



AGVISE

LABORATORIES

Timely Information for Agriculture

Fall 2026

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NORTHERN NOTES

High fertilizer prices continue to weigh heavily on farmers' minds and budgets. Looking back, we have been talking about high phosphorus fertilizer prices for at least four or five years, and farmers have had to make tough decisions in the meantime about the best phosphorus fertilization strategies and economics on their farms.

The first reaction to high prices is to cut back fertilizer rates. It is important to know where you can actually cut back on fertilizer without jeopardizing crop yield and profitability. Current soil test data remains the best way to identify the fields where you can reduce fertilizer rates and also identify which fields may still need more fertilizer to improve crop yield and profitability. This soil test data becomes more powerful with grid or zone soil sampling, enabling you to optimize fertilizer dollars on each acre with variable-rate fertilization.



JOHN BREKER
SOIL SCIENTIST,
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Beyond fertilizer rates, you can also implement stackable strategies like placement and timing that help improve fertilizer availability where and when it is most needed. For small grains and canola, it is common to place phosphorus fertilizer with or near the seed at planting (keeping rates at or below the seed safety limit, of course). This concentrated band of fertilizer helps reduce P fixation reactions in soil and provides starter fertilizer to promote early plant growth and root development in cool soils.

In corn-soybean systems, we are seeing more farmers transition to loading the entire P and K application for the two-year rotation right before corn. This has been a common strategy in the traditional corn-soybean regions to the south, but it is now starting to take hold in the northern region too. Between corn and soybean, the corn crop is generally more responsive to P and K, so you can take advantage of the greater P and K fertilizer rate and availability applied for the corn year. It also saves the additional fertilizer application expense on the soybean year.

AGVISE Soil Fertility Seminar Dates are Set for 2027

The AGVISE Soil Fertility Seminar dates are set for 2027. These seminars cover soil fertility and plant nutrition topics along with other issues that currently challenge our region. You will not want to miss the great program lineup, so mark your calendar now! More details and registration will be sent in November.

Date	Location
January 5	Willmar, MN
January 6	Watertown, SD
January 7	Grand Forks, ND
March 9	Portage la Prairie, MB
March 11	Regina, SK

Fall Special: Hydraulic Soil Sampling Kit (24 inch)

AGVISE Laboratories is offering a fall special on the first 50 Hydraulic Soil Sampling Kits (24 inch) sold this fall. You will receive \$200 credit on soil analysis for each kit purchased. The Hydraulic Soil Sampling Kit (24 inch) is priced at \$3,400.00 USD. The kit includes a 12VDC electric-hydraulic pump, 30-inch hydraulic



cylinder and mounting channel, two stainless steel soil probes (solid and slotted), two heavy-duty (HD) soil probes (solid and slotted), and a complete set of 5/8-inch, 3/4-inch, and wet-

style tips for each soil probe type. The HD soil probe is ideal on hard, compacted, or frozen soils. You can view details of the Hydraulic Soil Sampling Kit (24 inch) on our website: <https://www.agvise.com/product/hydraulic-soil-sampling-kit/>

If you need to collect deep soil samples for deep-rooted crops like sugar beet and sunflower, we also have a 42-inch telescoping hydraulic cylinder system, which can be outfitted with an 8-HP Honda gas-powered hydraulic pump or large-capacity 12VDC electric-hydraulic pump. Please call for details on the 42-inch soil sampling systems.

AGVISOR - New Enhancements for Fall 2026

Last year, we launched an updated AGVISOR online portal, which was a complete program rewrite and framework upgrade to the way you submit samples and retrieve data. The new portal also allows us to release new features and enhancements more easily than in the past. Here are some new features available for the Fall 2026 soil sampling season.

Select Soil Test Phosphorus Method (Bray or Olsen) in Online Submission

Do you have some customers who always want Bray P on some fields, then Olsen P on other fields? You now can select the soil test phosphorus method right in AGVISOR. In the “Sample Information” section on the submission page, you can choose Default, Olsen P, Bray P, Olsen & Bray P (both methods). The Default method is the standard method saved in your customer account file. The Default method can also be customized with different soil pH triggers, where we run specific soil test phosphorus methods at specific soil pH criteria. (e.g., run Olsen P if pH > 7).

Allow Page Breaks Between Fields When Printing Barcode Labels

When printing barcode labels, you can now insert page breaks between fields, allowing each new field to print on its own label sheet. This is particularly helpful when printing batches of grid/zone soil sample labels, and you want to keep all the printed label sheets separate for each field (no carrying over from one page to the next). This will help keep your field sheets more organized. You can toggle the Page Break feature on/off on the Submission History and Print Barcode Label page.

Bulk Edit Soil Test Reports—Date Sampled, Previous Crop, Crop Choice, Yield Goal, and Fertilizer Guideline

You can now edit and make quick changes to multiple soil test reports at once! Small edits like crop choice and yield goals can be edited with the “Bulk Edit” button, allowing you to apply these changes to multiple fields or grid/zones at the same time.

Export All CSV Available Across Multiple Accounts

The Export All CSV is a handy tool for exporting large amounts of data by year and grower at one time and with one click. For combined billing accounts, you can now select multiple accounts at once and export all data from the main parent account. This does require parent-child account setup in AGVISOR; please contact us about linking accounts and parent-child account access.

New Printed Reports in the Mail

Goodbye, dot-matrix printers and scroll-feed reports! For customers receiving reports in the mail, your printed soil test reports will now match the AGVISOR online reports. This means that the FSA field maps added in AGVISOR will also appear on the printed reports, along with customized company logos, customized nitrogen fertilizer factors, and other customized report settings.



Poster and Post Cards Promote Soil Testing

Each year, AGVISE provides our customers with free postcard mailers to promote soil testing for the producers they serve. The postcards help direct their producers' attention to soil testing right after harvest begins, which gets the soil testing season started on time. Customers who use the postcards tell us the postcards help them start soil testing earlier and ultimately get more soil testing done.

We can customize your postcard message so you can tell producers exactly what you want! Here is an example of what one customer had us print on her postcards last year.

“Call our agronomy staff today to sign up for soil testing (555-123-4567). Soil testing is the first step towards a profitable crop in 2027!”

Once you receive your customized postcards, all you have to do is put the producer's name and address on the postcard, add a stamp, and put them in the mail. The postcards also fit into most statement envelopes. If you want some personalized postcards to send to your producers at no charge, please call our Northwood office (701-587-6010) and ask for Mia. She will ask what you want printed on the postcard and how many postcards you want.

We also have a new colorful poster that promotes soil testing. It is an attractive addition to any agronomist's or consultant's office saying “Unlock the Science in Your Soil.” If you want us to send you a new poster, please contact our Northwood, ND office at 701-587-6010.



Updated Fertilizer Guidelines in AGVISOR

Corn MRTN Guidelines (Corn Grain NP/CP = 0.1, 0.15, 0.2)

In 2025, the University of Minnesota released adjustments to the Maximum Return to Nitrogen (MRTN) fertilizer guidelines for grain corn. For the Nitrogen Price/Crop Price ratios at 0.10, 0.15, 0.20, the nitrogen rates have been increased to 185, 165, 155 lb/acre N. The MRTN fertilizer rates do not utilize a crop yield goal, but instead operate on an economic optimum nitrogen rate using the nitrogen fertilizer and crop prices.

Sugar Beet 130/100 N

The optimum nitrogen rate for sugar beet in the Red River Valley growing area (including American Crystal Sugar Company and Minn-Dak Farmers Cooperative) is 130 lb/acre N in the 0-4 ft soil profile, or 100 lb/acre N in the 0-2 ft soil profile; the nitrogen guidelines remain unchanged. The AGVISE guidelines for phosphorus and potassium, however, have been adjusted to account for increased P and K

removal for modern sugar beet production at 30 ton/acre. This change affects the Broadcast, Broadcast/Maintenance, Band, and Band/Maintenance fertilizer guideline options, which are designed to manage soil test P and K in the high and medium soil test ranges, respectively.

The University guideline for Sugar Beet 130/100 N continues to match the University of Minnesota and North Dakota State University guidelines for phosphorus and potassium.

Sugar Beet 160/130 N

In June 2026, the Southern Minnesota Beet Sugar Cooperative (SMBSC) released adjustments to their nitrogen fertilizer rates for sugar beet following field corn. The optimum nitrogen rate for sugar beet in the southern Minnesota growing area (including SMBSC) is 160 lb/acre N in the 0-4 ft soil profile, or 130 lb/acre N in the 0-2 ft soil profile. The phosphorus and potassium fertilizer guidelines remain unchanged.

Continued on Page 4

Fertilizer Guidelines, Continued

Garden-Flower (Cut)

A new crop option for home gardeners and small-acreage producers is available for cut flower production. Cut flower production for floral arrangements and farmers markets has become popular in recent years. These fertilizer guidelines are intended for high-yielding flower production

with notable phosphorus and potassium removal in flowers, stems, and leaves harvested for sale. This additional crop option complements other horticultural options like “Garden-Vegetable” and “Grass-Lawn” for homeowners, small-scale fruit and vegetable producers, and turfgrass professionals.

USDA-NRCS CEMA 216: A Cost-sharing Program for Soil Health Testing

In January 2026, the USDA-NRCS released an update to their Conservation Evaluation and Monitoring Activity (CEMA) 216 – Soil Health Testing. The CEMA 216 program has special soil health testing requirements that AGVISE Laboratories is able and prepared to provide to our clients. The CEMA 216 program requires water-stable aggregate (WSA) classes, WSA sand correction, total organic carbon, permanganate-oxidizable carbon (POXC), 24-h CO₂ respiration, autoclave citrate-extractable (ACE) protein, soil pH, and soil texture. The soil sample collection also requires special instructions and submission forms, which you can find on the AGVISE website at Resources >> Forms & Guides. If you have

any questions about soil sample collection and submission for CEMA 216, please contact AGVISE before you collect and ship the soil samples. This is a more complex program than previous USDA-NRCS soil health testing programs, so please do not hesitate to ask for instructions. If the soil samples are collected improperly, you will need to go back to the field and recollect them.

Contact your local USDA-NRCS office for more details on CEMA 216, program eligibility, and sign-ups. AGVISE Laboratories also meets the CEMA 216 requirement to choose a laboratory certified through the Performance Assessment Program (PAP) from the North American Proficiency Testing (NAPT) Program.

SOUTHERN TRENDS



DR. BRENT JAENISCH
AGRONOMIST, CCA

Wow, what a growing season! The year started cool and dry in May, but temperatures really started to heat up in June and July. The Benson, MN area had 10 straight days with temperatures above 90 °F. It was the longest consecutive streak of days above 90 °F since 1948 and the third longest on record. This most recent temperature anomaly was only beaten by July 1936 (14 consecutive days) and July 1948 (11 consecutive days). Unfortunately, that was not the end of hot weather, and the heat returned a few days later with heat indexes reaching between 102 °F and 112 °F (not good for people, plants, or livestock). Overall, the crop looks surprisingly good considering the high temperatures. It just amazes me what a year can do. After below-average crop yields around Benson, MN area last year, we should hope the 2026 crop yields will be better.

Soybean iron deficiency chlorosis (IDC) continues to plague parts of western Minnesota. You will often see soybean IDC symptoms appear after cool and wet weather, but we also saw it after some cool and dry periods in May. The soybean IDC hotspots often occur on landscape positions with moderate to poor drainage and soils with high carbonate and salinity. High residual nitrate-N can also make soybean IDC worse, so take an extra careful look at fields that had higher soil nitrate-N than normal.

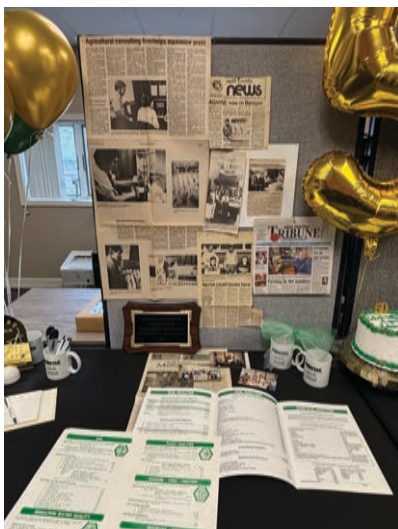
AGVISE 50th Anniversary Celebrations



Benson Open House on April 14. We had a fun reunion celebration with customers and community members, along with current and retired AGVISE employees.



Northwood Open House on July 21. We hosted a cookout during the Northwood “Old Fashioned Saturday” week for customers and community members with grilled hamburgers and hot dogs for everyone.





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■ PRESIDENT'S CORNER



CINDY EVENSON
PRESIDENT
AGRONOMIST, CCA

I want to thank everyone who attended one of the 50th anniversary open houses or, in some other way, helped us celebrate 50 years in business since 1976. We had a great time visiting with customers, community members, and past employees at these events. I always enjoy stories about the “early years” from past employees and customers. It is always enlightening to reflect on what has changed and what remained the same. From the beginning, AGVISE has always been committed to providing quality results and superior service to our customers, and we strive every day to continue that tradition.

As part of our service-driven culture, our laboratories are continually upgrading equipment and adding services to meet the needs of our customers. This summer, the Benson laboratory added additional soil storage capacity, which will give our customers a 3-week timeframe for additional analysis requests before soil samples must be discarded. The Northwood laboratory added potato sugar and chip/fry color testing capabilities to assess quality for processors. Interesting fact—AGVISE offered chip/fry color testing in the early days, then demand diminished, so we discontinued the service. It is funny how some things really do come full circle!

AGVISE Laboratories is ready and equipped for the fall soil testing season. We look forward to another season of providing you with quality results and superior service for your business. I hope you have a safe and successful fall harvest and soil sampling season ahead!