

2003 SSCA Direct Seeding Conference

Dean York
Jaden Ventures Ltd.
Tisdale, Saskatchewan

Our Farm

- Located in Northeast Saskatchewan north of Tisdale
- 3rd Generation Farm
- Consists of my wife, father and myself
- 5500 acres seeded
- We have up to 6 employees over the course of the year.
- We are business people first, farmers second.

Our People

- We put a high value on good people.
- Dad is Operations Manager.
- Glen – Mechanic who works with us during seeding, spraying and harvest.
- Earl – Helps us with Seeding and Harvest. Excellent operator and mechanic.
- Jackie – Keeps the boys and books in line.
- Dean - CEO
- We have 3 other people that assist us on a part time basis

What we seed.

- We live where there is tremendous opportunities for crop diversity.
- We seed: Canola (IP and InVigor), Flax, Peas, HRS Wheat, HWS Wheat, Durum, 2Row Malting Barley and Canaryseed.

Land Procurement

- Most of the land is leased on a cash rental basis and we like to work with a 5 year term.
- Pay our landlords twice a year
- Objective is to maximize assets, peoples ability to get the job done right and control our fixed costs per acre.
- Our goal is to retain a level of \$80.00 per acre in fixed costs.

The Process – 1.Pre-Harvest

- The first consideration we give is to what we plan on bringing onto the land for the following year.
- Glyphosate application at the appropriate time is what allows us to zero till. Pre-Harvest is an important part of this.
- We have a partnership with 3 other farms for a high-clearance machine with GPS and Field Mapping.

The Process– 2. Trash Management

- Originally felt a heavy harrow bar was a requirement to prepare the land for next year.
- Invested in a high performance straw chopper on our 480R Cat.
- Beginning to think that this will replace the requirement for the heavy harrow other than extremely heavy straw conditions.
- Like to leave about 10 inches of straw.

The Process - 3. Soil Testing

- We need to know what we have in the land “gas tank” and its nutrient supplying power before we can move to deciding what fertilizer inputs we may require.
- The system we use allows us to determine a proper ROI of the fertilizer we are prepared to invest in the land basis, the amount of moisture we are starting with and what we expect to receive over the crop’s water use period of time.

The Process – 4. Pre-Seed Burnoff

- We will use glyphosate for both pre and post seeding applications.
- Prepass goes on all Cereal land and Canary if we feel the need.
- Timing is key here. We need to be comfortable with the conditions before we pull the trigger.
- In some cases this eliminates the requirement for grassy control.

The Process – 5. Seeding & Fertilizing

- Our Seeding Tool is a 610 41' JD with a 777 tank.
- We use 100% liquid Fertilizer.
- We use a $\frac{3}{4}$ " knife with a wing tip on it that was developed with Valley Packing Systems from Wadena.
- All Fertilizer is placed approx. 1" below and 1" beside the seed.

The Process – Seeding and Fertilizing cont.

- All fertilizer is tendered to the field by our supplier.
- This turns seeding into a 1 man operation other than some logistics co-ordination.
- Our liquid caddy is a 2700 gallon Tow-between built by Valley Packing Systems.
- On-Board rate selection with a Raven monitor.

The Process – Seeding and Fertilizing cont.

- Packers are On-Shank
- 2" wide.
- Provide approx 50-60 lbs pressure which ensures good seed to soil contact.

The Process 6. Inoculation and Seed Treating

- We use Jump Start and TagTeam wherever Phosphate levels indicate a fit.
- All Seed has seed treatment and inoculant applied with our on-board system with the exception of Canola, Canary and Flax (these are pre-treated).
- A healthy, vibrant seed means money in the Bank.

The Process 7. Field Operations

- We need to cover 130 acres per foot of seeder.
- This means good people are the key for making this work.
- The tractor doesn't get to cool off much.

The Process – 8. In-Crop Spraying

- Begins before we are done Seeding.
- Having good scouting ability is key.
- Our Ag-retail supplier is a partner with us in the field. We utilize their scouting program constantly throughout this process.
- Relationships with key people that help us succeed are not a want, they are a need.
- We do the cost-benefit on all applications before proceeding.
- Rebate Programs are not going away. We use them.

The Process – In-Crop Spraying cont.

- When we are done seeding our Tow-Between Caddy gets unhooked and we mount our 90' Spray Booms on them.
- This gives us a 2700 gallon ground rig.
- Water volume is not an issue.
- Again manpower is optimized.
- Each sprayer (ground rig and high clearance) needs to be able to do 1000 acres per day.

The Process – 9. Record Keeping

- We are past being able to remember and retain what we did for the various field operations.
- The AgTrace software we use is pretty simple, allows us to use the palm format with several users.
- As always, history provided is only as accurate as what is supplied. We need to track everything.

The Process – 10. Pests

- We know what it is like to be wiped out by Midge.
- We have a routine disease and bug watch program that begins as soon as conditions warrant it.
- Again, our Agronomist is a key to this program.

The Process – 11. Field Visits

- We need to be over the land at minimum weekly and can bring it down to daily if there are crucial issues we need to be addressing.
- Record keeping is critical.
- We have a rain gauge up on each parcel of land.

The Process – 12. Staging

- We push the envelope as much as we can regarding pre-harvest.
- Manipulating the crop to optimize harvest management is simply a part of what we have to do.

The Process – 13. Harvesting and Bin Management.

- Record keeping is key.
- Bought a 20 year old 130,000 bushel elevator with a cleaner, twin steel legs and 70' platform scale that acts as our grain storage and product management base.
- Using a 36' MacDon 962 that mounts on either our bi-directional TV140 or our 480R Cat.
- Keeping the combine from stopping is what makes our harvest happen.
- Can't forget to mention again that high performance straw chopper. It is definitely worth the value.

In Summary

- Zero Till allows us to manage our land efficiently with people, equipment and resources.
- Water Conservation and Optimization is how we run our business.
- We need to surround ourselves with the people that will assist us in succeeding: Business Partners, Staff, Agronomists, Bankers, Accountants and Peers.
- My goal in life has been to surround myself with people smarter than I am (not that it takes a lot). By consulting with people that have both succeeded and learned from their failures, I can take this wisdom and apply it to my business. Now THAT is EXCITING!!

THANK YOU

- Questions???
- Contact Dean York at: 1 306 873 7799
Email: dyork@agcoach.ca