

VALLEY 

pivotpoint

WINTER 2006
INAUGURAL ISSUE

IRRIGATION
NEWS, TRENDS,
PEOPLE AND
PRODUCTS



3 Improve Your Efficiency with the NEW Valley® BaseStation2



6 Off-Season Equipment Maintenance Program Update



7 Why You May Need Your Water Tested

**Flexible Functionality
With Valley® Dual Span** page 4



Our Customers Determine Our Value

As Editorial Director of Valley PivotPoint, it is my goal to constantly strive for new ways to show our gratitude to our customers and continually challenge ourselves to support you with communications that make an impact on your operation.

We have gained a great deal of response from those we value most – our customers. You determine the value of Valley Irrigation and it's you we are supporting through the change from Valley Magazine to Valley PivotPoint. Not only have we taken on a new look, but more importantly, we've changed how often you receive news from Valley.

PivotPoint will be sent to you on a timely, quarterly basis with stories that are directly related to you and your region. We want you to be informed of what other growers are looking at to expand their operation and their profitability, news that is timely to help you make decisions about your irrigation needs and advancements in the field told through real life situations, direct from our customers and our dealers.

In addition, we will showcase how Valley irrigation equipment works in the field, tips on maintenance and how you can tap into additional tools for getting the most from your irrigation equipment and impacting your bottom line.

It is my hope with PivotPoint that it becomes a "must-have" tool for your business. Just as we target our products to our individual customer needs, PivotPoint will establish new ways for growers to share their point of view, provide factual information to solidify your business decisions and see what works for a grower that may be in the same situation as you.

It's true, our customers determine our value and we are only as good as our customers say. It is our ongoing commitment to provide you with communications, which can set you apart and lead your operation with confidence.

Enjoy what's inside.

JIM BROWN
Editorial Director

CONTENTS

- 3 New! Valley® BaseStation2
- 4 Product Innovation With Valley® Dual Span
- 5 Valley® 7000 series
- 6 Keep Your Pivot Trouble-Free
- 7 Water Samples Aid Corrosion Solutions

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Special promotional offers only valid in North America at participating Valley dealers.

Ethanol In Rural America

The first ethanol blended fuel station was brought to life at this year's Husker Harvest Days in Grand Island, Nebraska through a replica of the 1933 Earl Coryell fuel station, which was once located in Lincoln, Nebraska. Valmont Irrigation was proud to support the Nebraska Corn Board as a sponsor of the event and furthering support with the Ethanol Across America education campaign white paper. For more information go to www.ethanolacrossamerica.net.



At Husker Harvest Days, Randy Klein, Director of Market Development for The Nebraska Corn Board, shares the history of the first "Corn Alcohol" blended fueling station and how the industry has evolved.

Don't Miss Out – Your Subscription Is FREE!

Want To Continue Receiving Valley PivotPoint?

If you would like to continue to receive Valley PivotPoint, just log onto www.valmont.com/irrigation/subscribe or e-mail us at irrigation@valmont.com. **Don't miss out ... log on now!**



Valley® BaseStation2

Reduce your worry and stress while lowering costs and improving efficiency

These days, you have enough to worry about without having to be overly concerned whether your Valley pivots are functioning optimally 24 hours a day, seven days a week. Technology provided by the BaseStation2, the newest Valley control product, can help remove that worry, plus significantly reduce your labor, fuel and other costs.

The new BaseStation2 is a full remote monitoring and control package that works with Valley control panels. One of the key features of the BaseStation2 is the control panel graphic simulation program that allows you to access the pivot point control panel via your computer. It gives you the ability to monitor and control your pivots without actually being physically located at the pivot site.

Short Learning Curve

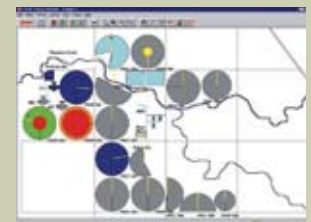
Although BaseStation represents the latest in high technology, you don't need a degree in computer science to use it and obtain its benefits, says Craig Maas, a Nebraska grower who has 5,150 irrigated acres near Potter, Neb.

"The learning curve of BaseStation is very short," says Maas. "Within minutes, you can be up and running. The interface looks exactly like the pivot panel. If you know how to drive up to your pivot, open up the box and run your sprinkler, you basically already know how to run the BaseStation."

Maas says BaseStation has helped him conserve energy and irrigation water. "Soon, the amount of water will be allocated due to regulatory restrictions," Maas says. "Which makes it even more important to shut off your sprinkler quickly when you have a good rain."



Maas BaseStation Map



Sample BaseStation Map includes an auxiliary and linear

BaseStation2 allows you to:

- Remotely monitor and control your irrigation equipment 24/7
- Bring your control panel into your office
- See any pivot change in 'real time'
- Program your irrigation schedule for multiple crops under one circle
- Monitor auxiliaries
- Turn your pivots on or off and change your pivot speed
- Control your end guns and switch direction of your pivot
- Program alert alarms to notify you of operating status

To hear more testimonials from Nanette and Craig, and to see for yourself just how easy BaseStation2 is to use, log on to www.valmont.com/BaseStation and order a **FREE BaseStation2 DVD**. Or contact your local Valley dealer for a BaseStation consultation.

It Only Gets Better

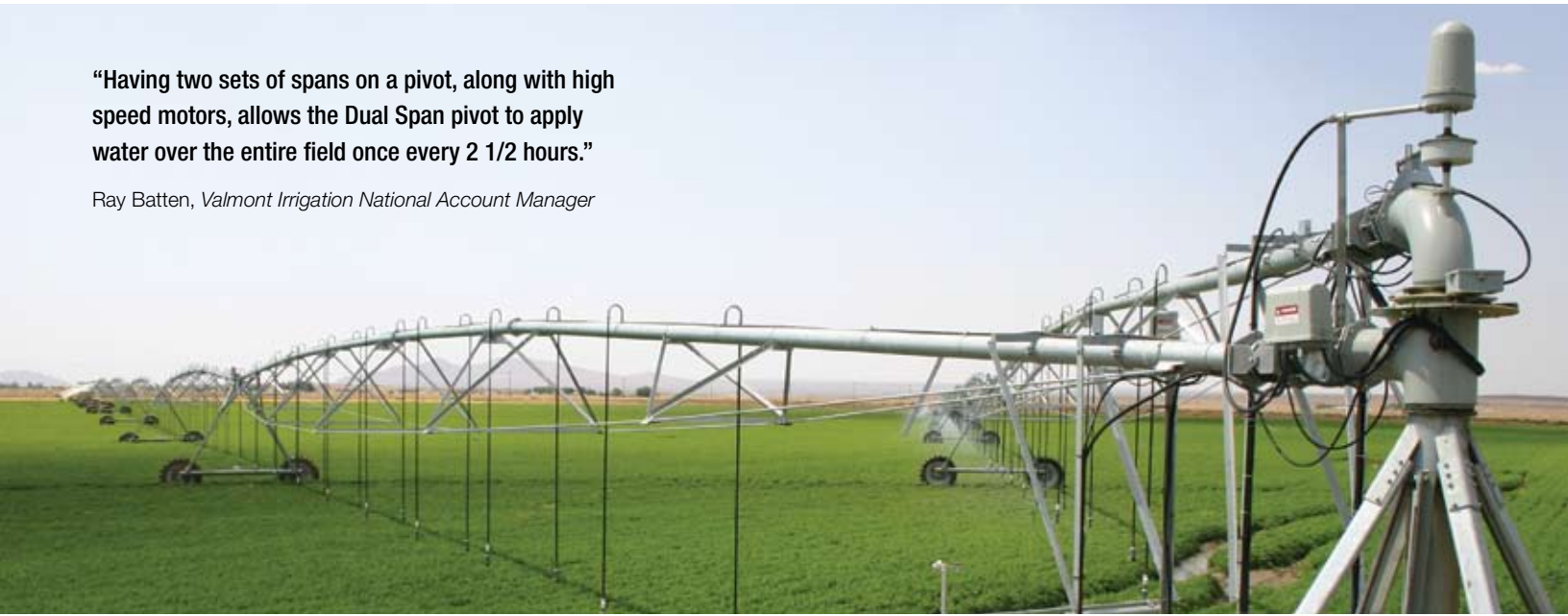
Take it from Pacific Northwest grower Nanette Walkley, Walkley Farms, Walla Walla County, Wash. Nanette is on her second growing season using the BaseStation on her family's 5,200-acre farm.

"BaseStation has reduced our stress as we were constantly checking to see if our pivots were working properly. We now have less trips to the fields, which reduced our labor and fuel costs, plus we improved our overall efficiencies in water usage," said Nanette. "I'm just not quite sure how we did without it," concludes Walkley.



“Having two sets of spans on a pivot, along with high speed motors, allows the Dual Span pivot to apply water over the entire field once every 2 1/2 hours.”

Ray Batten, Valmont Irrigation National Account Manager



Product Innovation

Dual Span Pivots Help Growers Fine Tune Water Use

Another innovation from Valley.

Valmont Irrigation has developed a new pivot that will help growers take control of water application.

The new Valley pivot has two sets of spans to provide precise management control over water use in crops such as baby carrots grown in the Southwestern United States. Exact water application is critical for the production of these crops.

Germination of carrot seed is challenging. Seeds are planted just 1/8 of an inch under the soil surface. Due to the shallow planting, winds can quickly dry out topsoil.

“Having two sets of spans on a pivot, along with high speed motors, allows the Dual Span pivot to apply water over the entire field once every 2 1/2 hours,” says Ray Batten, National Account Manager with Valmont Irrigation. “Watering the whole field would take five hours with one span set.”

The seed germination phase isn't the only phase where precise water management is important. Later in the season, this type of carrot requires a slow application of water to pull the carrots deeper into the soil. During this phase, pivots are run more slowly so that water is applied at the rate of 1 inch to 1 1/2 inches per rotation.

The Dual Span pivot can water two sections of the field at the same time. The two spans on the one pivot point function independently of each other so one span can be programmed to travel fast, while the other span can be programmed to travel at a slower speed.

The Valley Dual Span pivot also allows for use of two different sprinkler packages that can be easily changed with the use of nozzle clips. One nozzle package produces a high water application and the other a low water application. Sprinkler nozzles can be switched on a pivot in about one hour.

“Many of the innovations on the Valley Dual Span were adapted from other Valley innovations currently in use,” says Batten. Your Valley dealer can provide more information on the Valley Dual Span pivot or information about other innovative products for your irrigation needs.



Valley® 7000 series Pivot: Another Innovation Example

Now you have a choice

The new Valley 7000 series pivot was engineered and developed to provide a durable, cost-effective irrigation solution.

The 7000 series is suitable for growers who have shorter investment horizons but still desire the operational reliability and aftermarket support from Valley and its unsurpassed dealer network.

It includes most of the common options and features that growers have come to expect from Valley, such as wheel gearboxes, built by Valley in the USA, controls, alignment, warranty, and fast, accurate customer service.

Kendall Black, who grows corn and soybeans on more than 1,100 acres near Hildreth, Neb., uses a 7000 series to cover 140 acres. "It's more cost-effective than anything on the market, in my opinion," says Black.

Current energy costs and water conservation programs require finding the best possible irrigation solution for every grower. Check with your Valley dealer to find a Valley pivot to fit your specific field conditions and see if the new 7000 series pivot fits within your irrigation program.



Promotions of **SAVINGS**

Measure Your Success!

Get a **FREE EZREAD™ Rain Gauge** when you request a quote on any of the following from your local Valley dealer:

- New Valley Center Pivot or Linear
- Sprinkler Package Upgrade on Existing Machines
- Drive Train or Tower Box Conversion Upgrades
- Corrosive Water Piping Solutions
- Valley Remote Monitoring and Control Options
- Control Panel Upgrade
- Valley 3-Wheel or 4-Wheel Drive Floatation Solutions

Contact your participating Valley dealer for details.



Attention Customers with Pro Panels

Save 25%

on **NEW Valley Pro2**
upgrade packages*

- 3 Year Warranty
- Superior reliability
- Expand with future technologies
- Save money with our exclusive component replacement



*Labor and tax not included. Offer expires December 29, 2006. See your local Valley dealer for more details.

Keeping Your Pivots Trouble-Free



A Preventative Maintenance Program tailored to fit your specific needs

You know how important regular preventative maintenance is for your tractors and combines. If they break down during critical planting and harvesting it can cost you a bundle in lost time and possibly reduced crop yields.

The same is true for all of your irrigation equipment – no matter what the brand. You don't want it to break down when you need it most. That's where a regular preventative maintenance program during the off-season comes into play.

Valley dealers offer off-season Certified Preventative Maintenance Programs* that can be customized to your needs. Participating in these programs can help ensure your irrigation equipment keeps running trouble-free throughout the irrigation season.

"If a pivot is maintained regularly, it will run a lot better for a lot longer time," says Al Dunworth, Valley Pro Irrigation, Inc., Palisade, Neb. In fact, Dunworth believes that a well-maintained Valley pivot should be running as well when it is 25 years old as it did when it was brand new.

"If you don't maintain your pivot," Dunworth says, "chances are something on it will fail – and it will happen during the irrigation season when crops need water the most. During this time, service calls to repair your pivot will cost much more. Further, you could face the potential for reduced yields and/or crop losses because the crops did not get adequate moisture during critical periods."

During regular off-season preventative maintenance, technicians also can find and remedy little problems that might lead to much bigger expenses down the road if left unresolved, according to Dunworth.

"Another good reason for having your center pivots or linears on a Certified Preventative Maintenance Program is that they will have higher resale values when it comes time to upgrade," says Dunworth.

**Contact your local Valley dealer to schedule
your pivots for their annual checkup.**

The Valley Certified Preventative Maintenance Program is designed for center pivots, corners and linear machines. These are some of the checks you'll receive by participating in a preventative maintenance program* during the off-season:

Pivot Points/Incoming Power Checks

- Grease pivot swivel
- Collector ring electrical connections and drainage
- Drain pivot and spans
- Anchor bolts and chains
- Pivot point nuts and bolts for proper tightness
- Running light operation check
- Inspect for ground rod at each tow location
- Air pressure in towable pivot tires
- Visual inspection for proper equipment grounding
- Electrical connections, including control panel and cord connectors
- Proper size fuses
- Proper installation of incoming power wires
- Proper operation of auxiliary contacts on main disconnect
- Operation of pump shutdown circuit
- Check that relays are securely seated in socket bases
- Make sure cables are securely seated in connectors

Spans/Alignment Checks

- Span pipe drains inspected; seals flipped over
- Pull sand trap, drain, clean and re-install
- Drain booster pump
- Grounding between towers
- Check safety shutdown
- Inspect tower box for loose wire connections and cord connectors

Drive Unit Checks

- Check oil and drain water in wheel and center drive gearboxes
- Check gearbox ventilation hole in expansion chamber
- Inspect drive shaft shield placement
- Tire air pressure
- Grease towable hubs

A little preventive maintenance during the off-season can pay you big dividends down the road during the growing season when you rely on your irrigation equipment the most.

* Valley Certified Preventative Maintenance Programs may vary by dealer.

*The Certified Preventative Maintenance Program is available through select Valley dealers.

Why A Water Quality Analysis Is Crucial

Poor water quality may be rapidly corroding your pivot pipelines

When you think of poor water quality and where it is most prevalent, it's very likely that you don't think of your own farm. With changes in the aquifer water qualities and increased use of chemical applications through pivots, corrosion of the traditional pipeline is a real possibility.

Because of this, it is important to take every precaution to protect your investment when purchasing a new machine. The easiest and the most inexpensive means of doing this is to have your water tested through a water sample.

Water samples have been used for years to determine water quality for crop production, in industries, and at municipal plants. It is just now that growers are seeing the true value as it relates to irrigation equipment performance.

This information was most helpful to a grower in the Texas Panhandle who has seen his fair share of pipeline corrosion problems firsthand. After farming for decades and witnessing pipeline corrosion on different pivots, he finally decided to have his Valley dealer take a water sample and have it analyzed. Since his farm is located in a traditional "bad" water area, the analysis showed that his irrigation water contained strong corroding elements.

Based on this information, the Texas grower reviewed his choices and contacted his Valley dealer who was able to present him alternative pipeline solutions. In his case, he chose to purchase a Valley POLY-SPAN™. He was also excited to learn that Valley now offers 6000 POLY-SPAN™ re-pipe to replace the corroded galvanized pipeline on his 6000 machines.



Valley POLY-SPAN™ is a high-density polyethylene liner introduced by Valmont in 1992 and is the ultimate solution for any corrosive condition. This pipeline can withstand any corrosive element and it comes with a 20-year prorated warranty

with unconditional pipeline replacement during the first 10 years. Valley also offers additional products with slightly more limited use when corrosion is an issue, such as weathering steel – the best value for soft water conditions, and galvanized pipeline, the best value for most other applications.

To find out the quality of your irrigation water, get in touch with your local Valley dealer and have a water sample taken. If galvanized pipeline is not the ideal choice for your water condition, look into the benefits of POLY-SPAN™ (for 8000 and 6000 machines) and weathering steel (for 8000 machines). Your dealer can help you choose a solution that best fits your particular situation and you can rest assured your pivot will be running for years to come. For more information, go to www.valmont.com/corrosion.

What's In A Water Analysis?

It's simple, it's cost-effective and it only takes a couple of minutes. An independent water analysis will help you determine what exactly is in the water you use for irrigation that can potentially lead to corrosion.

The detailed water analysis will determine the amount of pH, sulfur, chlorides and carbonates, as well as other elements – all which could be a potential problem if outside the "normal" range.

This analysis is added to a computer model developed exclusively by Valmont in 1984. Data from over 500 water samples has been imported into this model and, in turn, it will predict the approximate life-span of different pipeline solutions based on the water analysis. Today, Valley is still the only manufacturer that offers this sampling model.

From this information, your Valley dealer can provide you with specific alternative pipeline options that can give you the best value for your individual situation.



Valley® – the standard by which all others are measured.



Year End Savings

Start measuring your success today. Visit your local Valley dealer and take advantage of these **limited time offers**. Orders must be received by December 29, 2006.

Great Cash Allowances* Outstanding Financing Options:

- Delayed payments until 2008
- Fixed low interest rates
- Down payments as low as 0%
- 3, 5, 7, or 10 year finance options

Inaugural Issue PivotPoint Promotion



\$500 Off Valley® Tracker™ or Tracker™ SP with purchase of a new pivot or linear.

Bring this page to your local Valley dealer to qualify.

*Cash allowances available on all machines ordered by December 29, 2006. Must take delivery by January 26, 2007.



Valley Pivots on Rice

At one time, growing rice meant growing rice on flood-irrigated ground – not anymore! If you want to gain additional insight through the latest comparison study research as well as the benefits of using pivots for rice, contact Michelle Stolte via e-mail at mstolte@valmont.com.

COMING NEXT ISSUE



Make sure your pivots never get stuck no matter the field conditions



See how easy it is to convert your Oil Hydraulic to an Electric Drive



Get new insights into the bullish outlook for the crops market from Rich Potteroff, Chief Economist, Doane

Sent compliments of:

