Matt Eich
Centrol Crop Consulting
Volga, SD
NAICC
Portrait Of A Consultant
Who I am

• South Dakota State University
  – Fall ‘99

• 7th season Consulting with Centrol
  – Christensen Family Farms
    • Nutrient Management
  – South Central COOP
    • Sales Agronomist
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
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
• 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?