



## March 2018 Newsletter

Valued Customer,

The weather has been unusually pleasant around the farm for the last several weeks and it seems as though this growing season is starting sooner than normal. Everyone will certainly be starting fresh and looking forward to what this year brings. Just like the new blooms all around (and the pollen that comes with it) spring brings exciting times to farmers. No matter how last year ended, this growing season is unique and will be an opportunity to take the lessons learned from all the previous seasons and put them into practice.

While adverse lessons are painful, they do provide the benefits of wisdom gained and the opportunity to implement new practices to avoid problems again. While I by no means will pretend to have mastered the art of learning from my mistakes, I can say that if we are willing to accept change and see how those changes can benefit us, positive outcomes are almost certain.

At Vantage South we have seen new opportunities with new products and services that bring excitement to our staff as we get to see them work in the field. We are always seeking to add to our company in order to provide the premier products and services that farmers require in order to maximize the use of their inputs with available technology.

As we enter our new busy season here at Vantage South, I want to thank our staff for always accepting the challenge of taking what we have learned – the good and the bad – and making the necessary changes to benefit our customers.

### **Josh Carnley**

*Owner and General Manager*



### **Josh Carnley**

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**Your Partner in Precision Agriculture**



## PINPOINT II NOZZLE CONTROL SYSTEM FROM CAPSTANAG

Your sprayer is one of the most important pieces of equipment on the farm. It makes more passes across the field than any other machine and it has the most money (in the form of chemicals) pass through it. Given these facts, the sprayer is the ripest piece of farm equipment to target for gains in efficiency and productivity. With today's ever increasing input prices, herbicide resistance, and tight margins it is important to make every ounce of chemical applied to your fields work to its fullest potential. The PinPoint® II system from CapstanAG helps to make your sprayer operate at its fullest potential, with minimal to no extra work on the part of the operator.

The PinPoint II system is a blended pulse spray system. This means that, instead of a constant stream of liquid coming out of each nozzle, the stream is pulsing several times a second. Each nozzle pulses at the opposite timing of its neighbor so no two adjacent nozzles are off at the same time. Benefits of the blended pulse systems include:

- Increased speed range at which you can hit your target rates
- Less drift
- Instant on and off (holding pressure at the tip)
- Turn compensation
- Instant pressure control (any droplet size at any speed without having to change tips)
- Nozzle by nozzle shut-off

Not only is this system going to save money by automatically shutting nozzles off as you enter already-covered, exclusion, or boundary zones, it is going to make



your sprayer perform at a level that isn't possible without PinPoint II.

Several Vantage South customers have been very pleased with PinPoint II's performance in the past. Jimmy Brooks of Atmore, AL says, "It's like guidance, I won't ever go back to farming without it." Joel Sirmon of Daphne, AL ran a PinPoint II system for the first time last year. He saw enough savings to pay for the system in the first year, but in addition he remarked that he anticipates areas that were double covered in the past would yield better in subsequent years. His operator, Cody Rhodes, also remarked, "If you mix a 70-acre load, you're going to spray 70 acres." He also really liked the ability to adjust his pressure with the touch of a button to make spraying around sensitive areas less worrisome.

When it comes down to it, there aren't many products out there that can save you money, increase your yields, help fight herbicide resistance, and reduce your drift. The PinPoint II system accomplishes all those things and can be installed on any sprayer. Contact your local Vantage South representative to get more information or to schedule a demo.



### Chip Bryars

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# IS POOR DRAINAGE IMPACTING YOUR BOTTOM LINE?

The solution might be more economical than you think.

Contact Vantage South about our variable grade drainage technology.

## Nitrogen Management Services

Applying nitrogen in the right place at the right time is essential if you want to create a high-yield environment and eliminate excess application. Each field condition is unique, so flexibility in nitrogen placement is essential.

With Vantage South's Nitrogen Management Program, we're available to help you learn the details of nitrogen management so you can make every acre profitable.

We combine aerial imagery – either by drone or by plane – throughout the growing season to create productivity maps. The maps from the first 40 days are used to create N prescription maps to help you make decisions that will increase total average through your field. With productivity maps, we create zones that provide soil sampling locations so you know – without guessing – the exact levels of available N, allowing you to make informed decisions to apply the right amount of N to take plants to a certain growth stage or to finish the plant out.

Using liquid N at the right rate and right time also gives the option to take tissue samples before application to determine whether other nutrients are deficient. Piggy-backing other nutrients with liquid N helps bring other nutrients to optimum levels when needed.

### Using the Right Tools

In addition to aerial imagery, using a variety of precision tools will help you get the highest efficiency and accuracy possible.

**Precision Planting FurrowJet®** Enables you to place an in-furrow starter fertilizer and a dual band of fertilizer 3/4" on each side of the seed.

**CapstanAg Seed-Squirter®** Each seed gets a perfectly timed chemical application. Your seed lands in a "just right" environment so every plant has the optimal start.

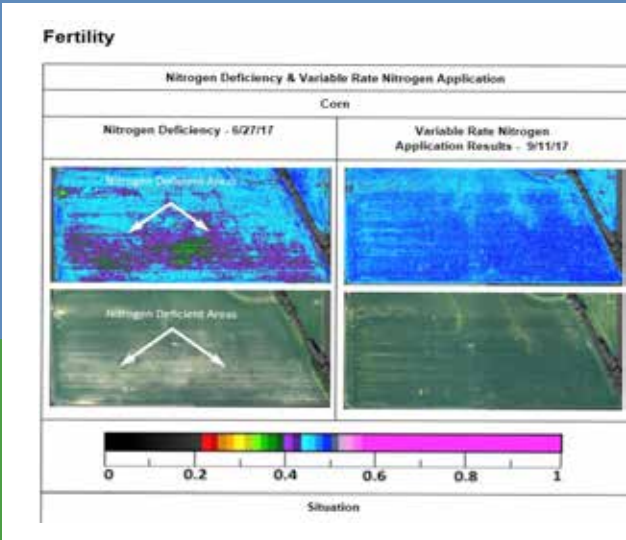
**360 SOILSCAN™** This portable soil testing system lets you accurately test nitrate nitrogen availability and soil pH in about five minutes.

**360 Y-DROP®** Boost yields by applying N within 2-3" of the stalk base for rapid uptake.



**Chris Spowles**  
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### Your Partner in Precision Agriculture

Vantage South sells and services the full line of Trimble precision agriculture solutions as well as products from Precision Planting, Capstan Ag and Liebrecht Manufacturing.

We offer precision ag solutions for:

- ✓ Variable rate seeding prescriptions
- ✓ Variable rate fertility prescriptions
- ✓ Variable rate irrigation prescriptions
- ✓ Zone creation
- ✓ Soil mapping
- ✓ Soil sampling
- ✓ High-resolution soil sampling
- ✓ Yield map processing and analysis
- ✓ Data management
- ✓ Water management survey and design
- ✓ Pipe planning
- ✓ Moisture sensors

#### Multiple Vantage South Locations to Serve You:

Samson, AL  
Dothan, AL  
Daphne, AL

Huntsville, AL  
Jay, FL  
Clarksdale, MS

Rolling Fork, MS  
Greenwood, MS

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