



McBride Office

2071 E. Main Street, McBride, MI 48852

Vassar Office

4802 West Caro Road, Vassar, MI 48768

Battle Creek Office

14265 Beadle Lake Road, Battle Creek, MI 49014

989-762-5028

www.MVI.farm

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THE NEWSLETTER FOR THE MICHIGAN AG INDUSTRY

An analogy that strikes a chord with me today is the relative size of my windshield vs the rear-view mirror in my truck. In life as well as driving, the amount of time spent focusing on each should be approximately equal to the proportional ratio of their respective size differences. It is beneficial to evaluate what we have left behind; however we will not be successful in moving forward if our focus is not directed accordingly. There is a considerable heap of wreckage in the rear view of 2020. We can use that wreckage to help us see our blessings and evaluate our current risks and threats, or it can distract us with political, social, and economic turmoil. If we get distracted, we could miss the opportunities presented with exciting new technologies, skyrocketing soybean prices and strong overall commodities.



Our blessings? We have a loyal team of 35 professionals with almost **450 years** of combined experience. We have the only two Nationally Certified Ag Irrigation Designers in Michigan. We have certified technology advisors, engine experts, sprinkler experts, and electrical professionals. In addition to our people, we have pumps and generators on the shelf, pipe and wire in inventory, and the parts, manpower, and equipment to fix any issue we can encounter. Most importantly, we have a dedicated and loyal basis of fantastic farmers whom we look to serve every day.

Here's to looking forward, and to working with you to turn your opportunities into reality!

JOHN M. MCGEE
PRESIDENT

FAIRBANKS MORSE SHORT-COUPLED TURBINE PUMPS

AN ALTERNATIVE TO THE ABOVE-GROUND CENTRIFUGAL PUMP FOR SUPPLYING CENTER PIVOT IRRIGATION

For applications where surface water is available, the short-coupled turbine pump offers many benefits over the above ground centrifugal. The short-coupled turbine design utilizes a "Pump End or Bowl Set" which is submerged in the water source. The pump end is connected to a drive shaft which is encased in a column and driven by an electric motor which is located on top of the wet well. This configuration eliminates the need to prime, or re-prime the pump – unlike a centrifugal; and aside from occasional adjustments to the packing or maintaining the motor's oil reservoir level; essentially eliminates any maintenance. The short-coupled turbine remains installed during winter without extra precautions, unlike a centrifugal which must be drained to prevent damage from freezing. It is usually more hydraulically efficient, thus lowering the horsepower requirement and electrical operation costs (shown is a picture of a typical short-coupled turbine).



The use of (2) short-coupled turbines were used to solve an irrigation problem at the Karg Farm in Harbor Beach, Michigan. Owner Brian Karg, sought out an irrigation solution to his new land acquisition in 2015 when he added 3 parcels totaling about 160 acres that were sandy with reduced moisture holding capacity. Karg contacted Michigan Valley Irrigation shortly after his land purchase and made this statement: "How can I irrigate this poor land and make it outperform my existing non-irrigated good land?" After assessing Brian's needs, and his available resources, a strategy was developed. Ground water from a well was not an option due to high salt content. The plan involved building a 4.8 acre Reservoir with a 30,000,000 gallon capacity that could be filled mostly in the off season with a 40 Hp High Flow/Low Pressure Lift Pump. The reservoir would then be equipped with a 75 Hp Pressure Pump that would move the water from the reservoir to the three pivot systems.

The source of the water was a seasonal creek that was supplemented by tile drainages from five of Brian's existing farms. Karg stated, "If I can capture and reuse the tile drainage water that might contain residual fertilizer and could flow into the lake; that's a win for the environment as well as our operation".

The reservoir was built, the High Flow Fill pump was installed, and the Pressure Delivery Pump for the Pivots were set into action irrigating the 160 acres of new land. From idea stage to implementation of under 2 years, Karg started to realize his goal of higher productivity. Since the start up in the Spring of 2017, Brian has reported an increase of 10 tons per acre of sugar beets in comparison to his similar quality non-irrigated fields, and yields that are topping his best non irrigated land, thus justifying the project.



When asked of his experience in working with Michigan Valley Irrigation, Karg responded: "The collaboration with MVI has been great. They are a knowledgeable crew that backs up their products with excellent service!"

MVI has been designing and installing irrigation systems involving Fairbanks Morse Short-coupled Turbines for many years.

Karl Felland (KAF Sales) has worked in the Irrigation Industry for over 30 Years, and is the Representative for Pentair Flow Technologies (Fairbanks Morse & Berkeley Pumps).

KARL FELLAND
KAF SALES & MARKETING ASSOC.

DEVELOPING IRRIGATED ACRES

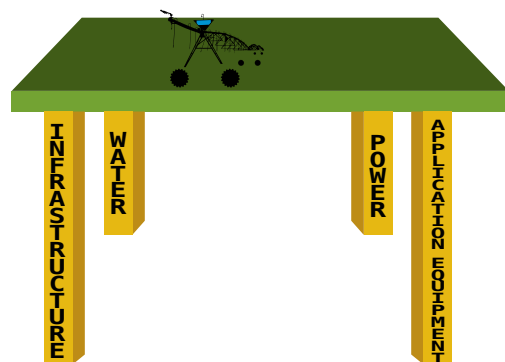
Michigan Valley Irrigation has been leading the way in developing irrigated acres in Michigan for over three decades. Yet it feels like we have only scratched the surface. With developing technologies and an ever-growing demand for more food from fewer acres, we must continue to adapt to serve the needs of our customers and their markets. Weather station input, GPS guidance, variable rate irrigation, continuous movement and remote operation are a few technologies already utilized in mechanized irrigation.



The challenge is that every farm has different needs, and every field is unique. By taking an open-minded approach, we strive to find an optimal solution.

What and where are we irrigating? Crop or crops, soil type, parcel location, public power access, surface or ground water available, possible proximal fields to include, these are a few things we should know. We are not merely selling irrigation equipment but developing irrigated acres on a farm that can have potential returns for fifty or more years. We ask a lot of questions. Do you want an efficiently designed project?

If the desired result is a cost effective, well thought out irrigated area, we must consider the various pieces and strive to match them together to function harmoniously. If you were to think of irrigated acres as a tabletop, it would have four legs supporting it. The four legs would be: a water source, a power source, the connecting infrastructure, and the application equipment.



COMPONENTS OF AN IRRIGATED ACRE:

Water - Surface of Ground? Permission from EGLE over 70 GPM. We can help.

Power - 480V 3 Phase Needed. Direct from the grid, convert single phase, generate. We can help.

Infrastructure - Connect water and power sources to application equipment. Pipe and wire sizing, finding the best path, planning ahead. We can help.

Application Equipment - Efficiently watering your crops. Center pivots, linears, hard hose travelers, fixed guns. We can help select and design the equipment for your fields.

Once we have completed the design process and learned enough about your operation, we can calculate a return on investment (ROI).

An irrigated acre is a long-term investment in your business. It can have a huge impact on the success of your operation. In Michigan we receive enough water nearly every year, but it is seldom delivered when our crops have the greatest demand.

For help getting started developing irrigated acres on your farm, call 989-762-5028.

PETE PHILLIPS
MARKETING

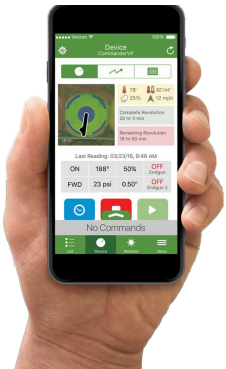
MVI Newsletter Winter Edition 2021



SAVE TIME..... TAKE CONTROL!

STOP DRIVING TO THE PIVOT POINT FOR EVERY COMMAND AND JUST USE YOUR MOBILE DEVICE!

Works on all major pivot brands! Add 5 or more Telemetry units to your existing Pivots and watch your savings grow!



Purchase **5 – 14** Full Control Telemetry Units (Valley Icon X Panel or AgSense Field Commander VP)
Get 3% Telemetry Equipment Discount and 3% off all parts and labor through 10/1/2021

Purchase **15+** Full Control Telemetry Units (Valley Icon X Panel or AgSense Field Commander VP)
Get 7% Telemetry Equipment Discount and 7% off all parts and labor through 10/1/2021

ALL PARTS AND LABOR MEANS ON ALL PIVOTS YOU OWN!

CALL US TODAY TO GET STARTED!
989-762-5028

*Offer Expires 3/31/2021. Connection fee may be required.



Vassar

Phone: 989-673-6741

McBride

Phone: 989-762-5028

Battle Creek

Phone: 269-565-4426



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