

# The **Ampac**Impact

February 2004

A Quarterly News Publication

## A New Face at Ampac

By Aaron Kuenzi

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Ampac Seed Company is proud to introduce Scott Rushe as our new sales representative for the NE and the Mid-Atlantic region. Scott is a graduate of Penn State University with a major in Agronomy.



Scott Rushe is Ampac's new Northeast and Mid-Atlantic sales rep.

Previous to joining Ampac Scott held the position of Superintendent at the Penn State Golf Courses for nearly 10 years. After leaving Penn State, he worked in the seed industry for the last 4 years establishing and supporting distributor and dealer networks in the Northeast. Scott has an extensive background in turfgrass and has also worked with improved forages. Scott will be working closely with the rest of us at Ampac to continue to strengthen Ampac's turf product line. We are excited to have to Scott on our team as we continue to move forward at Ampac. We appreciate the loyal customers we have and know that Scott will do a great job supporting our NE and Mid-Atlantic customers.

## Aaron Kuenzi Named Ampac GM/CEO

Ampac Seed Company is pleased to announce Aaron Kuenzi as its GM/CEO. "Ampac has a tremendous heritage to uphold; I want to do that plus take us to the next level" states Kuenzi. Owner George Pugh selected Aaron "because of his integrity, honesty, and ability to see and integrate the vision that my family has for Ampac." Pugh further states "Aaron comes from a family farm and

because of that understands how Ampac wants to treat our seed producers; he also has wonderful people and organizational skills that set him apart when we interviewed folks for this position.” Kuenzi realizes the responsibility is great but is “excited for the opportunity” to better serve Ampac and its customers.



Aaron Kuenzi is Ampac's new General Manager.

## Dave's Corner

Times are busy as usual! We are very blessed to have customers like you who allow Ampac Seed Company to sell you seed and give you service. I am also very thankful that Scott Rushe is now on board to cover the Mid-Atlantic and NE regions for Ampac. Scott has “hit the ground running” and brings a good level of expertise to our turf division. Scott brings a great work ethic to the job that I already appreciate.

### **WORK WITH BRASSICAS**

We are working with The University of Illinois Extension on our Perfect Fit™ Forage Brassicas. From this work we have found some interesting information that may help you as you sell more Appin

## Dave's Corner

Forage Turnips and Pasja Hybrid Brassica. This article provides just a few keys that we find for successful plantings and grazings. A full article will come in the April 2004 Ampac Impact.

- 1) Plan ahead: The producer should have a plan of where and how he is going to use his brassicas. For instance, if a farmer is sowing brassicas after corn then he needs to not use more than 1# Atrazine/acre. He could also use an earlier season corn; harvest it a week or so earlier, then have more grazing season on his brassicas.
- 2) Prepare a good seed bed when possible: A good seed bed with good weed control provides the best opportunity for a good stands and success.
- 3) Fertilize the brassicas: Brassicas are luxury consumers of Nitrogen and Phosphorous. Even reasonable production requires that they must be fertilized with N and P. I saw yields of nearly 10 tons per acre on Pasja and on Appin in 2003; I also saw yields of less than 2 tons; the difference was fertility and proper grazing techniques.
- 4) Properly Graze the brassicas: Ampac's Perfect Fit™ Forage Brassicas were bred for multiple grazings. If a producer leaves approximately 4” of growth in the field he will get faster and substantially more regrowth for subsequent grazings. Where the brassicas are “grazed into the

## Dave's Corner

- ground" little to no regrowth will occur; however, where 4" or so is left I have seen as much as 18" regrowth in 10 days (with good moisture and where properly fertilized).
- 5) Select the right forage brassica variety: This point can mean the difference between satisfaction and frustration. If the producer wants just one grazing and lots of bulb yield from a late summer seeding then possibly purple top turnips are okay for him. If the producer wants multiple grazings and high forage yields then he wants to consider Appin turnips and/or Pasja hybrid brassicas. I saw producers with lots of bulbs on top of the ground and no tops left to graze this last summer as their neighbors were working on their 3rd -4th grazing of their Appin turnips or 6th grazing of Pasja. Asking what the producer is looking for will help you know what products will work best for him.

More details will come in the next Ampac Impact but these steps will help you on helping your accounts have successful sowings of brassicas.

Thanks to Welter Seed and Honey for securing the Attention testimony from their customers. We are proud of how Attention is performing across the country. We have had several folks see the same thing as these gentlemen saw in Iowa.

Also, many thanks go to my wife Sally for the gift of our 7th child; Edward Buntain Robison, born Dec 18, 2003. Have a great spring!

### Attention Testimony



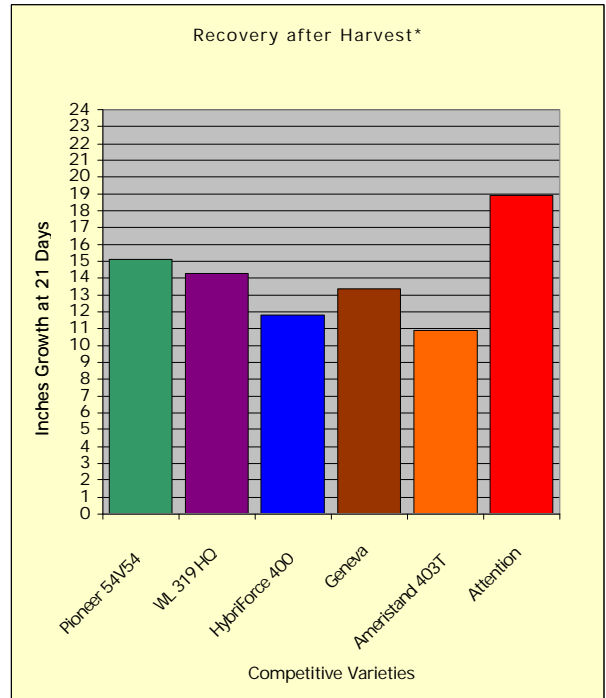
**Planted:** 14 acres the 1<sup>st</sup> week of April, 2003 18 lbs of **Attention Alfalfa** with 4 bushel of Oats  
**1<sup>st</sup> crop:** chopped for silage on May 27<sup>th</sup> and used for heifer feed  
**2<sup>nd</sup> crop:** round baled 30 days later  
**3<sup>rd</sup> crop:** made big square bales last week of July and made 52 bales weighing 850 lbs each  
**4<sup>th</sup> crop:** made big square bales last week of August and made 42 bales weighing 850 lbs each (I was very impressed with the yield even with no rain in August.)

# Dave's Corner

*“The regrowth was phenomenal on the Attention Alfalfa; it was hard to believe that it could grow back that fast, even in the drought it never stopped growing. I’ve never seen a prettier alfalfa field. The Attention was fine stemmed, soft, and dark green. The neighbors were impressed and asked me what kind of alfalfa I planted. I used to plant Pioneer and could never get more than 3 crops. With the Attention I got 4 crops and I could have taken a 5<sup>th</sup> crop in late September. The feed test proves it has excellent quality over Pioneer 5454.”*

Duane Hunt

Earlville, Iowa



Attention's *faster recovery* provides 4-5 inches of extra growth 21 days after each harvest!

## Feed Value Report Duane Hunt's Alfalfa

### Attention Alfalfa

4<sup>th</sup> cutting

Crude Protein: 24.38%

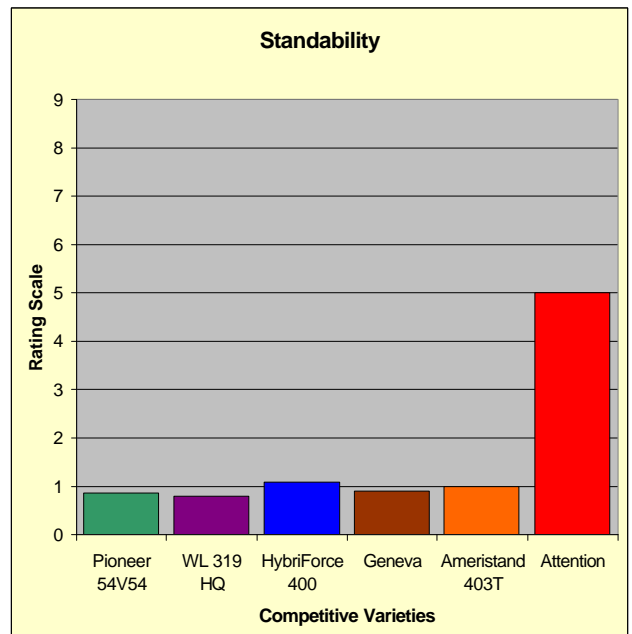
ADF	29.37
NDF	39.23
TDN	65.65
RFV	156.61

### Pioneer 5454 Alfalfa

4<sup>th</sup> cutting

Crude Protein: 20.11%

ADF	32.12
NDF	41.61
TDN	62.39
RFV	142.62



Attention's greatly *improved standability* means you leave very little alfalfa in the field!

# Forages for the Future

## **Ohio State researchers are working with grazers and seed suppliers to test the performance of modern forage species.**

By Gail C. Keck,  
Contributing Editor, Ohio Farmer

*(This article was printed in the Jan 2003 issue of The Ohio Farmer and is reprinted with permission)*

When farmers pick corn hybrids, they look for better performance every year, but when they plant forages in a pasture, they often go for the tried and true. Those familiar, decades-old forage varieties aren't always the best choice, though, especially for pastures intensively managed for rotational grazing. To give producers more information on new forage options, Ohio State researchers have started a four-year study to evaluate new forage species as well as methods of establishing the crops. "Our main goal is to test new forages that have become available," explains Dave Barker, assistant professor of Horticulture and Crop Science at the Ohio State University.

The researchers are working with dairy producers Bill Dix and Stacy Hall and with AMPAC Seed Company to test the real-world performance of different forages and production practices. They selected forages and practices for the test plots based on previous research done in the lab or on small plots, Barker says. "We tried to pick the treatments we feel are most likely to succeed."

Work on the test plots started last spring on Dix and Hall's Meigs County dairy farm. The test site, like many southern Ohio farms, has rolling terrain, which will

allow researchers to compare the effect of terrain on forage performance, explains Barker. For instance, they can compare performance on flat areas to performance on slopes that face toward the sun and on slopes that face away from the sun.

The project includes 20 acres of replicated test plots comparing 20 different forage treatments. One set of plots compares 10 different varieties and seed mixtures including several traditional cultivars as well as a new orchard grass developed for grazing (Tekapo), a white clover with genetics from both New Zealand and Wisconsin (Kopu-II), and several new ryegrasses (table 1). They're hoping to identify ryegrass varieties that offer high forage quality as well as high production and persistency, Barker notes.

Another test site compares mixtures of Endura Kura clover with five different companion grass species or mixtures (table 2). In addition to testing Endura with different companion grasses, researchers are comparing spring sowing and autumn sowing. They are also testing the effect of added nitrogen at sowing.

Kura clovers with "SuperBug" rhizobia are very efficient at fixing nitrogen, explains Barker, but they can be difficult to establish. "We're looking for ways to get on the fast track for establishment," he says. Once established, Kura Clover tends to be very hardy, he adds. "We know it will work, it's just a matter of getting it established."

# Forages for the Future

In addition to testing the individual performance of the improved forage varieties and species, researchers will be

testing the compatibility of the forages when they are planted as mixtures,

Barker adds. “I’m quite interested in how different species mix and combine.”

Several of the varieties and species included in the study are already performing successfully on Ohio farms, but most of the on-farm performance information available is based on hay production, not grazing, notes Dave Robison, mid-western agronomist for AMPAC Seed Company. “Our purpose here was to work with folks really involved in rotational grazing.”

The Kentucky 31 tall fescue widely used in southern Ohio does not give farmers the performance they need to maximize profits, Robison says. He is particularly excited about the potential of Kura clover in Ohio. It has performed well in other parts of the Midwest, but it has not yet been widely used so far south. “We’re trying to find its southern border.”

Many previous forage studies focused on productivity, but palatability is also important, he adds. “We are looking at what cattle are going to eat.”

Although seed for improved forages might be more expensive, producers should consider the longevity when they compare seed costs, Robison adds. For instance, seed for traditional medium red clover might be half the price of seed for an improved variety, but the traditional variety would have to be replanted sooner. “It costs a lot of money to plant cheap seed,” he says.

Of course improved forage varieties will not perform to their potential without improved management, Robison says. In fact, older varieties might perform just as well as improved varieties under poor management. To get the most out of any pasture, producers must properly manage soil fertility and the rotation of livestock through pastures, he stresses.

Ultimately, finding better performing forages for grazing could help improve farm profitability, particularly in Appalachia, notes Barker. Keeping highly erodible fields in permanent pasture can also reduce soil loss from erosion and improve water quality.

For more information on the forages in the study, contact Robison at [dave@ampacseed.com](mailto:dave@ampacseed.com)

**Table 1** Experiment 1 South-east site – Ryegrass-clover mixtures  
Planting treatments and sowing rates (lb/ac)

#	Treatment
1	Jumbo (3.4 lb/ac), StarFire (5.7 lb/ac), grass mix* (35.7 lb/ac)
2	Kopu-II (3.4 lb/ac), StarFire (5.7 lb/ac), grass mix* (35.7 lb/ac)
3	Jumbo (6 lb/ac) grass mix* (35.7 lb/ac)
4	Kopu-II (6 lb/ac), grass mix* (35.7 lb/ac)
5	Maverick Gold (53.4 lb/ac)
6	Duo (52.3 lb/ac)
7	Tekapo (21.2 lb/ac)
8	Quartet (41.7 lb/ac)
9	Tonga (53.5 lb/ac)
10	Virginia Mix (48.8)

# Forages for the Future

\*33% Quartet (11.7 lb/ac), 23% Maverick Gold (8.2 lb/ac), 11% Tekapo (4.1 lb/ac), 33% Duo (11.7 lb/ac)

Planting treatments, sowing rates (lb/ac) and total seed used (in parenthesis); in factorial combination with two spring nitrogen treatments (0 vs 50 lb N/ac in May 2002, 1 month after sowing) and two planting dates (spring, 18 April 2002 vs fall, 19 September 2002); 0.3-0.4 acre plots.

**Table 2** Experiment 2 North-west site – Grasses planted with Kura clover

	Grass Species	Spring sowing rate <sup>1</sup>	Autumn sowing rate <sup>1</sup>
1	Duo festulolium	7.1 lb/ac (5.4 lb)	18.8 lb/ac (14.3 lb)
2	Tekapo orchardgrass	3.6 lb/ac (2.7 lb)	23.9 lb/ac (18.2 lb)
3	Quartet perennial ryegrass	7.8 lb/ac (5.9 lb)	14.7 lb/ac (11.2 lb)
4	Bronson tall fescue	5.7 lb/ac (4.3 lb)	16.1 lb/ac (12.2 lb)
5	“Virginia Mix” (excluding legumes) Tekapo (20%), Quartet (40%), Duo 40%)	6.3 lb/ac (4.6 lb)	33.2 lb/ac (25.2 lb)

<sup>1</sup>low sowing rate for grasses aimed to minimize competition against Kura, relatively uneven differences between grasses species in fall resulted from inconsistent flow through drill

## Thank You

I want to take this opportunity to thank all of you for your words of encouragement and support as I begin as AMPAC’s new General Manager. Two of my biggest concerns with accepting this position were one, how our customers would respond and two, how my fellow co-workers would react. It has been comforting to know that both support George’s decision. I appreciate the positive feedback from all of our customers and the offering of support from other Oregon seed companies.

AMPAC has a great group of employees working for it and with their help we can face the challenges that lie ahead. I look forward to serving and meeting the needs of all of you for many years to come.

Thank you,

Aaron Kuenzi  
aaron@ampacseed.com

# Production Photos



Third year perennial ryegrass fields near Salem, Or.  
Notice the thin and unhealthy looking stands. This is typical of a third year old stand especially after the stressful summer and fall we had.



Second year perennial ryegrass field near Salem, Or.  
Notice how full and thick this stand looks. This is typical of a second year field.



First year perennial ryegrass fields near Salem, Or.  
Because of the unfavorable weather this fall most first year fields have yet to show a lot of growth.

These pictures were taken on February 7, 2004