



Sharing Solutions for Your Farm

Complete Fertilizer System

Dry Fertilizer System

Liquid Fertilizer System

Auto Steer Carts

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Whats New

Deck Update



Some of the advantages of the new deck are a portion of the hand rail folds out of the way to allow for easier filling of the tank. The ladder is now mounted with a solid hinge point and when it is folded-up in the closed position it is held

2013-Continued Acceptance and Growth for Montag Products

I have been to Pierre SD for the Oahe Farm and Ranch show, Dodge City KS for the 3I show, and Farm Fest in Morgan MN so far this season. Many growers reported that they have had several issues with this year's crop. Many in the SD, IA, and MN region got a very late start to planting and some failed to get any crop planted. Obviously, all the inputs costs associated with applying fertilizer in the fall were a great loss for those growers. The other issue communicated at the shows concerned broadcasting in a full tillage program only to have all the fertilizer wash away. These issues make it is very easy for me to make the case that the Montag system will pay for itself in short order.

Out west I have been getting several requests for a minimal disturbance dry application tool. Most growers want to apply 3 to 4 inches in depth using RTK so they can plant on top of the band. In the IA, MN area I have had several growers looking to build a similar application tool or attach our cart to their planter to minimize fertilizer loss. Right now there are only a couple of OEM options for a minimal disturbance tool designed for banding dry fertilizer. This is a growing market and one that Montag will continue to address in our product development initiatives.

Montag's air system is well known as an industry standard. However, in Kansas many of our customers remark how well the cart tracks and turns. In fact, when applying Nh_3 only, many will leave the Nh_3 caddy attached to the Montag cart because it tracks much better than when it is attached to the tool. Because the Montag steerable cart uses geometry to steer the cart, there are no motor or solenoids to worry about.

At each show I make it a point to talk with current customers to find out if they have been successful in cutting back on fertilizer rates and how much they saved. Most customers report a 20 to 40 percent reduction in their P&K rates. Also, some growers have increased rates



If you have the old deck and are interested in upgrading, please give us a call to discuss doing an update with one of our sales reps (712)-852-4572. Also, [click here](#) to visit a youtube video highlighting the changes.

Articles of Interest

[Search Agtalk Forums](#) to see who's talking about Montag!

[Benefits of Fertilizer Placement](#)

[More information on Fertilizer placement](#)

[Strip Till Benefits](#)

[Growers with experience using strip-till with a fertilizer program](#)

[Micro-Nutrients](#)

Technical Support

[Click Here for Montag Hose Routing Information](#)

Tradeshows

looking for a bump in yields. To reduce or increase rates depends on the grower's preference in how to achieve maximum profit for the acres they work. As a rule of thumb, 1000 acres of use generally can pay for the Montag unit.

I see the strip-till practice continuing to gain acceptance. Most of the growers that I have talked to explain the advantages of strip-till as warming up the ground faster in cooler climates, conserving moisture, and placing fertilizer in a band where the crop can easily access it (not feeding the weeds).

Finally, I just want to reiterate that nutrient placement is coming soon to a field near you so stay tuned!

Lewis Brazil

Territory and Sales Manager
Montag Manufacturing

Plotting A Consistent Course For Strip-Till Benefits



- Courtesy of Lessiter Publications www.striptillfarmer.com
By Jack Zemlicka, Technology Editor

Adopting controlled traffic and bringing fertilizer application in-house has given Iowa strip-tillers Ron and Kevin Neuberger flexibility to trim input costs and improve efficiency.



When Ron Neuberger moved from conventional tillage to strip-tilling corn and no-tilling soybeans 10 years ago, he set modest goals.

As a single farmer planting about 1,300 acres in Ackley, Iowa, Neuberger wanted a more efficient way to prepare fields in the fall and plant in spring.

"With strip-till, the goal with the first unit I built was simply to apply my anhydrous and do my tillage in the fall, and then come out and plant in the strips in spring," he says. "Since it was just me, I didn't want to waste time working the ground where I didn't need to.

"Some of the early returns for Neuberger included time and fuel savings of not having to run a field cultivator. Eventually his son, Kevin, joined the operation and during the last several years they've gradually expanded and evolved their strip-till system.

They run the majority of their machinery in a controlled-traffic system to minimize compaction, and are now focusing on fine-tuning fertilizer quantity and placement as ways to save money and make nutrients more available for corn plants.

Tradeshows



[Farm Progress Show. August 27th-29th. Decatur, Illinois.](#)



[Big Iron Show. September 10th-12th. West Fargo, North Dakota.](#)



[Clay County Fair. September 7th-15th. Spencer, Iowa.](#)



[Husker Harvest Days. September 10th-12th. Grand Island, Nebraska](#)



[Farm Science Review. September 17th-19th. London, Ohio](#)



[Amarillo Farm & Ranch Show. December 3rd-5th. Amarillo, Texas.](#)

Nutrient Management

For years, Neuberger relied on a local co-op to bulk spread potash in the fall, and he would then use his 8-row Case IH strip-till bar, with Yetter Maverick row units, to apply 16 to 18 gallons per acre of liquid ammonium phosphate (10-34-0) in the strips, about 2 inches above the anhydrous.

But last year, he decided he wanted more flexibility with fall fertilizer application. So he built a new 12-row strip-till rig using an old Case IH 950 front-fold planter bar, and attached the Yetter row units.

The Neubergeres then added a pull-type Montag dry-fertilizer cart to the strip-till rig, which let them bring their corn fertilization program entirely in-house and reduce the number of applications they were making.

"Now our fertilizer application is one pass in the fall, and we're ready to plant in the spring. That's a fairly big savings for us already.

Based on grid-sampling results, last fall the Neubergeres applied 250 to 300 pounds per acre of phosphorous and potassium, mixed with micronutrients, and about 150 pounds per acre of anhydrous with the strip-till rig. Then in spring, they applied 3 to 4 gallons per acre of 10-34-0 as a starter with their 12-row Case IH 1250 corn planter.

Although it was their first year applying dry fertilizer with this setup, Neuberger says he's seen encouraging results in the field.



"Where we applied our starter right away, we can see a difference in the size and color of the corn," he says. "I think there's going to be difference because we're putting that fertilizer right underneath the plants rather than spreading it throughout the whole field.

"While they still use the co-op to spread potash for no-tilled soybeans, the Neubergeres expect to save money and fertilizer with the recent modification to their strip-till fertility program. Whether a yield boost is also part of the equation remains to be seen.

"Our corn yields haven't changed much since we started strip-tilling, but what we're aiming for is to at least start reducing our fertilizer needs and lower our bill," Neuberger says. "If we can get to the point where we can apply only what the plant needs and keep it in a narrow band year after year, I think we'll see additional improvements.

Saving Soil

In addition to building a consistent fertility program, the Neubergeres are taking steps to preserve soil structure and improve soil health. Years of tillage took its toll on the predominantly Clarion loam soils in their area.

"We got to point of where our valleys would wash out, and we wanted to do something to combat that," he says. "I hate to see soil go down the river, so we started strip-tilling corn and no-tilling our beans into the standing corn stalks.

NEBRASKA POWER FARMING SHOW

[Nebraska Power Farming Show, December 10th-12th. Lincoln, Nebraska.](#)

"The move helped reduce erosion, but the Neuberger took additional steps to address compaction. Soon after moving to conservation-tillage practices, they began implementing controlled-traffic patterns to establish consistent driving lanes.

It's taken some effort to get equipment matched up, but the Neuberger currently run their 12-row strip-till rig, 12-row corn planter, 24-row Case IH 955 soybean planter and Case IH MX270 tractor on the same lanes.



For corn, they plant on 30-inch spacing and for soybeans, they plant in 15-inch rows, using RTK to plant 7½ inches on either side of the corn stalks. They use Ag Leader's RTK 2500 RTK base station receiver for guidance and get their signal from the Iowa Department of Transportation's Real-Time Network.

Neuberger has plans to incorporate his Top Air pull-type sprayer into the controlled-traffic system. So far, he's seen incremental improvement in soil health, with increased earthworm activity and fewer compacted areas, but has yet to dig deeper on testing organic matter or pH ranges though he plans to in the future.

"Our main goal with controlled traffic is we're trying to rid our fields of those compaction zones and get to the point of having only a small percentage of the field that's driven on," he says. "Our outside corn-rows should loosen up as well and get to the point of yielding better."

Six Ways to Be a Better Manager

Courtesy of Harvard Business Review

So what can you do to improve your performance and be a better manager, mentor, and motivator? Here are six suggestions:

1. Analyze Your Attitude.

How you approach your work not only reveals how you feel about your job, but it also establishes a baseline outlook from which your salespeople develop their attitudes about work and, ultimately, their work ethic. Are you enthusiastic, or do you view your work as an imposition? When facing challenges, do you look for, and find, possibilities, or do you only point out limitations to overcome? It's difficult for your people to perform at their best and go the extra distance when they perceive that your only goal is to get through another day.

2. Adapt Your Behavior.

You and each of your sales team members have a unique personality - a unique preference for interacting with others, looking at things, analyzing data, and making decisions. Each team member has different strengths he or she brings to the job. You need to recognize - and appreciate - those differences, and adjust your patterns of interaction so those differences become building blocks to communication, cooperation, and productivity...rather than roadblocks.

3. Acknowledge Your Limitations.

Your primary function as manager is to guide your people to perform at their best; not be a "know-it-all" who tells them what to do, when and how to do it. Let your salespeople know that you don't have all the answers (even if you think you do). Include them in the process when you're setting goals, developing strategies, and addressing challenges. Encourage them to offer ideas and input. Their participation gives them greater ownership in the processes and eventual outcomes, and provides additional motivation to perform.

4. Delegate Responsibilities.

Most likely, there are some routine activities you regularly perform that can be assigned to sales team members. Delegating responsibilities not only frees up your time to invest in more pressing activities, but it also gives your team members greater ownership in the efficient functioning of the department...which encourages them to perform at their best. Delegating responsibilities facilitates your team members' personal and professional growth.

5. Be a Resource

When you delegate responsibilities and encourage your salespeople to provide input about goals and projects, you must be available to listen to them, answer their questions, and provide guidance when needed. Let your people know that they can come to you whenever necessary to discuss relevant issues. And when they do, pay attention. Really pay attention. Encouraging interaction and then not paying attention is worse than not encouraging the interaction in the first place.

6. Follow Up.

When you enable your sales team to more fully engage in department operations, it is imperative that you follow up. Let them know how they're doing; give them timely feedback. Doing so enables you to manage their activities in "real time" (rather than after the fact), keep them on track, and correct mistakes more quickly.

Use these six suggestions to examine your attitudes and actions. You are sure to find new ways of interacting with your salespeople - ways that will help them improve their performance.

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