

ATI Solutions adds precision to farming

By MITCH LIES
For the Capital Press

Travis Hillman, founder of the agricultural technological company ATI Solutions, has been working with precision agriculture about as long as anyone in Oregon.

Hillman, who founded AG-TEQ Inc., the forerunner to ATI Solutions, nearly two decades ago, said he's noticed over the years that ag tech companies tend to race to the latest development, at times to the detriment of clients.

"It's like with the drones," Hillman said. "We aren't hesitating to go to drones. We are going to do anything the customer wants to help solve problems and be more ef-



Capital Press File

Wheat is one of many crops that precision agriculture techniques can impact by increasing yields or reducing expenses.

ficient," Hillman said. "But we're not going to just do it because it is the newest and coolest thing.

"We always are looking at what is new," Hillman said,

"but we're making sure we finish what we started."

ATI Solutions is among more than 200 exhibitors who will be on hand at the 2016 Northwest Agricultural Show.

Based in The Dalles, Ore., ATI also has a Walla Walla and a Colfax office and serves the northern Willamette Valley from its office in The Dalles.

Hillman described ATI Solutions as a "translator."

"We're a translator in many ways," he said. "We are bringing some of this technology and some of this hype and making sure it works on the farm."

He added that no two farmers need the same solution.

"That is another thing we focus on," he said. "Everything is customized for their individual needs."

To that end, Hillman noted that ATI has a separate Professional Services Department with more than 45 years of agronomy experience.



**Complete
Wireless
Solutions**

NEXEDGE®

"The Button is Back" TWO WAY RADIO

New Wide Area, Digital Clarity

A New Communication System

Owned and Operated by Complete Wireless Solutions

503-362-1388 **KENWOOD** 541-928-1631

Salem **AUTHORIZED DEALER** Albany

NWAG16-2/#7

*You've seen us in the Capital Press,
now come see us in person!*

*Visit our booth at the NW Ag Show
and learn how our mature, field-ready
plants can give you a head start on production.*



**ARBOR GROVE
NURSERY**

*Call us at 503-678-2991
or visit our website at AGNursery.com!*

NWAg16-4/#7