

AUGUST 2011 NEWSLETTER



Increase Your Efficiency for Fall Brandy Hodges CCA

We can all agree that fall is usually a stressful time for many of us. We all are forced to squeeze enormous amounts of work into a short timeframe. But there are some ways to alleviate the workload. The most important one is planning ahead. Meet with your growers far ahead of harvest time, ideally right now. **Decide which fields**

need to be re-sampled first. Agronomic Solutions needs to be notified before October 1st for previous files to be used or fields will be sampled as new. **Secondly, decide which fields need new recs from old tests.** There is an increased charge for this after October 1st. These deadlines are meant to help everyone get the work done more efficiently. The last thing we want is someone waiting on a last minute spread file. This pre-planning also gives you and the grower more time to make decisions on fertilizer rates. Application can then be done right behind the combine. Planning ahead can make the world of difference throughout the sampling, mapping, and VRT process. We strive to provide the best customer service and feel these are great ways to achieve that. Please call us with any questions.

New Midwest Labs Sampling Ordering System Brian Huss CCA

Agronomic Solutions and Midwest labs have designed a new soil test order system that improves speed and accuracy of ordering and submitting soil samples. The new system integrates surety maps and Midwest labs auto submit system. The retailer enters all grower and field id which follows the order all the way through to completion. This eliminates all mistakes by having to not do duplicate entering for soil sample submittal. By having the soil sample submittal completed in the field we can get it to the UPS center 1 to 2 days sooner shortening the turn around time for you the customer. Most you are using the system now but we are still training some. We expect everyone to be using it by this fall season. Give us or your Midwest labs rep a call if you have any questions.



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