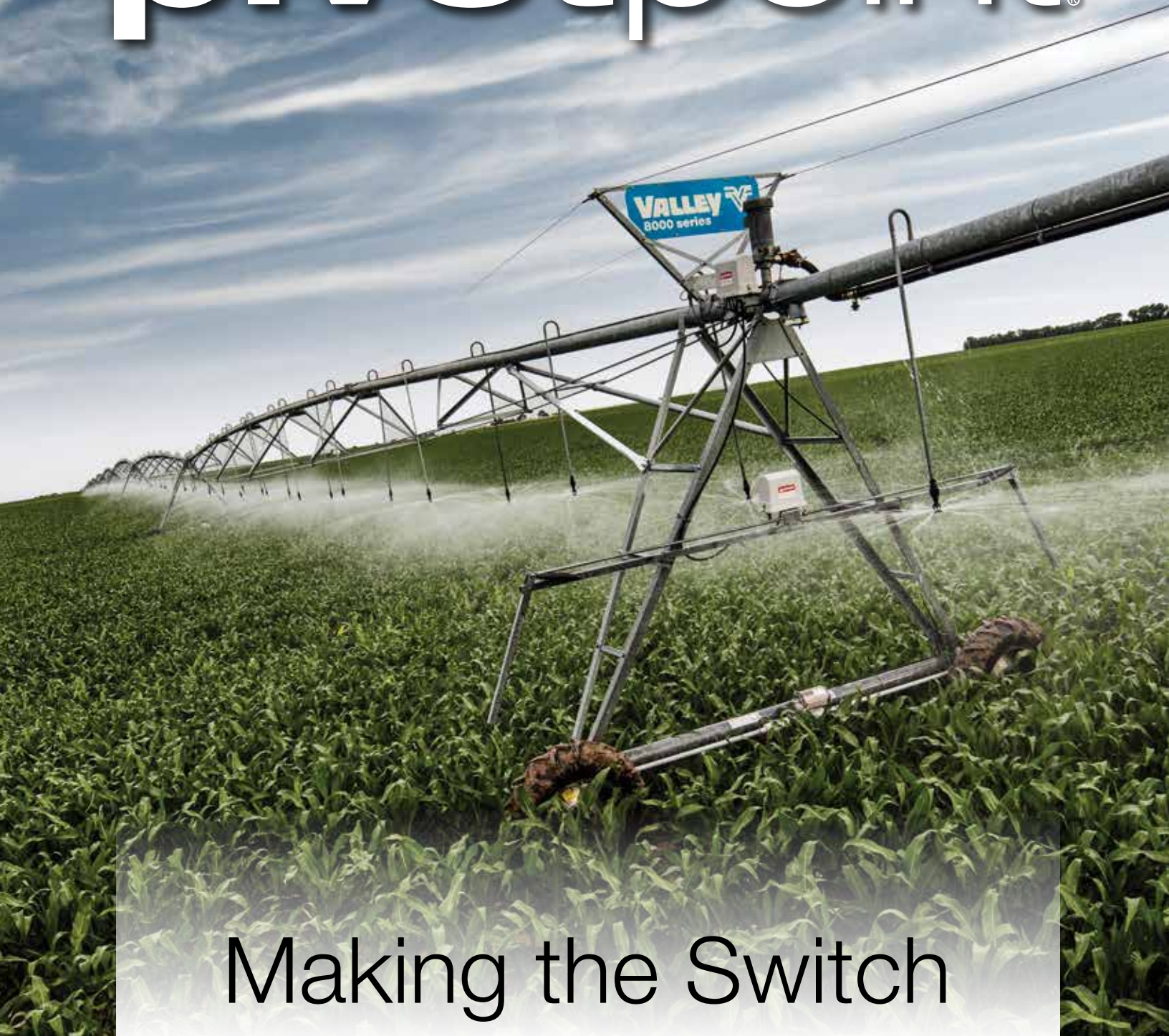


VALLEY 

SUMMER 2013

# pivotpoint<sup>®</sup>



## Making the Switch

The **VFlex** Corner | Flood to **Pivot** Irrigation | Trend Toward **Rotating Sprinklers**



## Helping You Control the Uncontrollable

In farming, there's one constant: nothing is predictable, from the weather to commodity prices. Things are in constant flux, and it takes a lot of good judgement, dedication and hard work to stick with it year after year.

However, even though so much is out of our hands, there are many things we can do to keep some things in control. Take irrigation, for example. While we can't guarantee that Mother Nature will cooperate, at least the proper irrigation system can give her a hand.

That's why we're always developing new and improved ways to keep your valuable land working for you at it's highest potential. Providing you with products that allow you to irrigate more of your land - products such as the NEW VFlex Corner or Variable Rate Irrigation solutions to ensure you are utilizing your valuable water resources in the most effective and efficient manner. Valley strives to give you some predictability in this unpredictable vocation.

So reap the rewards of this year's hard work, and get to work on the next growing season. At Valley, we're in it with you.

**LEN ADAMS**  
*President, Global Irrigation*

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## The Maker of the First Corner Brings You The Latest in Dependability –

# VFlex

Back in 1974, Valley introduced the first corner to the market. Many of those original Valley Corners are still in the field today, helping growers gain usable acres and increase yields.

Since then, the Valley Corner has often been imitated, but no other maker could equal its durability and functionality.



**John Kastl**  
Valley Equipment  
Product Manager

So after 39 years, why change the Valley Corner? According to Valley Equipment Product Manager John Kastl, Valley engineers took suggestions and input from customers and dealers to make a more modern, durable corner that uses the most updated structural components.

“The VFlex corner machine is totally redesigned to use Valley 8000 components,” he explains. It's compatible with 7000 and 8000 series machines, and it's the same length as our Precision Corner, to irrigate more acres.”


The VFlex corner has more features and options than any other corner on the market today. That gives growers the flexibility to customize the machine to meet the specific needs of their field, crop and farming practices.

Valley has been working on development of the VFlex since 2009, and it's been heavily tested. That's why Geneva, Nebraska, farmer Dan Aspegren had no trouble being the first field tester.

“I was in the market for my second corner, and my dealer asked me if I'd give the new one a try, so I did,” says Aspegren. “I didn't hesitate. I have complete confidence in the company.”

“Not to mention that my new corner is in a very visible place, right on the highway, so I knew Valley was confident that it would go well. It has. No problems at all.”

Aspegren's dealer is MaKen Irrigation in Geneva. Manager Jim Motis was one of those dealers who encouraged Valley to come up with a new corner, and he was thrilled that Aspegren was willing to test it.



“It was really important to get the new corner out there,” says Motis. “Dan is a progressive, forward-thinking farmer, so he was absolutely willing to do it.”

Motis says the new VFlex looks modern, and the ability to swap 8000 style parts on it makes service a lot easier. “There’s not a big learning curve for our service guys, because they’re familiar with just about all of the components. That’s very helpful.

“Like everything Valley, it’s well built and designed for years of operation. There was no wind damage on the corner in Dan’s field, even in last year’s weather,” says Motis.

Aspegren says he has added almost 20 acres of irrigated land in his irregular field, and it has made a big difference in his seed corn yields. “If we continue to have dry weather, it won’t take more than a few years to see a return on my investment,” he says. “Even if we do get rain, I’d say it won’t take more than five.”

Aspegren has already added another VFlex to his fields, and he plans to continue adding corners every year to add more irrigated acres. “With the price of land, it just makes sense.”

## Added features of the “VFlex Corner”

- Designed and created based on dealer and grower suggestions
- Longer length for more irrigated acres, at an affordable price
- Compatible with the 7000 and 8000 machines
- Redesigned drive unit structure for more strength
- Redesigned Track and Roller joint for greater stability and easier maintenance
- Inverted corner option
- Dual steering option
- GPS Guidance option
- Multiple sprinkler sequencing options
- Superior water uniformity

**The VFlex Corner will be widely available this fall.  
Ask your Valley dealer about it!**

# Water & The Driving Forces Work

For decades, farmers have used the tried and true method of flooding their fields to water their crops. It's a simple method, but one that is labor intensive, and not very efficient. In fact, only about half of the water used ends up benefitting crops.<sup>1</sup> That's a lot of wasted water.

While leveling fields, surge flooding – using a surge valve to alternate flow between open gates on either side of the valve to achieve intermittent flow – and capturing and reusing runoff are all ways to make flood irrigating more efficient, there's just no getting around those inherent issues.



**Jerry Gerdes**  
Valley Water Applications  
Product Manager

“In order to get the right amount of water at the end of a field, the farmer has to over water at the beginning of the flood run,” says Valley Irrigation’s Jerry Gerdes, Product Manager for Water Application. “That can be very noticeable in the way the crop grows. Surge valves can help some, but not nearly as much as mechanized irrigation.”

In the Texas Brazos River Valley near Bryan, Texas, flood irrigation was the norm until about 20 years ago. According to Randy Martin, the Sales and Service manager for Brien Water Wells in Hearne, Texas, pivots have really taken over.

## WHY? TWO REASONS:

### Water conservation and labor.

Martin says many farmers have taken advantage of the USDA’s EQIP (Environmental Quality Incentives Program), which provides financial assistance for growers to implement conservation practices – and that includes installing mechanized irrigation systems.

“It takes about twice as much water to flood than it takes to irrigate with pivots – and for the same results,” explains Martin. “Honestly, though, labor is a driving force for installing pivots, too.”

“Flood irrigation is very labor intensive,” Martin says. “There’s a lot of pipe to lay at the beginning of the season, take up at the end of the season, and store until the next growing season.”

Recent studies have shown that, compared to flood irrigation, using new pivots that incorporate modern automation equipment may reduce labor costs by close to 90 percent.<sup>2</sup>

At 3D Farms, Patrick DeStefano, his three older brothers David, Daniel and Frank, along with David’s son Bryant, all farm together on the Brazos River Valley. With mostly cotton and corn in their fields, they’re making a slow transition from flood to mechanized systems, due in part to a shortage of labor.

# Behind Switching from Flood to Center Pivot Irrigation

"We have about 600 acres under pivots, 500 under linears and 1500 that we still flood," says DeStefano. "The linears uniformly water every bit of the fields under them. In those fields that we're short of water, we use pivots and flood the corners."

"The machines do a good job for us, and one person can run all of them. That's really important, because it's getting more and more difficult to find people who want to do the kind of labor we need for flood irrigating," he explains. "Also, it can take a lot of time to get flood irrigation going, while we can get two pivots going in about half a day."

In the rolling landscape outside of Larned, Kansas, Greg Umberger grows mostly corn and soybeans in the sandy soil. He, too, says his pivots save many hours of labor in a time that it's hard to find laborers. "Here, we plant corn, and with flood irrigation, we wait until it's about two feet tall to furrow it and lay out the pipe. Now that's about the time that many people here are trying to harvest wheat, and every minute off the tractor is crucial."

"Then, we still have to go out and check the fields every morning and change the water every day. **With sprinklers, we just turn them on, and that's it. It reduces the man hours significantly.**"

Umberger's Valley dealer is Don Schoonover at Ag Systems, Inc. Schoonover says labor was the most important factor in his area when it came to switching to pivots. **"One guy can cover a lot more acres than with flood."**

Larned is in the heart of Kansas, on the southern end of the Ogallala Aquifer, and water preservation has become more and more important. While it is a "rechargeable" water source, conservation is a hot political and environmental issue.

"I'm the first generation in my family to use irrigation," says Umberger. "I think programs like the Ogallala Aquifer Initiative (a conservation program to reduce aquifer water use) have helped a lot of people install pivots, including two on the land I farm. Every little bit helps."

Back in Texas, DeStefano says pivots definitely do conserve water, so they used EQIP money to help put linears on their land in the spring of 2010 and the fall of 2011.

"We knew they'd work well, because we've been using mechanized irrigation since 1995," he says. "We put the first pivot in an area with little water, and it wasn't level. We would have had to level that 125 acres of land and find another well if we had used flood irrigation."

As DeStefano indicates, flood irrigating on steep complex topography that must be leveled requires many man hours and can result in a change of soil characteristics. On the other hand, center pivots can traverse a wide variety of terrain from gently rolling to fairly steep slopes.<sup>2</sup>

Umberger also says maintenance and service is a big part of using pivots – specifically Valley pivots – instead of any other kind of irrigation system.

"The way I figure it, an irrigation system is only as good as the local dealer," he says. "Don and Kent over at Ag Systems do good work. I've never had a major problem, but when little things come up, they're out at my pivot in two to three hours just about every time."

"I don't know if I could buy another cheaper system 60 miles down the road, but it doesn't matter because I never would."

## Funding Assistance for Mechanized Irrigation Systems Readily Available

The federal government's Environmental Quality Incentives Program (EQIP) helps eligible producers finance their conservation efforts. An overview and application are on the USDA Natural Resources Conservation Service website at <http://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs/financial/eqip/>.

But the federal government isn't the only place to find financing options. Chances are, your state has a program in place, too. Check with your state department of natural resources, or ask your Valley dealer for more information.

<sup>1</sup> USGS Science for a changing world. The USGS Water Science School, US Department of the Interior/US Geological Survey. <http://ga.water.usgs.gov/edu/imethods.html>, May 23, 2013.

<sup>2</sup> Flood vs. Pivot Irrigation for Forage Crops: What are the Advantages and Disadvantages. Paul W. Brown, Extension Specialist, Biometeorology, Dept. of Soil, Water & Environmental Sci., Univ. of Arizona, Tucson, AZ.

# Growers Trending Toward

# ROTATING SPRAYS

CROPS.  
SOIL TYPES.  
TERRAIN.  
CLIMATE CONDITIONS.

**These factors and more determine the proper sprinkler package.**

Valley Irrigation Product Manager for Water Application, Jerry Gerdes, says fixed sprays are good on light or sandy soils that can absorb a high rate of water.

“On the other hand, rotating sprays are more beneficial on heavy soils which have good water holding capacity but have slower infiltration rates,” says Gerdes. “They spray over a larger area, giving the water more time to soak in. They’re also better on fields with slopes, because they reduce runoff.”

At Fillmore Equipment in Three Rivers, Michigan, Irrigation Department Manager Dirk Monk says about 95 percent of their customers have switched to rotating sprays.

“A lot of our corn growers are putting rotating sprays on top of their systems,” says Monk. “When we design and evaluate their systems, we really consider how to get the proper amount of water on the ground and where their money is best spent – sprinklers, VRI, drops, etc.”

Fillmore customer Henry Miller is one of those growers who uses mostly rotating sprays on top of his machines, which irrigate seed corn, soybeans, wheat and green beans. Miller’s fields are fairly flat with sandy loam and some heavier soils.

“We do probably still have about 15 to 20 percent of fixed sprays, but rotating sprays give us a better distribution of water, with high rates of application.”

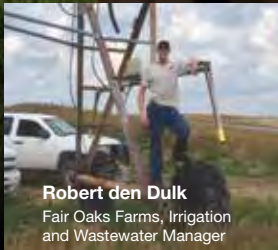
In Idaho, Golden West Irrigation salesman Trent Angell’s customers deal with all types of soil, rolling hills, wind and late and early frosts, all of which affect the way they irrigate. “Because of all the factors involved here – almost all sprinkler packages are rotating sprays on drops, about six to eight inches below the trussing,” he says.

Certified seed potato grower Clen Atchley is no exception. “I switched to rotating sprays when they first came out, all within about two years,” he explains. “We used to run fixed plates, but the rotating sprays have a better pattern and we don’t have to worry so much about wind drift.”

Obviously, choosing the correct sprinkler package is critical in providing proper coverage. If you haven’t done an evaluation lately, now is a good time to talk with your dealer about how to make your irrigation equipment even more effective.



# Large Dairy Becomes **HUGE** Attraction



**Robert den Dulk**  
Fair Oaks Farms, Irrigation  
and Wastewater Manager

On Interstate 65, between Chicago and Indianapolis sits an unlikely tourist attraction – a working dairy with about thirty thousand head of cattle and twenty thousand acres of cropland. Fair Oaks Farms has become a destination for schoolchildren and families to learn about the source of their food – especially milk, cheese and ice cream – by creating the Fair Oaks Dairyland Adventure.

“People don’t know where their food comes from,” says Robert den Dulk, Irrigation and Wastewater Manager. “One of the goals of Fair Oaks Farms it to educate the public about that.”

“It’s one of the largest dairies in the United States,” explains Valley Territory Manager, Dave McAlpin. “They have done a really great job of marketing to the public. On any given day, there are six to eight school buses in the parking lot. The kids can learn how cows digest food, watch them being milked, and even see calves being born.”

About 80 calves are born every day at Fair Oaks Farms. With so many mouths to feed, they grow corn, beans, alfalfa and wheat, most of which is used to feed their own cattle.

In fact, Fair Oaks Farms is as self-sufficient as a farm can be, with a closed-loop system. Their land produces the food for the cattle. The cattle produce – along with the necessary milk for their dairy products – waste and methane. The methane goes to digesters that aid in creating the electricity for the farm and fuel for their trucks. The waste goes into the wastewater management system that, in turn, provides nutrients for the land.

21 pivots are tied in to their wastewater system. “Everything we can get to with our pipes is tied in, because we don’t have to add any other nutrients when we have our fresh and wastewater mixed.

“We’ve got 31 pivots and two linears on our crops, all managed under a Valley BaseStation” says den Dulk. “We use BaseStation every day to make sure we know what our machines are doing and to be able to address the specific machines that need attention on a timely basis.”

Ralph Mercier, owner of Mercier Valley, designed the wastewater distribution center for Fair Oaks Farms.

“They have four locations of wastewater ponds, by each dairy,” Mercier explains. “We wanted to tie it all together, even miles away, so we made a central location at the central dairy and incorporated a pump system to get the fresh/wastewater mix to the fields. The longest run is two and a half miles.”

A little more than half of the pivots are tied in to the wastewater distribution center, and den Dulk says there’s no need to fertilize any of those fields beyond that. “We’d like to reach all of the rest of the pivots at some point, but for now they’re just too far away. In the future, we may be able to tie them all in.”

The future is wide open for Fair Oaks Farms. They plan to expand their operation to include pigs, chickens, horses and fish. “We’ve got big expansion plans to keep making it bigger and better,” says den Dulk, “even adding a convention center and water park.”

McAlpin adds, “They do a great job of marketing to the public while running a successful large scale operation. It’s a pretty neat combination.”



## The Fair Oaks Dairy Adventure®

Since its inception, Fair Oaks Farms has made it a goal to educate the public in a unique and fun way – and they do it well. Their Dairy Adventure lets people see and experience sustainable dairy farming, from witnessing the birth of a new calf to touring the dairy to attempting to prep a fiberglass cow for milking in 19 seconds. It’s unusual to find a place that can educate people about silage and host birthday parties for kids! Find out more at

[www.fofarms.com](http://www.fofarms.com).



**Rich Pottorff**  
Vice President and  
Chief Economist, Doane  
Agricultural Services

# Market Update



Farming is one of those occupations where it's not just a job – it's an adventure! At the beginning of the summer in 2012 the forecast called for a corn crop exceeding 14 billion bushels, 2012/13 ending stocks more than double the year-earlier level and corn prices below the \$5 per bushel mark. None of those things happened as mother nature intervened and instead we saw low yields, declining stocks and high prices. The weather uncertainties almost always give farmers more excitement than they would like.

The 2012 drought didn't end when the calendar turned over to 2013. The winter wheat crop started the year in trouble and only got worse. Even as the drought eased in most of the Corn Belt, moisture conditions remained very poor throughout the Plains states. The weather reduced wheat production and boosted production costs for spring planted crops. The combination of late planting and summer weather has trimmed total production potential, but it appears that crops will still be large enough to provide some relief to the tight-stocks situation that was so prevalent in 2012/13.

The outlook for farm income in 2013 remains strong. Crop insurance payments for the 2012 crop disaster were still being paid out early in the year, boosting cash income. Congress extended the 2008 farm bill for a year, triggering another round of direct payments to farmers this fall. Crop prices in the first half of 2013 are generally about 5 percent to 10 percent above year-earlier levels. Prices for fertilizer were generally lower at spring planting time and so were diesel fuel prices. The forecast calls for a decline in net cash farm income in 2013, but from record high levels.

There is a chance that U.S. and world agriculture are on the cusp of change. For the last few years a common theme has been the coming explosion in world grain demand that will strain the world's production capacity. That may be how the future unfolds with the annual increase in world population of nearly 78 million and good economic growth in some of the key developing countries. But the other side of the coin is the rising production potential. Over the last 14 years, since 2000, world population has increased by 16 percent while world production is up more than 30 percent.

Specifically U.S. agriculture may be looking at an excess supply of some crops, especially corn. The boom in ethanol fueled a

boom in corn acreage, production and prices. But the growth in ethanol may stop altogether in a couple of years if the laws encouraging the industry aren't changed. With total corn demand around 12 billion to 13 billion bushels, we produce a sizable surplus with yields near trend. With acreages that were planted this year, new or increased sources of use will be required or a reduction of acreage planted to corn will be required. How we will get to that balance - we'll have to see, but it appears growers will need to plant less acres of corn - so price will certainly have to impact that.

There is a chance that climate change will cause crop yields around the world to drop below trend levels. Political developments, economic changes, cultural shifts, pollution problems, and technological shifts may impact production levels and import needs in many countries of the world. The future for the Ag sector is sure to contain some interesting and unforeseen developments, but in general, production agriculture appears to be set up for a solid future.

## ADDITIONAL GEARBOX FACILITY PROVIDES

# Redundancy & Sustainability

Valley is the only company in the irrigation industry that designs and builds its gearboxes right here in the United States. The quality is second to none, and it's a source of pride for them.



**Stephen Legrand**  
Vice President of Global Operations, Valmont Irrigation



# Low-interest Refinancing with **AgDirect**®



It's rare when a dealership can help its customers reduce their finance costs on equipment sold a year or 18 months earlier, but there's a good chance your Valley dealer can help make that happen, thanks to low interest rates.

"While no one can predict where interest rates will be in the future, never in recent economic history have interest rates been so low for so long," notes Denise Nelsen, an AgDirect territory manager based in southeast Nebraska. "The situation may give Valley dealers an opportunity to do their customers a favor by refinancing their Valley center pivot."

AgDirect is an equipment financing program offered by participating Farm Credit System associations available through more than 2,300 ag equipment dealers in 18 states and through Valley dealers across the U.S.

AgDirect also is one of the few who offer refinancing on farm and irrigation system equipment, Nelsen notes. "For example, most manufacturers' captive financing arms won't refinance equipment," she says. "But we are well-equipped and experienced in handling that type of activity. Sometimes dealers use manufacturer's financing programs at the time of the sale but, then, refinance with another source when it benefits the customer."

For dealership sales people, the potential benefits of refinancing can make it a pleasure to call on customers, Nelsen adds. "When customers hear you have an idea that can save them money, they are generally pretty pleased that you stopped by," she says.

Monty Vonasek, owner of Central Valley with stores in Holdrege, Lexington and Kearney, Nebraska, says, "We appreciate having the ability to offer our customers refinancing when a situation calls for it – when it can really help a customer out. Providing that option demonstrates the value AgDirect brings to our business relationship and to the business relationship we have with our customers."

The refinancing process is quick and simple, Nelsen says. "Our financing terms are among the most flexible in the ag equipment business – matching the income stream of ag producers," she states. "AgDirect also offers a remarkably easy financing application that can be completed in minutes and a system that allows credit decisions for most returned within minutes, too."

"Valley customers can expect the same competitive rates, fast credit decisions and flexible terms they get with AgDirect original financing," Nelsen adds. "If you have any questions about refinancing options or current rates, just contact your Valley dealer or call

**AgDirect at 1-888-525-9805."**



Legrand says that having a second facility in the U.S. not only keeps the quality high, but it also provides customers with the fast turnaround they expect. "We have a very short supply chain, so we can ramp up or down as farmers' needs change. We also provide competitive pricing against imported products, but Valley products are better built, with faster turnaround."

Valmont is building the gearbox facility at an unused site that they already owned. They are rejuvenating the site, which also helps revitalize the city of Waverly.

"It's a win-win for Waverly and for Valmont," says Legrand. "We have our facility at a site that's right for us, and Waverly benefits from the employment that a new business brings to town. We'll be hiring highly skilled workers, eventually employing 30 to 40 people."

Legrand explains that this facility represents a significant investment in their overall business. "It's important that our customers know we'll be here for them in the long run, providing the best possible products and service for them."

He says that, just like growers must invest in their farms to ensure the best possible outcome, Valmont is investing in their business, explaining,

**"Investments like this one will ensure that we can meet the needs of farmers today and in the future."**

To keep up with the growing demand and create sustainability, Valley is increasing their commitment to their customers by building a new gearbox facility in Waverly, Nebraska. Stephen Legrand, Vice President of Global Operations, Valmont Irrigation, says the new facility will also provide necessary redundancy.

"If we ever had a disaster at our current gearbox facility in Valley, we'd be out of luck," he explains. "This Waverly facility is about a 45-minute drive away from Valley – close enough to take advantage of the knowledge and core competency from our original facility, but far enough away for true redundancy."

innovation in irrigation™



## FIELD-TESTED, FIELD PROVEN

Nelson Irrigation Corporation, a Valley Authorized Sprinkler Provider, proudly celebrates 40 years in the field! Based in Walla Walla, Washington, Nelson has dedicated the last 4 decades to designing and producing agricultural and industrial products that fit its mission – save water, save energy and do a better job of irrigating. The Nelson name has been in the manufacturing business for over 100 years – and this experience has led the 3<sup>rd</sup> and 4<sup>th</sup> generations to recognize people to be its greatest asset. The company continually strives to foster an environment of creativity and innovation.

Nelson's engineering team works to improve existing products while simultaneously exploring new ways to enhance the state-of-the-art of agricultural irrigation. Some of the latest advancements include:

### 3000 SERIES SPRINKLERS

#### GeoCropical® Solutions

Variation in soils, crops, climate, and topography require specific water application performance – no one sprinkler package is right for every center pivot and linear system. Nelson engineers have developed GeoCropical® water application solutions that are customizable to deliver the best in class performance in irrigation efficiency and uniformity – giving Valley dealers the ability to provide the very finest sprinkler package for their growers' own unique conditions and objectives.

#### New Purple "Small Droplet" Plate for O3000 Orbitor

The O3000 Orbitor features new technology that eliminates the struts of a sprinkler body to provide outstanding uniformity and optimal droplets at low operating pressures (10-20 psi / 0.7-1.4 bar). With the introduction of the new purple plate, finer droplets – ideal for germination and use on sensitive crops and/or soils – are possible in an Orbitor sprinkler.



#### Up-Top Sprinkler Package Solutions

Rotator® Sprinkler Technology mounted on top of center pivots in strong corn-producing areas has generated excellent results in recent years where sprinklers on drops struggle due to in-canopy interference. Low-pressure, high-uniformity options such as the R3000 White Plate (15-30 psi) and the A3000 Navy Plate (6-15 psi) have also shown superior efficiency and performance to conventional up-top spray heads and impact sprinklers.

### AN EXTENSIVE LINE UP OF END OF SYSTEM SPRINKLERS

Nelson end of system solutions make acres past the overhang even more accessible and productive. Considering the cost-effectiveness of putting this additional land into production, an end gun alternative shouldn't be overlooked.

#### The Revolutionary New R55A – Low Pressure End of Pivot Sprinkler

Utilizing Nelson proprietary Rotator Technology, the R55A Part-Circle End of Pivot Sprinkler is changing the way farmers irrigate off the end of center pivots. The R55A is the first of its kind low pressure (15-30 psi / 1.0-2.1 bar) end sprinkler with a 40-50' (12-15m) radius, and can be used on its own or in conjunction with Nelson end guns.

#### The SR100 Big Gun® Sprinkler and Precision End Gun Control

With over 25 years in the field, the Nelson SR100 has proven itself to be the best sprinkler out there in terms of quality, performance and support. A Big Gun® on a quarter-section pivot can effectively irrigate up to 20 additional acres (8.1 ha) (operating through a complete rotation). By utilizing the Nelson 800P Control Valve, end guns can be precisely controlled to come on and off with the booster pump, eliminating the need for a solenoid.

## PEOPLE WITH A PASSION. PRODUCTS WITH A PURPOSE.

At Nelson, engineers work on the next generation of emerging technologies to fundamentally advance irrigation even further – saving water, energy and labor. Creating engineered solutions from superior technologies, Nelson products are part of the solution in the effort to feed a growing world population with fewer inputs.

Go to [www.nelsonirrigation.com](http://www.nelsonirrigation.com) to find out more.



# VRI Provides Impressive ROI



Soil and topography can vary drastically within each field, making precise, uniform irrigation very challenging, even with the best irrigation systems. Valley Variable Rate Irrigation (VRI) allows growers to increase yields by using water more efficiently.

“It’s an easy way to increase profitability,” says Valley VRI Product Manager Cole Fredrick. “Growers can look at their field data and make adjustments as often as they need to. When used properly, the return on investment should be very fast – between one and three years.”



**Cole Fredrick**  
Valley VRI Product Manager

## Growers Take Control

Patented Valley VRI allows growers to adjust the watering rate in a particular sector or management zone.

Based on an uploaded VRI Prescription, VRI Speed Control increases or decreases the speed of the pivot itself to provide the desired application depth along each sector.

“Growers can do this with any Pro2 or Select2 control panel, with a simple software upgrade,” explains Fredrick.

“The sprinkler packages don’t require any change at all.

“TrackerPro or TrackerLT remote communication devices allow growers to use VRI Speed Control with a Valley Classic or ClassicPlus control panel, too – or even with a non-Valley machine.”

VRI Zone Control uses an uploaded prescription, too, but the sprinkler valves pulse along specified pivot zones to reach the right application depth within a management zone. This is perfect for pivots that go over ditches, canals, wet areas, roads or other obstacles.

For Zone Control, a Pro2 panel and other hardware is required to control individual sprinkler banks for precise water application.

Valley VRI Software helps growers and/or their Valley dealer create a VRI Prescription based on topography, soil data maps, yield data and other user-defined field information. The QuickStart Prescription for speed control is custom designed for individual fields. It can be uploaded onto new machines, so the grower can start using VRI benefits as soon as it is installed, or the QS Prescription can upload to any existing VRI-Ready machines.

## Saving Water and Energy

In a 2010 Kansas field study, using VRI significantly reduced field variability, and light textured soils yielded well, even in a dry year. Also, 12 percent less irrigation was applied by using the prescription across the field, reducing water and energy use.<sup>1</sup>

Ahmad Khalilian, agricultural engineer at Clemson’s Edisto Research and Education Center in Blackville, South Carolina, conducted three on-farm test systems using VRI, which he believes will save 1.4 to 2.8 million gallons of water per year.

“Variable rate irrigation also means less energy for pumping, less water runs off the field, and less pollution reaches streams,” Khalilian says.<sup>2</sup>

“It’s definitely a good, sound investment,” says Fredrick. “I’m telling you, it’s worth it!”

<sup>1</sup> *Variable Rate Irrigation 2010 Field Results for Center Plains Conference*. Jacob L. LaRue, Valmont Irrigation. <http://www.ksre.ksu.edu/irrigate/OOW/P11/Larue11.pdf>.

<sup>2</sup> *Variable rate irrigation reduces water use*, Impacts Magazine, Tom Lollis, Copyright © 2013 Clemson University, Clemson, SC. All Rights Reserved. Clemson University, Clemson, SC 29634, Tel (864) 656-3311.

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