



NAME: Erika Wagner

Title: Climate Choice Business Development Manager (previously Agronomy Solutions Manager)

Company: Yara North America

Location: Boise, Idaho, but covering all North America

Hometown: McKean, Pennsylvania, just south of Erie

Years in Present Position: Eight months, and with Yara for five years

Previous Employment: JR Simplot Company as an agronomist on the Innate potato program, and Azotic Technologies as an agronomist trialing a biological nitrogen fixation product

Schooling: Bachelor of Science in molecular biology from Lehigh University, and a master's degree in agronomy from Penn State University

Activities/Organizations: Vice chair of the Executive Committee of the Potato Sustainability Alliance

Hobbies: Skiing, camping, hiking, and mountain biking, as well as traveling around North America and visiting with potato growers in the field to learn about how they grow potatoes, the challenges they face, and the creative solutions they come up with to solve their largest challenges

8 BC'T July

INTERVIEW

ERIKA WAGNER, Climate Choice Business Development Manager, Yara North America

By Joe Kertzman, managing editor, Badger Common'Tater

With an ambitious corporate mission of responsibly feeding the world and protecting the planet, Yara North America offers crop nutrition solutions and industrial products, specializing in complete crop nutrition solutions.

The company focuses on delivering sustainable solutions that enhance crop yields while reducing the environmental impact.

Products include YaraBela™, premium nitrates that provide a fast response to nitrogen needs, YaraLiva™ calcium nitrate, a nitrate-nitrogen product line that offers available nitrogen and 100 percent soluble calcium, YaraVita™ foliar nutrition and micronutrient coatings, and YaraAmplix Biostimulants™ designed to improve nutrient use efficiency.

With Yara International being a global crop nutrition and industrial solutions company based in Norway, Yara North America, established in 1946,

is headquartered in Tampa, Florida.

Erika Wagner, the Climate Choice business development manager and previous agronomy solutions manager for Yara North America, is herself based in Boise, Idaho, but works with growers across North America.

Erika, how long have you been with Yara, and what does your position primarily entail? I have been with

Above: In her role as Yara North America's Climate Choice business development manager, Erika Wagner works with growers, agronomists, and the food chain across North America in developing crop nutrition solutions that help growers produce high-yielding, high-quality crops like potatoes.



Yara for five years as an agronomist but have been in my current position as a Climate Choice business development manager for eight months.

In my role, I work with growers, agronomists, and the food chain across North America in developing crop nutrition solutions that help growers produce high-yielding, high-quality crops while improving nutrient use efficiency, reducing greenhouse gas emissions, and responding to in-season stresses.

I also work with our Yara Climate Choice fertilizer products that use either carbon capture and storage (CCS) or renewable energy to reduce the greenhouse gas emissions at the point of manufacturing.

These products can be a very effective tool to reduce greenhouse gas emissions on the potato and vegetable acre.

Can you describe some current projects, trials, or research areas?

Currently, I am working on potato, corn, and malt barley projects in the United States and Canada.

In each project, my goal is to help growers improve nitrogen use efficiency and, in turn, reduce nitrogen losses by following the 4 R's (right source, right rate, right

time, and right place) and using a very predictable and efficient source of nitrogen—YaraLiva calcium nitrate.

This not only helps with efficiency and return on investment, if the nitrogen put out ends up in the crop at harvest, but it also helps reduce greenhouse gas emissions on the acre as nitrogen fertilizer is one of the largest contributors to greenhouse gas emissions in agriculture.

In working with potato growers, we have also been able to improve

Above: The Yara Incubator Farm in Idaho's Snake River Valley is managed by the agronomy team who evaluate crop nutrition solutions in commercial potato production. The farm allows the agronomists to test solutions under real-world conditions and measure their impact on crop performance, yield, quality, storability, and return on investment for growers.

crop quality, pack out, and quality of tubers coming out of storage by feeding the crop with soluble and available calcium using YaraLiva calcium nitrate.

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We also work with potato growers to help respond to unexpected in-season stresses, whether it's heat, smoke, cold, insect and disease pressure, or water stress. Growers see it all, and crop nutrition is an underutilized tool to have in the

toolbox to help the crop withstand stress and recover.

As a global crop nutrition company, how can Yara help Wisconsin potato and vegetable growers? Because Yara is a global crop nutrition company,

we can pull from our knowledge base and crop nutrition experts around the world to create novel products and solutions for all major globally produced crops.

Pairing this global resource with the expertise of our local team on the ground in Wisconsin allows us to create prescriptive solutions that are tailored for local challenges and conditions but are based in years of agronomic and formulations expertise.

When we look at the Wisconsin potato and vegetable market, we know that, along with crop yield and quality, nutrient and water use efficiency are exceedingly important.

Yara offers growers balanced,



Yara Crop Solutions Agronomist Florencia Irigoyen, who manages the Snake River Valley Incubator Farm, is shown holding a potato sample she dug, and in front of a tank holding YaraLiva™ calcium nitrate, a nitrate-nitrogen product that offers available nitrogen and 100 percent soluble calcium.



Above: Burbank potato plants flower and eventually produce tubers at the Yara Incubator Farm in the Snake River Valley of Idaho. Hosted by Driscoll Brothers and Joey Wallace, a grower in Jerome, Idaho, the incubator farm is placed in a grower's field of potatoes each year, and its scale allows agronomists to pressure test Yara solutions in a commercial and realistic environment, all the way from planting through the growing season, at harvest, and during the storage period.



Above: Grower standard potatoes are shown at left in comparison to those treated using Yara crop nutrition solutions (right) on the Snake River Valley Incubator Farm.

prescriptive, and efficient crop nutrition solutions that positively impact the agronomic, economic, and financial components of their business.

What products and services can Yara provide to help growers increase crop quality and yield?

YaraLiva calcium nitrate products provide predictable and immediately available nitrate-nitrogen paired with soluble and available calcium.

Most crops prefer nitrate-nitrogen because it is immediately available for uptake. Spoon-feeding a crop with predictable nitrate-nitrogen can be highly efficient, ensuring that the nitrogen being applied is taken up by the crop and not lost.

In addition, YaraLiva calcium nitrate provides soluble calcium, which is important for cell wall strength and improves potato and vegetable quality at the point of harvest and coming out of storage.

The YaraVita portfolio features high-quality micronutrient foliar and fertilizer coating solutions. One foliar

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– Erika Wagner

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Interview . . .

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Shown during potato harvest, Yara Climate Choice Business Development Manager Erika Wagner works in collaboration with the company's Idaho team on the Snake River Valley Incubator Farm.

product that we often use in potatoes is YaraVita Solatre[™], which includes phosphate, potassium, calcium, zinc and manganese to support tuber numbers, quality and size.

From the field level, what are you doing to help growers? Working with growers is one of the best parts of my job. I work with many growers across the United States and Canada to learn about their pain points and challenges, identify ways to use

crop nutrition as a solution to those challenges, and follow the crop throughout the season to see if the solutions we develop are successful.

In agronomy, you can never predict the year you're going to have, so we don't always hit a home run on the first try, but we learn something every year and usually find a good solution at the end of the day.

Crop nutrition can seem black

and white, but when you combine nutrient management principles with regional variability in weather, soil, crops, varieties, and specific regional challenges, it's rare that any two solutions look exactly alike.

How many people are on your team, and how's the growing season going?

I work with every agronomist, scientist, and sales team member in Yara North America. My focus on potato and food crops produced for the value chain means that my work touches every state and many Canadian provinces.

I collaborate with our local Idaho team where Yara has their Snake River Valley Incubator Farm, which is focused on nutrient management solutions on the processing potato acre, and many other collaborations in potato across southern Idaho.

The growing season in Idaho got off to a slow start with a cold spring and late frost, but in the past couple of weeks, things have really taken off, and the crop has jumped out of the ground.

However, much of our water for irrigation in Idaho depends on good snow over the winter and we had a very warm and dry winter, so water



Agronomist Florencia Irigoyen conducts soil sampling (left) and Erika Wagner samples plants (right) on the Yara Snake River Valley Incubator Farm.

is on everyone's mind going into the heat of the summer.

In the Midwest, the season got off to a slow start with rain, snow, cold weather, and even a few tornadoes. Things are starting to warm up now and most of the potatoes are planted and out of the ground.

Unlike Idaho where we are hoping not to run out of water, in the Midwest, we are hoping for well-timed moisture throughout the rest of the growing season. Just enough rain and at the right time is always on our wish list for a growing season.

Erika, who do you most directly share your agronomy knowledge with, and with what goals?

I share my knowledge with two main audiences: growers and the food value chain. With growers, I am passionate about understanding their challenges and coming up with solutions that work both agronomically and practically



Yara Senior Sales Agronomist Tom Sharp demonstrates how calcium is taken up into tubers.



and deliver an ROI (return on investment).

In my role as Climate Choice business development manager, I work to understand the sustainability goals of the food value chain (mainly nitrogen use efficiency and the reduction of greenhouse gas

emissions) and help develop solutions for growers and the value chain to meet these goals.

I focus on solutions that agronomically and logistically fit the crop, are effective in impacting NUE (nitrogen use efficiency) and

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What current Yara locations are helping growers in the Midwest specifically? Our Great Lakes and corn belt teams are well-positioned in the Midwest, with representation in Wisconsin, Michigan, New York, Illinois, Indiana, Iowa, and Kentucky. For more information or to find an agronomist in your region, visit <https://www.yara.us>.

How many worldwide and domestic locations does Yara have, as well as employees? Yara is present in 140 countries with approximately 16,000 employees and 25 production plants worldwide. In the U.S., we have approximately 200 employees who are positioned at our Tampa

headquarters and terminals, as well as sales agronomists across the country to cover every state.

What current project or focus of yours are you most excited about and why? In my role, I combine agronomic expertise with Yara's low-carbon crop nutrition solutions to help food companies and growers reduce the environmental footprint of crop production.

Building on more than 20 years of investment in emissions-reducing technologies, Yara offers both low-carbon nitrate fertilizers and Climate Choice products manufactured using renewable energy or carbon capture technologies, delivering some of the lowest-carbon nitrogen sources available.

Above and Below: At the Snake River Valley Incubator Farm, global crop nutrition company Yara is fostering collaboration across the agricultural industry to explore how a complete and optimized potato nutrition program can lead to a reduced carbon footprint and improved nutrient efficiency.

For potato and vegetable production, fertilizer, particularly nitrogen, is one of the largest contributors to greenhouse gas emissions.

Reducing emissions starts with optimizing nutrient use through sound agronomic practices, including the 4Rs, efficient nitrogen sources such as YaraLiva calcium nitrate, and season-long nutrient management. An additional opportunity is selecting fertilizers with a lower manufacturing footprint.

Across three years of commercial potato trials in the Northwest, Midwest, and Southeast, YaraLiva CN-9 Low Carbon improved nitrogen use efficiency by an average of 8% while reducing fertilizer-related greenhouse gas emissions by 19% per acre.

What makes these solutions especially valuable is that they deliver both sustainability benefits and strong agronomic performance, supporting yield, quality, and profitability for the grower.



I know you have an incubator farm in the Snake River Valley of Idaho.

Does Yara have incubator farms across the country, and with what goals in mind? Yara's U.S. incubator farm program is currently centered in Idaho's Snake River Valley, where we evaluate crop nutrition solutions in commercial potato production.

Managed by our agronomy team, the farm allows us to test solutions under real-world conditions and measure their impact on crop performance, yield, quality, storability, and ROI for growers.

Do you work directly with the incubator farm? I work in collaboration with our Idaho team on the Snake River Valley Incubator Farm, which is managed by Yara's crop solutions agronomist, Florencia Irigoyen.

This incubator farm is placed in a grower's field of potatoes each year, and its scale allows us to pressure test our solutions in a commercial



and realistic environment, all the way from planting the crop, through the growing season, at harvest, and during the storage period.

We collect data from each treatment at each point, so we have a solid understanding of the impact of our solutions on agronomic performance, yield, quality, storability, and ROI to

Above: A potato field stretching to the horizon is harvested on Yara's Incubator Farm in the Snake River Valley of Idaho.

the grower at the end of the day.

The Snake River Valley Incubator Farm is hosted by Driscoll Brothers and Joey Wallace, a grower in

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Jerome, Idaho. Their participation is integral to our success and learnings.

The incubator farm is a great example of how collaboration with engaged and innovative growers makes our work possible and more impactful, and many of those learnings can be applied anywhere potatoes are grown.

What do you enjoy most about being a business development manager with Yara?

Yara has a strong focus on agronomy and practical solutions that work at-scale. My background is in science, but I know that the best solutions in theory just don't work if they aren't practical on the ground.

You can spend a lot of time at a desk coming up with a solution or tool that will never be applied if it requires too many impractical changes for a grower.

I really value Yara's approach in combining agronomic knowledge, excellent product formulation, and practical on-the-ground knowledge to give growers the tools they need to effectively grow their crops.

This practical focus means that I get to spend a lot of time in the field with growers all over the U.S. and Canada, and I really love that part of my job. I learn something new every time

I visit a field with a grower.

What are you most proud of as far as the products and services Yara provides to growers?

I am proud that we at Yara are leading the way in helping growers and the food chain identify practical and impactful levers to pull that impact nutrient use efficiency, yield, quality, and greenhouse gas emissions on the potato, vegetable, and food crop acres.

We pair agronomy and on-the-ground expertise with science and technological advances to come up with solutions that are effective, regionally tailored, and have a good agronomic fit.

What's the most exciting development in agronomy solutions for you right now, Erika?

Crop nutrition and fertilizer are generally accepted to be important to the success of a crop, but that may not be an area that people first think of when they consider innovations in agriculture.

At the same time, potato and vegetable growers are some of the most knowledgeable people that I meet when it comes to understanding the importance and benefits of a complete crop nutrition

Above and Opposite Page: Potato plants are shown at emergence and growth stages, including marble-size tubers, at Yara's Snake River Valley Incubator Farm.

program because they are really impacted by both yield and quality at the end of the day.

They also tend to follow the 4 R's closely to make sure they are capturing the full benefit of the fertilizer that they are applying.

Even so, growers are facing a lot of new pressures, both environmentally and economically, and I have found that many are looking for more complete and nuanced solutions from the world of crop nutrition to help them meet these challenges.

The crop nutrition space is coming up with tools to help as the focus shifts from not only maximizing yields, but also to producing a crop that is resilient to unpredictable weather patterns and has excellent quality at harvest and in storage, all while efficiently using inputs (fertilizer, water, etc.).

People who work in the crop nutrition space are responding by developing new products tailored to meet the needs of growers in 2026.

We are diving into bio-stimulants to help the crop function more efficiently; working to understand and share knowledge about practices that can impact soil health; and considering how digital tools and spoon-feeding predictable sources of nitrogen can help fine-tune a crop nutrition program during the growing season (to name a few).

I am most excited about my opportunity to engage with knowledgeable and curious growers to come up with creative, tailored solutions to help them be successful in 2026 and for years to come.

What's the first step for growers so you or Yara can help them one-on-one in Wisconsin and the Midwest?

Growers in Wisconsin and the Midwest can reach out to me directly or to one of our excellent sales team members in their state (you can find your local sales agronomist at our website: <https://www.yara.us>).

What do you hope they'll take away from a partnership with Yara?

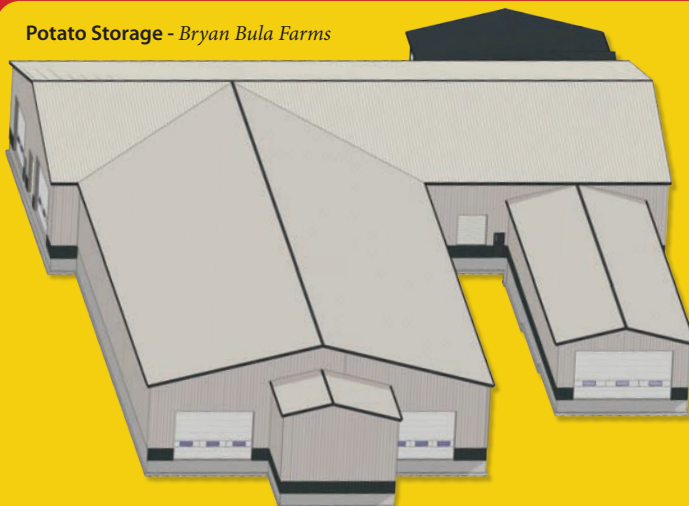
I hope that they find our team to be a good resource for crop nutrition knowledge that can work with them to help them meet their goals on the farm, whether they include yield, quality, efficiency, sustainability, or all the above.



What do you hope for yourself and your team? For our team, I hope we continue to build strong collaborations throughout the food chain that help accelerate the adoption of low-carbon farming practices.

By combining agronomic expertise, innovative products, and real-world data, we have an opportunity to help shape a more sustainable food system while delivering value to growers and customers alike. **BCT**

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