

Matt Eich

Control Crop Consulting

Volga, SD

NAICC

Portrait Of A Consultant

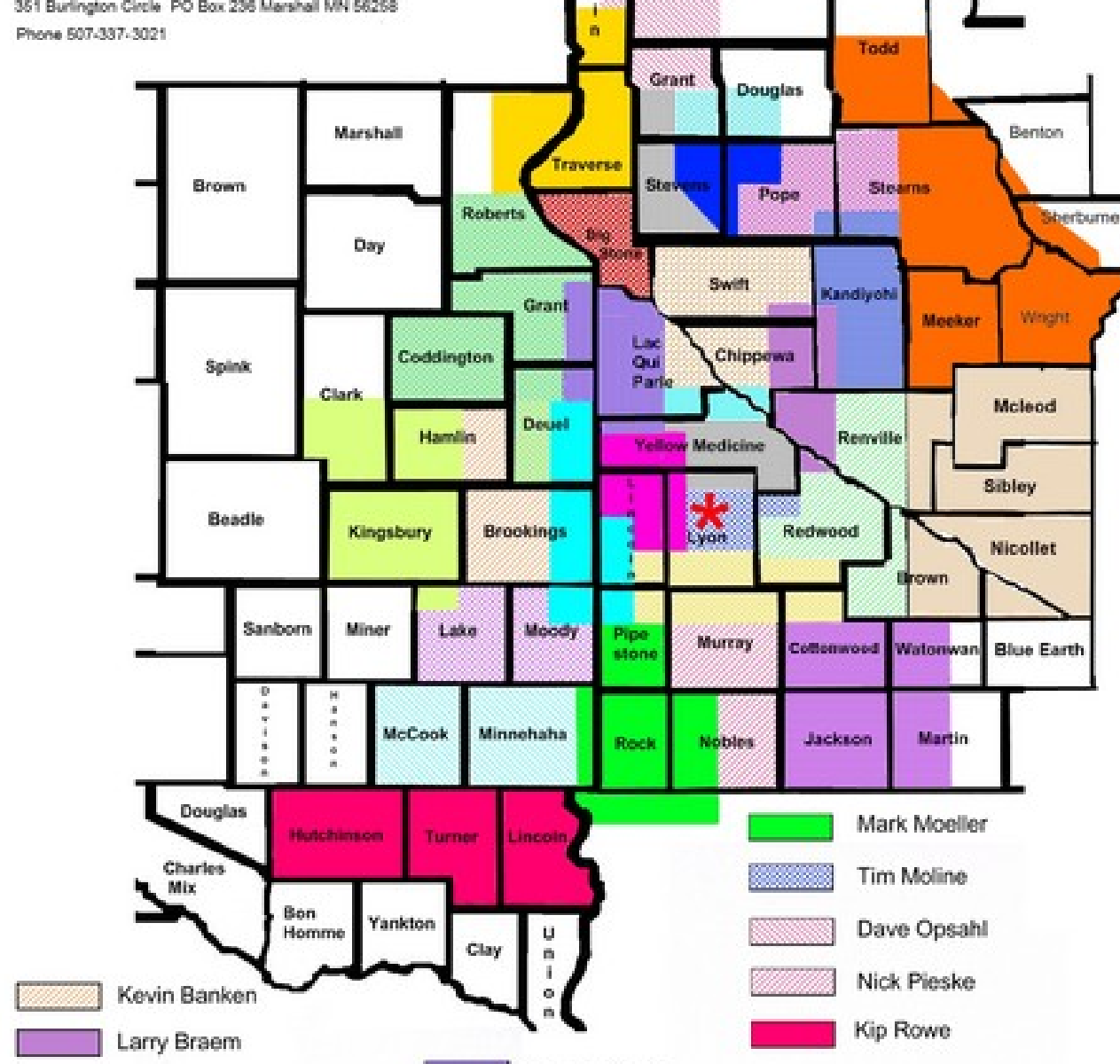
Who I am

- South Dakota State University
 - Fall '99
- 7th season Consulting with Control
 - Christensen Family Farms
 - Nutrient Management
 - South Central COOP
 - Sales Agronomist

Agronomic Expertise for the Professional Farmer

351 Burlington Circle PO Box 236 Marshall MN 56258

Phone 507-387-3021



Prairie Pothole Region

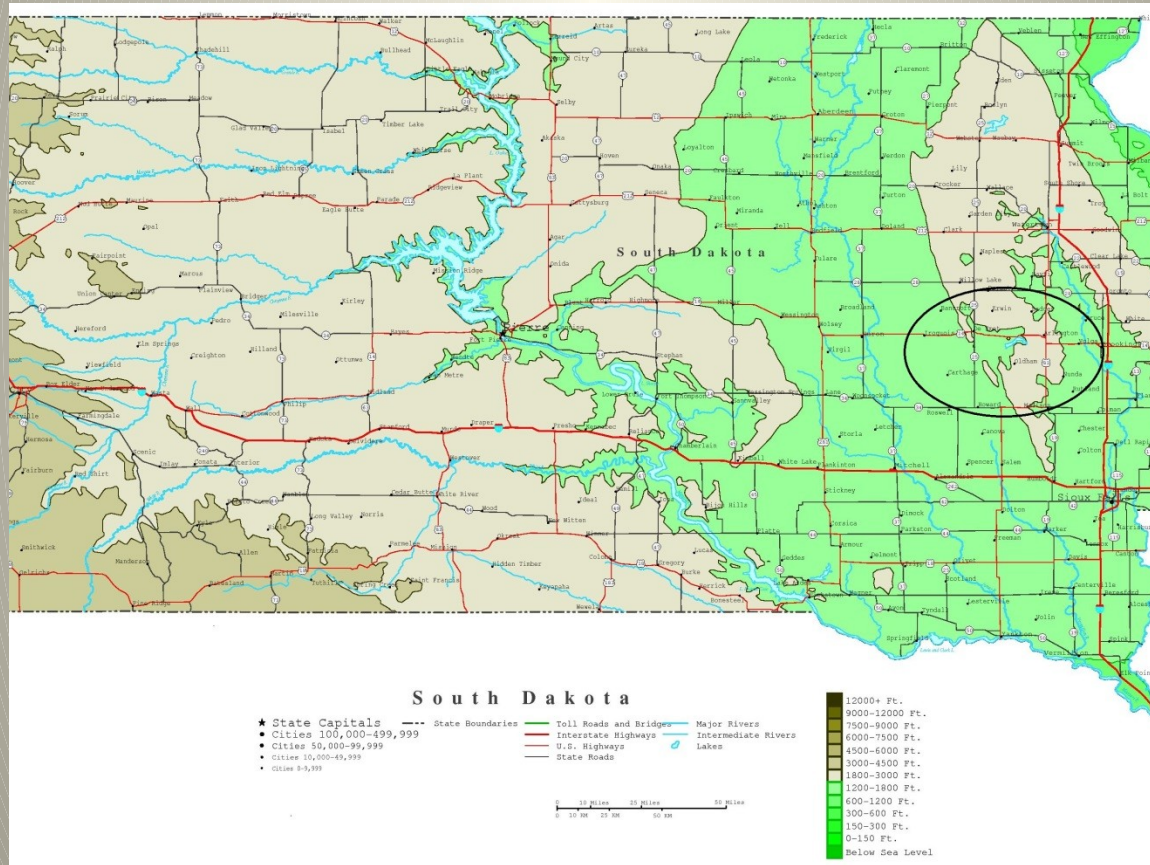
- 276,000 sq miles
- United States
 - Northern Montana, Eastern North Dakota & South Dakota, SWW Minnesota, North Central Iowa
- Canada
 - Alberta, Saskatchewan, Manitoba
- Resulted from glacier activity
 - Left behind depressions or sloughs
- Tiling has increased in the last 5 years, increasing the overall productivity of the land in Eastern SD



Prairie Pothole Region



**Makes Planting Season
Interesting!**



South Dakota Elevations



Area Comparison

- West

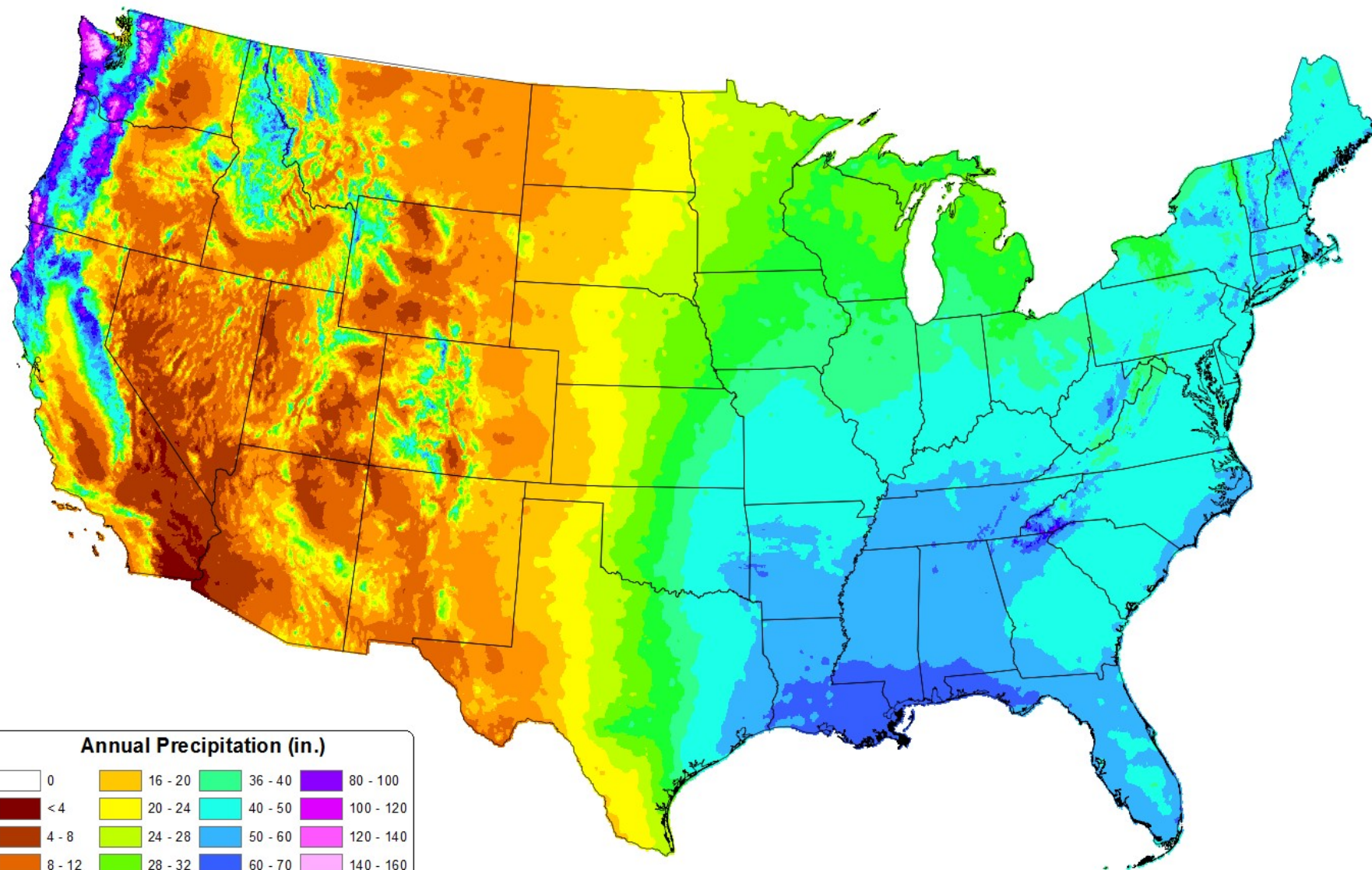
- 150 bu. Corn
- 40 bu. Soybeans
- 4 ton Alfalfa
- 80 bu. Winter Wheat
- 20-24" precip
- Very little tiling
 - Nowhere to go with it
- No-till, strip-till

- East

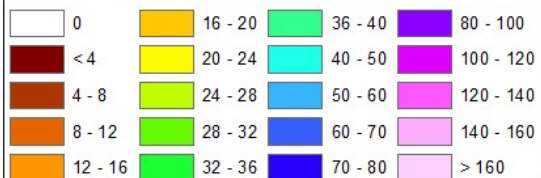
- 180 bu. corn
- 50 bu. soybeans
- 5 ton Alfalfa
- 60 bu. Spring Wheat
- 24-28" precip
- Tiling has increased exponentially last 5 years
- Conventional tillage

30-yr Normal Precipitation: Annual

Period: 1981-2010



Annual Precipitation (in.)



- 28 Growers
- Corn Soybeans Alfalfa Wheat
 - Corn and soybeans major crops in eastern SD
 - Livestock, especially cattle a major portion of farming operations
 - Cow/Calf, feedlots
 - Dairy-Far eastern side of SD (I-29 Corridor)
 - Small amount of Hogs

- Nutrient Management
 - Permitted Feedlots
 - Dairy, Beef Cattle
- Governmental Work
 - CSP, EQIP
- Custom Soil Sampling for Retailers

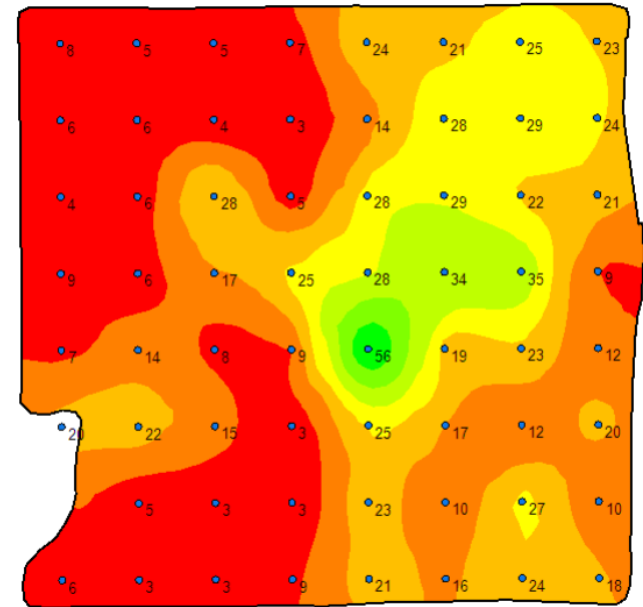
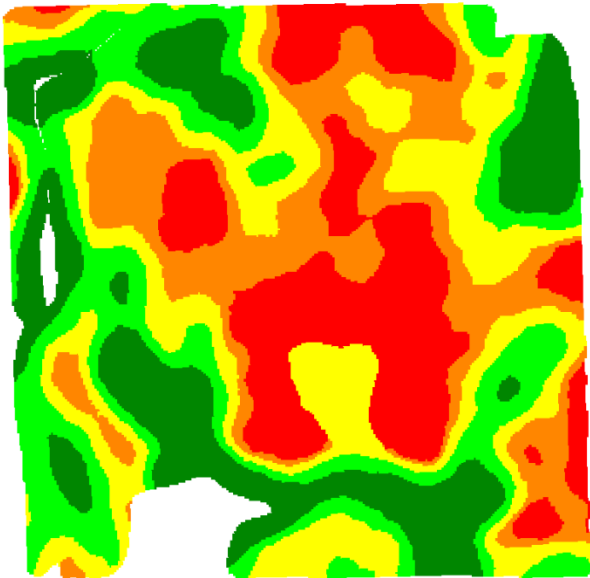
- Main portion of business is Crop Consulting
- Provide year-long consulting services
 - All starts with soil sampling
 - Summer & Fall
 - Hybrid/Variety selection
 - Crop planning throughout winter
 - Scouting in the summer
 - Weeds, insects, diseases
 - Run with one intern/scout for the summer months
 - ATV

- Share sampling crew with 4 other consultants in the summer months
- Main in-crop battles
 - Waterhemp
 - Kochia
 - Rootworm Beetles
 - Somebody for grower to talk to/therapist

- Precision Ag/VRT gaining acceptance
 - Zones
 - Gridding
 - Zone over Grids
 - VRT Planting and Fertilizing

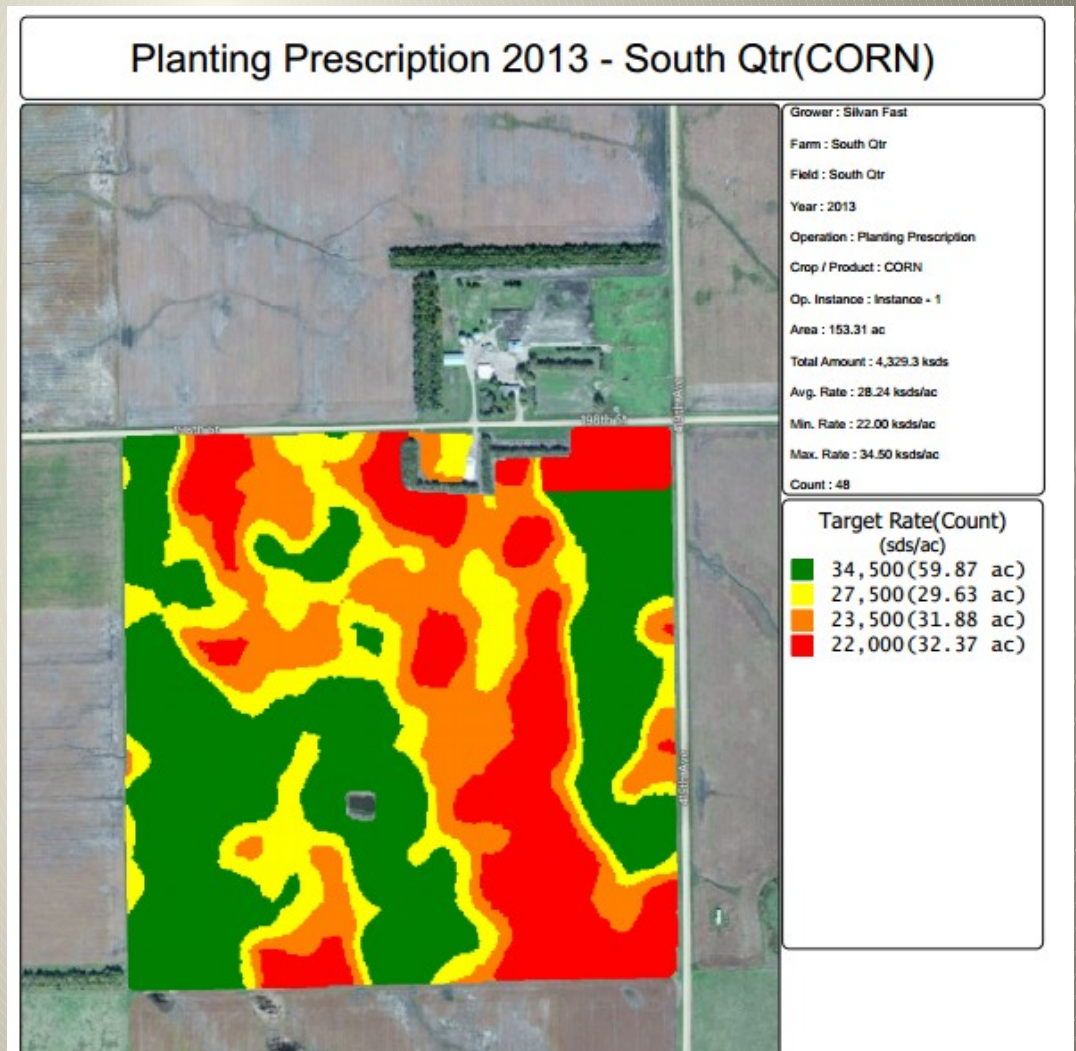
VRT Application

- Veris Zone



VRT Seeding

- Yield goal ranges from 100-200 bu.
 - Avg of 150 bu
- Seeding rates range from 22-34.5K
- Rates change according to soil productivity zones



As regulations tighten, consulting will become key factor in farmer's success

QUESTIONS?