

## Fall and Winter Services

### Soil Sampling

#### Soil Fertility

Let us work with you to determine your fertility needs for the upcoming growing season. We have two methods of sampling to meet your needs.

- *Precision Zone Sampling*

We can help you determine application zones for your fields based on current and historic aerial photography and maps of soil types. Soil samples are then pulled from these zones and rates specific to each zone are calculated based on our recommendations for your specific cropping rotation.

- *Composite Sampling*

Similar to Precision Zone Sampling, we develop a customized recommendation for your specific crop rotation based on a composite soil sample from the entire field.

#### Nematode

Nematode Sampling can be done at the same time as Soil Fertility Sampling, or can be done individually. Samples are submitted to be tested for the presence of Columbia Root Knot, Stubby Root, or Cyst (if exporting), and many others if interested in those results.

- *Grid Sampling*

Each field sampled is divided into two acre block for sampling so that a more precise Telone (or other nematicide) application can be made.

- *Quad Sampling*

The field is sampled in quads between 20 and 30 acres, and results are used to determine how to treat the field.

#### Disease Sampling

- *Powdery Scab*

Soil samples are taken along side fertility and nematode samples, or taken individually.

Samples are then sent off to determine severity of powdery scab levels. Results are then used to determine the best location for light vs. dark skinned varieties for the coming growing season.

### System Testing, Design, and Water Rights

#### Full Pump Testing

If doing any system work this fall, get your system tested to find the new flow, well capacity, and motor loads to maximize system efficiencies.

#### Flow Meter Certification

Just because the growing season is coming to a close doesn't mean your wells can no longer be red-tagged. Be sure to check the date of your last Totalizing Flow Meter certification and let us help you get your paperwork up to date.

#### System Re-Nozzling

We can optimize your system by running a new nozzling chart, and we have new nozzles available for retail. Whether it be nozzling back, or increasing allowed flow, we can work with you to try and achieve your goals for next season based on your system's capabilities.

#### Water Rights

Our engineers can help you determine a historic consumptive water use and other details to help you figure if you are currently within legal means, or if you have plans to modify your current setup.

### Harvest and Storage Management

#### Bruise Sampling

Samples are initially taken from the line and heated to speed up bruise development. A bruise evaluation is then done to determine bruise levels. If levels are too high, samples can be pulled from earlier in the process (from trucks, harvest machinery, etc.) to help eliminate bruise formation in the harvest process. A Smart Spud can also be run through the harvest process to determine where the highest likelihood of bruise formation is.

#### Storage Management

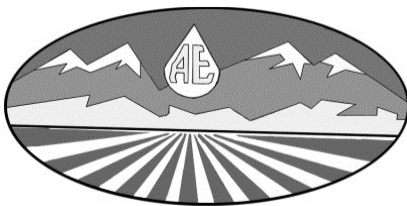
Proper storage of potatoes can be just as important as in-season management. Temperature and humidity must be carefully maintained during storage, and careful monitoring of cool down is also vital. Agro's storage services include monitoring of cool down and weekly checks to help keep potatoes in prime condition.

## Introductions

Star (Gallegos) Quintana is a native to Colorado and the San Luis Valley. Raised in South Fork, she graduated from Del Norte High School in 1998. During her senior year, Star met her high school sweetheart and future husband, Daniel. Pursuing her education took Star to Adam State University and then outside the Valley to Las Vegas, NV. Here, after a few sleepless nights, she earned a degree in Information Technology and married Daniel. Knowing Las Vegas was not a place to raise her family, they decided to move back to Colorado Springs, CO and brought 3 beautiful boys into the world, Seth now 10, Ethan who is 9, and the youngest Jonathan is 7 going on 27.

Star is a loving Mom who believes in family and through her strong work ethic, she shines as a true role model. Star is always setting a good example for her children. Volunteering at school in Seattle and Alamosa, her children know education is fundamental to their success in life.

After being away from the Valley for 14 years, Star and her family decided this was the right place for their boys to grow up and returned home. Star is aware Nancy left really big shoes to fill as the Office Manager. And even though Nancy can never truly be replaced, Star is excited for the opportunity to earn her place in the organization.



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