

# The ALPINE® Advance

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ALPINE's Phazed Nutrition Program works on all crops.

## ALPINE a fit for any crop

ALPINE advantages shine through no matter what the crop. Ontario growers have seen the familiar ALPINE field sign in many corn fields over the years, but ALPINE liquid nutrition solutions are familiar products to growers of potatoes, peppers, hops, and greenhouse operators. Pierre Pinsonneault, District Sales Manager with ALPINE, attributes this to being able to feed the crop the correct amount of plant available nutrients utilizing the Phazed Nutrition Program. Pierre, along with sales agents and ag retailers build custom made nutrition programs with a variety of ALPINE liquid products to meet any crop requirements based on soil testing and environmental conditions. Many tobacco

growers are now benefiting from the attributes of efficient nutrient utilization with liquid products.

### Lower use rates – environmentally acceptability (or plant more acres faster)

Tobacco growers have discovered that although their fields are testing high in total phosphorus and potassium content, these nutrients are not always plant available. As a result growers have been adding hundreds of pounds per acre of dry fertilizer to get the desired amount of plant available nutrition. Growers

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### ALPINE INSIGHT

## Wayne Ropp retires after 37



Wayne Ropp

## years of service

Alpine Plant Foods was established by Doug Wagner in

New Hamburg, Ontario in 1973. The first years were challenging as ALPINE struggled to gain acceptance in the marketplace, and build the volume needed for a sustainable business. That all changed on Thanksgiving weekend in 1978 when Wayne Ropp was hired by Doug Wagner. Wayne had been involved in agriculture all his life, spending his early working years with Stewart Seeds and Cargill before joining ALPINE. Wayne saw potential in the fledgling company, and he decided he needed a bigger challenge than working for an established company. He spent the early years of his ALPINE career mixing fertilizer in the old plant building that ALPINE called home at the time. Here, Wayne gained a hands-on knowledge of how fertilizer was made and the quality standards that were needed to produce a premium product. In 1980, disaster struck when ALPINE's only sales rep decided to strike out on his own and start his own fertilizer company,

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# Three Generations of ALPINE Use

Like many ALPINE clients, Ralph Cressman and his family of Plattsville, Ontario have been using ALPINE products to grow the best crops they can, while maximizing profits and efficiency. “The efficiency of ALPINE G24 has been well documented with decades of field demonstration comparisons,” notes Ken Brett, Eastern Sales Manager for ALPINE.

Ralph’s father, Clayton, began using ALPINE in 1974 and now, 42 years later, Ralph, his sons and their families continue to use ALPINE in their operations. The business has expanded and changed throughout the years to its current land base of 750 owned acres and another 450 rented. The family business also custom farms on another 1,500 acres and offers planting, spraying and harvesting services.



Left to Right: Dan, Lois, Ralph, Jesse

## Succession planning

Succession planning and execution has been, and still is, a key part of the plan for the Cressmans. Ralph and his brother Richard bought their first farm in 1975. They farmed in partnership until 1990, when Ralph bought out Richard and Clayton. Richard now works to assist other farmers with succession planning. The farm business continues to evolve with Ralph’s two sons coming on board in recent years. Dan and Jesse, both University of Guelph agriculture graduates, along with their families, now are running their own individual dairy operations.

Ralph has witnessed many changes in agriculture throughout the years. After dealing with 23% interest rates in 1982, the current low rates are a welcome relief. He feels operations should try to be in a position where they can buy the farm next door if it happened to come up for sale.

## ALPINE application kits

Farm equipment is another area in which Ralph has seen massive changes. In 1974, they began using ALPINE with a John Deere 7000 4 row corn planter and a 12 run

International 10 grain drill. Today, the corn planter is still a John Deere, but it is a 24 row model. A 15’ John Deere 1590 drill and a custom built bean planter round out the planting equipment, all of which are equipped to apply ALPINE seed-placed fertilizer. ALPINE application kits are simple to install and can be adapted to any type of planting equipment. The Cressmans continue to adapt their farming equipment to include GPS and precision planting.

## Convenience of ALPINE

When Ralph is asked why their family farm has continued to use ALPINE for 42 years, his quick response is, “The simplicity of the program and the convenience of liquid starter fertilizer is the biggest reason. It’s much easier to move than dry fertilizer.” Ralph also adds, “We receive awesome service from Steve Gingerich, our ALPINE DSM, in keeping the planters and drill moving during the planting season.” Steve’s efforts are supported by ALPINE’s well stocked parts department and a logistics team that delivers product to the farm in a timely manner.

With Dan and Jesse’s families each now having 3 children, there’s a good chance we’ll be seeing some 4th generation ALPINE customers in the future!

## ALPINE INSIGHT – CONTINUED FROM PAGE 1

taking along with him most of ALPINE’s customers.

That is when Wayne’s sales career with ALPINE began. The task was monumental, but slowly and surely, over the next two years, Wayne clawed back many of the customers that had left in 1980. By 1982, business had grown to the point where more sales people were needed and Wayne became the ALPINE Sales Manager, overseeing 2 other sales reps, while still out on the road building his own territory. This included his territory in Ontario, as well as Michigan and New York states. Wayne also

travelled extensively through the eastern Corn Belt in the US, helping out where he could to build sales there. Business was so successful that ALPINE decided to build a manufacturing plant in Corydon, Indiana in 1983.

By 1986, it was apparent that Wayne was a lot better at selling than at sales management, and Wayne returned to his role as a full time DSM. Since then, he has concentrated on the Ontario market, building territories until they were too large to manage, splitting them up, only to grow them again over the ensuing years. Wayne accomplished this through his sheer dedication to the customer, his undying belief in the ALPINE concept, an incredible work ethic and his hands-on work installing kits on planters and drills. Many



times over the years, Wayne could be found in a customer’s shop well into the evening, helping to install an ALPINE kit on a corn planter. For anyone that has worked with, for or alongside Wayne over the past 4 decades, it would be difficult to find someone who has been more loyal to his job, his customers and his employer.

Throughout all of this, Wayne and his wife Sharon, raised 2 sons and a daughter. Wayne also managed to find time for some of his hobbies such as snowmobiling, playing hockey and spending time at the family cottage.

So after 37 years, Wayne has decided to retire from ALPINE. Please join me and the entire ALPINE family in wishing Wayne a long and healthy retirement.

# Don't Overlook Zinc with Your ALPINE G24® Corn Starter

Ontario corn producers cannot treat their corn crops like they did 20 or 30 years ago. Land costs have skyrocketed, equipment investments have soared and crop inputs have increased. In response to this larger cost structure, corn producers are growing bigger crops. Average provincial yields have increased from 100 bu/ac in 1985 to 160 bu/ac in 2014. Few industries can claim an impressive productivity gain such as this.

## Balanced nutrition

Crops with higher yields must be treated differently from a nutritional perspective than lower yield crops because higher yields mean more nutrients are removed from the soil bank. Rates for most nutrients need to be increased and more attention must be paid to keeping the 13 plant nutrients in balance with each other and the nutrient makeup of the soil.



The macronutrients Nitrogen, Phosphorus and Potassium, as well as the secondary nutrient, Magnesium, are of key importance toward good corn yields, but of the six micronutrients needed in crop production, Zinc is the most critical in corn production. Due to fewer livestock operations in some areas and the subsequent reduction of manure applications, fewer micronutrients are being applied to the soil from this source.

## Role of Zinc

Within the plant, Zinc regulates the consumption of sugar and is involved in

the transformation of carbohydrates. It also makes up part of the enzyme systems that control plant growth. Early plant growth, plus grain and seed formation are also strongly influenced by Zinc.

In the soil Zinc is immobile and is held on the surfaces of clay, organic matter and soil mineral as exchangeable Zinc. Soil pH also has a major impact on Zinc availability to the crop. At a pH of 7, Zinc becomes less available, and by a pH of 7.5 has become very unavailable. Soils with high phosphate levels also need special attention paid to Zinc applications.

## Convenient application method

Fortunately, ALPINE has an effective and convenient method to apply needed Zinc to corn crops. ALPINE MicroBolt Zn can be mixed with ALPINE's seed-placed liquid starter fertilizers to be co-applied at planting time. This approach ensures that the corn crop gets off to its best possible start with both high quality Zinc and Phosphorus right on the seed where they need to be.

ALPINE MicroBolt Zn is manufactured at ALPINE's New Hamburg, Ontario plant using only the best raw materials and has to adhere to ALPINE's strict quality control program. It is available in 10 L jugs, 1,000 L totes or in bulk. This provides many options for handling and mixing with your ALPINE starter fertilizer. ALPINE MicroBolt Zn can also be used for foliar Zinc applications on a wide spectrum of crops. Its true liquid formulation makes it very mixable with a wide range of crop protection products for the convenience of a one-pass system.

As this past year's crop results are analyzed and plans are taking shape for the 2016 season, be sure to include ALPINE MicroBolt Zn as part of your corn fertility program. Don't let the crops most important micronutrient stand in the way of achieving record yields on your farm!

## A FIT FOR ANY CROP – CONTINUED FROM PAGE 1

are discovering that using 15L/ac of ALPINE 4-16-4 is an excellent source for plant safe available nutrition when transplanting tobacco. When combined with a 200L per acre application of sidebanded ALPINE 7-5-15 growers are seeing similar responses as 750 pounds per acre of dry fertilizers.

The reduction in the physical amount of fertilizer being used has vastly increased the planting efficiency on the Van Wychen Family tobacco farm. "We can plant up to 5 acres before stopping to fill with fertilizer," says Pieter Van Wychen, "which means we can plant a lot of acres fast." Pieter has also seen quicker crop responses from his in season sidebanded fertilizer application compared to dry fertilizer application.

Pierre has developed nutrition programs for growers to add in micronutrients to their planting program when nutrient deficiencies are discovered by soil testing. These low rate products can make a huge difference when identified

and properly applied. Using a liquid as the carrier for micronutrients ensures even placement throughout the field and greater availability for the plant.

## More efficient planting – uniform rate

"The very precise application of nutrients with the ALPINE liquid system is a major advantage I have noticed over dry application methods," states Pieter. "With liquid products, rates are more accurately controlled by pressure, orifice size and ground speed than you can accomplish with dry auger metering," adds Pieter. Even the most accurate augering system is subject to variability when humidity creates variable flow or plugging. This is difficult to monitor, but liquid users like Pieter utilize the red ball system to easily monitor the flow of liquid thereby ensuring each row is receiving the proper rate.

Tobacco plants respond differently

to ALPINE liquid fertilizer than dry fertilizer. Pierre has noticed during his field inspections that the application of ALPINE fertilizer can result in plants developing at a more even pace, which can lead to plants flowering more evenly, allowing for a higher percentage of plants topped in the first pass topping.

## Convenient handling – less work

The convenience of handling liquid products is recognized by growers of all crops. ALPINE liquids are safe and easy to handle. Pieter Van Wychen likes the ease in which he can transfer product from totes in the yard, to the field and to the planter with just a pump and hose. Moving a hose by hand and starting the pump and opening some valves is all the effort required to get product from the transfer unit and into the planter.

# Great responses seen with ALPINE K20-S® in Alfalfa

Over the past year, ALPINE has launched two new products, ALPINE HKW6 and ALPINE K20-S both containing K-Tech™ -the Ultimate in Potassium Technology™. With the introduction of these products, there are some encouraging results on soybeans, both in-furrow and foliar, but the most surprising results may be shown on some early trials on alfalfa.



Bale weight Left to right:  
Dry K plus MAP 240#, 2L ALPINE K20-S + 2L ALPINE Fortified Foliar 480#, 4L ALPINE K20-S 600#

Alfalfa is one of Ontario's largest and most important crops for our dairy industry. Top quality forage is vital for milk production and because of this alfalfa deserves to be managed intensively, just as with other crops.

## Alfalfa has a high demand for potassium

Potassium is by far the most necessary plant nutrient for alfalfa production. Within plants, potassium is responsible for the production of lignin and cellulose and it influences water uptake by the roots. Alfalfa requires five times more potassium than phosphorous. As yields are pushed higher on all crops grown in our rotations, the industry has not kept pace with replacing lost potassium from the soil bank. Soybeans are notorious for pulling large amounts of potassium and are often grown without any supplemental fertilizer. For example, a 60 bushel per acre crop removes nearly 90 pounds of potassium from the soil. ALPINE K20-S contains the most plant available type of potassium that is available today. When foliar applied, a very high percentage gets into the plant where it is needed.

## Sulphur often a neglected nutrient

Another great feature of ALPINE K20-S is its relatively high Sulphur content. A good crop of alfalfa can remove 50 pounds of Sulphur from the soil. Currently we are not receiving as much Sulphur from atmospheric depositions as we were in the past, thus Sulphur is being added to many fertilizer programs. Sulphur is involved in nitrogen fixation, chlorophyll formation and is part of amino acids that

form proteins within plants. All these functions are critical to growing a good alfalfa crop.

## Early trial work 75% increase in milk

At three different dairy farms across the province, the ALPINE staff has been conducting foliar feeding trials on alfalfa using ALPINE K20-S applied at early green-up in the spring and about a week after the second and third cuts. The treatment each time was 3.8 L/ac of ALPINE K20-S. Some time is needed yet to get all the results accumulated since some of the management systems have the feed remaining in storage. Following are the results from the one trial where that has been analyzed in the laboratory:

	FIRST CUT		SECOND CUT		TOTAL	
	DM Tons/ac	Milk lbs/ac	DM Tons/ac	Milk lbs/ac	DM Tons/ac	Milk lbs/ac
ALPINE K20-S	2.2	7,959	2.3	8,463	5.5	16,422
Check	0.9	3,224	1.8	6,140	2.7	9,364

These results of the first two cuts show a huge 75% increase in milk per acre from the two applications of ALPINE K20-S. This is only one trial; however, it shows that in certain situations there seems to be a measurable response to ALPINE K20-S applications. When all the final results are in a better average of the performance will be calculated and made available to interested growers.

ALPINE K20-S has an excellent nutrient makeup to benefit Ontario's big alfalfa crop. Early results look very encouraging on its application to alfalfa, keep in touch with your ALPINE dealer or DSM for further results.

Dry K, ALPINE K20-S + ALPINE Fortified Foliar, ALPINE K20-S



For more information contact 1-844-655 PHOS(7467)



the starter fertilizer company®



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