



12th Annual Conference

2020 Winter Conference

February 18, 2020

Rockingham County

Fairgrounds

Table of contents

Agenda	3
Speakers	4
Board Members	5
Exhibitor Logos	6
Exhibitor Directory	12
Manure Injection Fact Sheet	16

Disclaimer: Commercial products are named in this publication for informational purposes only. Virginia Cooperative Extension does not endorse these products and does not intend discrimination against other products which also may be suitable.



Virginia Cooperative Extension
Virginia Tech • Virginia State University

www.ext.vt.edu

Virginia Cooperative Extension programs and employment are open to all, regardless of age, color, disability, gender, gender identity, gender expression, national origin, political affiliation, race, religion, sexual orientation, genetic information, veteran status, or any other basis protected by law. An equal opportunity/affirmative action employer. Issued in furtherance of Cooperative Extension work, Virginia Polytechnic Institute and State University, Virginia State University, and the U.S. Department of Agriculture cooperating. Edwin J. Jones, Director, Virginia Cooperative Extension, Virginia Tech, Blacksburg; M. Ray McKinnie, Administrator, 1890 Extension Program, Virginia State University, Petersburg.

If you are a person with a disability and desire assistance or accommodation, please notify Doug Horn, Rockingham County, at (540) 564-3080/TDD*) during business hours of 8 a.m. and 5 p.m.

*TDD number is (800) 828-1120.

Agenda

February 18, 2020

Soil Health in Practice

8:00 a.m. Registration and Trade Show

9:00 a.m. *Benefits of Soil Health in Practice*

- Russell Hedrick—Farmer from Hickory, North Carolina

10:00 a.m. Trade Show Break

10:30 a.m. *New Developments with Manure Injection*

- Josh Walker & Richard Fitzgerald

11:15 a.m. *No-Till Champion Recognition*

11:45 a.m. Lunch and Trade Show Break

1:15 p.m. *What's It All Worth*

- Daniel Austin—Farmer from Franklin County, Virginia

2:15 p.m. *Using Cover Crops for Weed Management*

- Michael Flessner— Weed Scientist
Virginia Tech

3:15 p.m. Sessions Adjourn

3:30 p.m. *Optional Session—Low Volatile Dicamba Training for 2020*

- David Mayonado—Bayer

2020 Speakers

Russell Hedrick is a first generation farmer from Hickory, North Carolina. He started farming on 30 acres in 2012. Russell now produces corn, soybeans and specialty grains on nearly 1,000 acres. With guidance from the NRCS Russell started out with no-till and cover crops primarily to avoid erosion. Continued experience with no-till and multispecies cover cropping has reaped multiple benefits: improved yields, reduced water stress, less capital outlay, a buildup of organic matter and improved soil health. Cattle and hogs have been integrated into the farming operation. They not only diversify the income stream but by grazing cover crops the soil health of the crop fields improves at an accelerated rate. Hedrick will share his experiences and philosophies for maximizing profitability while improving the sustainability of his farming operation.

Josh Walker and **Richard Fitzgerald** will review the latest programs promoting manure injection. Josh is the field technician for the Headwaters SWCD. He has worked diligently to secure funding for manure injection equipment and funding support to increase the adoption of the technology. Prior to joining the Headwaters SWCD, Josh was a dairy farmer for 13 years. Richard is a consulting agronomist who spearheaded the initial manure injection research in the Shenandoah Valley. Richard grew up on a family dairy operation and liquid fertilizer business in Stuarts Draft Va. He is a certified professional agronomist and certified nutrient management planner. Richard was the 2019 recipient of the Carl Luebben Soil Health and Water Quality Award.

Daniel Austin is a farmer in the foothills of the Blue Ridge Mountains, between Ferrum and Rocky Mount, VA. He grows a diverse mix of grain, on 170 acres, that he retails in his seed and feed business. His focus is on no-till farming systems with an emphasis on soil health and profitability. Daniel was the 2018 recipient of the Carl Luebben Soil Health and Water Quality Award.

Dr. Michael Flessner is an assistant professor and extension weed science specialist in the School of Plant and Environmental Sciences at Virginia Tech. His research and extension program focuses on solving weed management challenges currently facing the Commonwealth, with emphasis placed on sustainable and economic solutions. Herbicide resistance is a major threat to crop productivity, sustaining no-till and profitability. Using cover crops for weed management is one integrated solution to this problem. Research indicates that high biomass cover crops can greatly reduce winter annual weeds such as horseweed (aka marestail) and provide a mulch layer that suppresses weeds into subsequent cash crops, including some of our most problematic and herbicide resistant weeds.

David Mayonado has served as a Technology Development Representative for Monsanto for the past 25 years. He will provide the training for using the new low volatile dicamba products on dicamba tolerant soybeans. David graduated from Bridgewater College in 1982. He has a strong background in chemistry, plant physiology and weed science. David is active in the Weed Science Society of America and the Northeastern Weed Science Society. He is a native of Maryland and currently resides in Hebron, Maryland.

2019 - 2020 VANTAGE Board Members

Producer Members

Jimmy Crosby	President	Staunton
Mike Thompson	Vice President	Broadway
Charlie Garber		New Market
Blaine Showalter		Mount Solon
Chad Mathias		Mount Jackson
Brett Wightman		Edinburg

Agribusiness Members

Tom Cook	Treasurer	Houff Corporation	Mount Sidney
Stewart Detamore		S. L. Hess & Sons	Harrisonburg
Wally Beckner		Rockbridge Cooperative	Lexington

Advisors

Doug Horn	Virginia Cooperative Extension	Rockingham County
Bobby Clark	Virginia Cooperative Extension	Shenandoah County
Chris Lawrence	Natural Resources Conservation Service	Richmond
John Benner	Virginia Cooperative Extension	Augusta County

The **Virginia No Till Alliance** exists to maximize farm productivity and profitability by promoting successful implementation of continuous no-till systems through shared ideas, technology, conservation and education.

The VANTAGE Board of Directors is made up of farmers and agri-business representatives in the Shenandoah Valley region of Virginia.

2020 Exhibitor Directory

ADVANCE AGRA SERVICE LLC

Contact: Dale Armstrong
P. O. Box 178
Rocky Mount, VA 24151
877-702-7333
dale@advanceag.net
www.advanceag.net
Seed Consultants corn and soybean seed.
Concept Agri-Tek products

AGXPLORE

Contact: H. Grant Troop
P. O. Box 85
Oxford, PA 19363-0085
717-278-7794
GTroop@AgXplore.com
www.AgXplore.com
High yield plant nutrition strategies.
Soil health building. Solving the crop production/
plant nutrition issues of modern agriculture.

AGRABILITY VIRGINIA

Contact: Kim L. Niewolny
Virginia Tech, 282 Litton-Reeves Hall
175 West Campus Drive
Blacksburg, VA 24061
Niewolny@vt.edu
www.agrability.ext.vt.edu
AgrAbility Virginia assists individuals and their
families who farm, and have illnesses, injuries or
disabilities that are impeding their ability to work
safely, effectively and productively.

ALLIANCE FOR THE SHENANDOAH VALLEY

Contact: Erin Burch
P. O. Box 674
9386 South Congress Street
New Market, VA 22844
540-740-4500
info@shenandoahalliance.org
www.shenandoahalliance.org
Alliance for the Shenandoah Valley is a nonprofit
working to ensure that the land, water and com-
munity resources we all cherish will be protected
for the long-haul.

AMERICAN NATIONAL INSURANCE COMPANY

Contact: Chip Bennett
118 North Charles Street
Charlestown, WV 25414
304-725-6090
Herald.Bennett@American-National.com
www.americannational.com
Insurance

AUGUSTA SEED

Contact: Steve Collins
P. O. Box 899
Verona, VA 24482
540-886-6055
Steve.collins@augustaseed.com
www.augustaseed.com
Hybrid seed corn

BINKLEY AND HURST

7517 Rushville Rd
Dayton, VA 22821
(800) 735-3584
www.binkleyhurst.com/
New and used equipment sales and service

CHANNEL

Contact: Jim Oliver
7165 Red Sash Drive
Mechanicsville, VA 23116
804-370-5104
jim.oliver@channel.com
Seed and Traits technology

CHESAPEAKE BAY FOUNDATION

Contact: Alston Horn
1108 E. Main Street, Suite 1600
Richmond, VA 23219
804-780-1392
ahorn@cbf.org
www.cbf.org
Consultation with land owners about conservation
practices

2020 Exhibitor Directory

CONKLIN AGRO VANTAGE SYSTEM

Contact: Linden Heatwole
540 Mayland Rd.
Broadway, VA 22815
540-810-4560
lindenbubba@aol.com
Soil & tissue testing, seed treatments, Nitrogen management, starter fertilizers, micro & secondary nutrients, plant growth regulators, foliar fertilizers, adjuvants, forage & silage treatments

CORTEVA AGRISCIENCE

Contact: Sarah Lundy—VA/NC Sales Rep
757-617-0213
Sarah.lundy@corteva.com
www.corteva.com
Ag Chemicals

CRABBE AVIATION

Contact: Matt Crabbe
P. O. Box 534
Mechanicsville, VA 23111
804-334-7370
crabav@gmail.com
Aerial application

FARM CREDIT OF THE VIRGINIAS

Contact: Cheyenne Rhodes
4646 South Valley Pike
Harrisonburg, VA 22801
540-434-5385
crhodes@fcvirginias.com
www.farmcreditofvirginias.com
Loans for farms, homes and land

F&M BANK

Contact: Paul Eberly
80 Cross Keys Road
Harrisonburg, VA 22801
540-433-7575
peberly@fmbankva.com
www.fmbankva.com
Agricultural Financing and banking services

THE FIRST BANK & TRUST COMPANY

120 University Blvd.
Harrisonburg, VA 22801
540-437-0604
browe@firstbank.com
www.firstbank.com
Financial services

THE FRAZIER QUARRY, INC

Contact: Kevin Headley
75 Waterman Drive
Harrisonburg, VA 22802
540-434-6192 office
540-810-0668 mobile
Kevin.headley@frazierquarry.com
www.frazierquarry.com
Agricultural lime (High Calcium and Dolomitic). Crushed limestone in a variety of sizes for commercial, landscaping and home improvement applications

HELENA AGRI-ENTERPRISES, LLC

Contact: Andy King
4431 Early Road
Harrisonburg, VA 22801
540-820-9290
kinga2@helenaagri.com
www.helenaagri.com
Ag-chem, fertilizer, precision ag services

HOSTETTER GRAIN INC.

Contact: Jarrett Hostetter
481 Limestone Road
Oxford, PA 19363
610-932-4484
Jarrett@hostettergrain.com
www.hostettergrain.com
We've been marketing corn, soybeans, wheat & barley for over 40 years. Gladly assist farmers in developing grain marketing strategies.

HOUFF CORPORATION

Contact: Duane McAllister
97 Railside Dr.
Weyers Cave, VA 24486
540-234-9246
duane.mcallister@houffcorp.com
www.houffcorp.com
Crop protection herbicides and fertilizer application. Comprehensive Crop Management. Seed Treatment

2020 Exhibitor Directory

KOCH AGRONOMIC SERVICES, LLC

Contact: Patrick Ward
807 Hillcrest Drive
Warren, PA 16365
814-363-3001
Patrick.ward@kochind.com
www.kochagronomicservices.com
Koch Agronomic Services is a leading technology solutions provider focused on maximizing plant performance and minimizing environmental impact by reducing losses of nitrogen due to volatilization, leaching and denitrification

MIRAVISACE FUNGICIDE BY SYNGENTA

Contact: Jamie Hodnett
8509 Long Tom Ct.
Chesterfield, VA 22832
336-580-7277
Jamie.hodnett@syngenta.com
www.spryearlier.com
Makers of Acuron, Beseige, BroadAxe, Halex GT. MiravisAce, MiravisNeo, Trivapro and Warrior II. Industry leading crop safety and product efficacy. Local sales and agronomy support located in Richmond, VA.

NEUDORFF USA

Contact: Eric Maurer
3100 Riverwalk Drive
Annapolis, MD 21403
433-221-3732
Eric.maurer@neudorff.com
www.neudorffpro.com
Slug bait

PIONEER

Contact: Brian Jones
53 Lehigh Rd.
Craigsville, VA 24430
540-290-1323
Brian.jones@pioneer.com
www.pioneer.com
Corn, soybean, wheat, alfalfa, and sorghum seed and services.

ROCKBRIDGE FARMERS COOP

Contact: Wally Beckner
645 Waddell Street
Lexington, VA 24450
540-784-8176
wbeckner@rfcoop.com
www.rockbridgefarmerscoop.com
Feed, Farm Supplies, Fertilizer, Seed, Field Scouting, Agronomic Services

ROCKINGHAM COOPERATIVE

Contact: David Jessee
112 Meigs Lane
Dayton, VA 22821
540-271-2670
djessie@rockinghamcoop.com
www.rockinghamcoop.com
All Farm Supplies and Custom Services

SHENANDOAH VALLEY SOIL AND WATER CONSERVATION DISTRICT

1934 Deyerle Avenue, Suite B
Harrisonburg, VA 22801
540-433-2853 ext. 120
www.svswcd.org
We work with the people who work the land

S. L. HESS AND SONS / LOCAL SEED CO.

Contact: Jeff Phillips
1795 South High St.
Harrisonburg, VA 22801
540-434-5916
540-810-3125
jeff@slhessandsons.com
www.slhessandsons.org
Seed, Fertilizer, Crop Protection products

2020 Exhibitor Directory

TIMAC AGRO USA

Contact: Ross Lishen
4000 Dowery Lane
Allisonia, VA
276-780-9390
rosslishen@gmail.com
www.timacagro.com
Biostimulants, Crop Nutrition, Fertilizer additives

USDA NATURAL RESOURCES CONSERVATION SERVICE (NRCS)

Contact: Your local NRCS office or
Chris Lawrence, State Cropland Agronomist
Chris.lawrence@va.usda.gov
Find your local office at :
www.va.nrcs.usda.gov
Technical assistance for planning a wide range of conservation practices. Financial assistance for conservation practice implementation.

VIRGINIA FARM BUREAU

Contact: Josey Moore
12580 West Creek Parkway
Richmond, VA 23238
804-290-1117
josey.moore@vafb.com
www.vafb.com
Grain Marketing. Industry liason for grant programs and local food systems. Insurance.

VIRGINIA SOYBEAN ASSOCIATION

Contact: Rachel Gresham
P.O. Box 923
Goochland, VA 23063
804-466-1693
Rachel.gresham@gmail.com
www.vasoybean.com
Educational and promotional information supporting the soybean industry.

VIRGINIA DEPARTMENT OF CONSERVATION AND RECREATION

Contact: David Kindig
600 East Main Street, 24 Floor
Richmond, VA 23219
804-371-8095
David.kindig@dcr.virginia.gov
www.dcr.virginia.gov/soil-and-water/nutmgt
Listing of private sector Certified Nutrient Management Plan Writers to write plans. Direct payments to Certified Nutrient Management Planners for plan development. Resource for technical information about Nutrient Management Planning.

VIRGINIA TECH

Contact: Tad Williams
12 Sunset Blvd.
Staunton, VA 24401
540-290-3602
taw1776@vt.edu
www.cses.vt.edu
Free soil sampling, and manure sampling. Fertilizer and lime recommendations, Nutrient Management Plan Writing.

WIGHTMAN CROP INSURANCE

Contact: Brett Wightman
Edinburg, VA
540-325-3185
brett@wcrops.com
www.wcrops.com
Crop Insurance



United States
Department of
Agriculture

Natural Resources Conservation Service

NRCS has been a proud top-level exhibitor at every VANTAGE Winter Conference

Thanks for 12 years of great meetings and partnership!



Visit your local NRCS office to learn how our conservation planning and financial assistance can help improve your operation.

USDA is an equal opportunity employer and provider