IMPROVING PROFITABILITY FOR AG RETAILERS AND GROWERS

- Comprehensive Ecosystem
- Field Ops & Mobility
- Farm Planning
- Integrations
- Precision Tools
- Logistics
Driving Profitability Through Operational Efficiency

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Struggles at Retail Locations

- Multiple task that all need completed TODAY!
- Shortage of qualified people
- New employees that need your attention
- VRT recommendations that need loaded onto the correct machine
- New product to apply that is not loaded into your blending system
Software Feature to Improve Efficiency

• Single Platform for your team
• Platform of Data Interoperability
• Connected to critical data sources
• Spatial planning tools drive product forecasting
DATA NEEDED

- Prescriptions
- Weather Data
- Soil Type Data
- Soil Test Data
- Elevation Data
- Imagery
- Sensor Data
- Planting Data
- Application Data
- Tillage Data
- Yield Data
- Management Zones
A Platform of Data Interoperability

Soil Data

Farm Plan

Dispatch

Yield Data

Saved Rx

Work Order

Application
Connections Drives Efficiencies
## Farm Plans for Product Needs

### Inventory Site: Jobs 400

<table>
<thead>
<tr>
<th>Product</th>
<th>Total Area</th>
<th>Billable Area</th>
<th>Total Work Order Unit Product</th>
<th>Total Transfer Unit Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-0-60 POTASH</td>
<td>4739.25</td>
<td>4771.65</td>
<td>384007.64 lbs</td>
<td>192.0 ton</td>
</tr>
<tr>
<td>2,4-D LV6# WU</td>
<td>331.55</td>
<td>323.07</td>
<td>3106.46 fl oz</td>
<td>24.27 gal</td>
</tr>
<tr>
<td>2,4-DB 200</td>
<td>268.24</td>
<td>275.00</td>
<td>2750.00 fl oz</td>
<td>21.48 gal</td>
</tr>
<tr>
<td>10-34-0</td>
<td>4.78</td>
<td>4.78</td>
<td>38.24 gal</td>
<td>38.24 gal</td>
</tr>
<tr>
<td>12-0-0-26S</td>
<td>1066.50</td>
<td>1062.80</td>
<td>2239.89 gal</td>
<td>2239.89 gal</td>
</tr>
<tr>
<td>18-46-0 DAP</td>
<td>1863.18</td>
<td>1867.19</td>
<td>188043.77 lbs</td>
<td>94.02 ton</td>
</tr>
<tr>
<td>20.5-0-0-23.5 (MID GRADE)</td>
<td>1502.23</td>
<td>1501.94</td>
<td>63241.41 lbs</td>
<td>31.62 ton</td>
</tr>
<tr>
<td>28-0-0 UAN</td>
<td>6070.29</td>
<td>6071.89</td>
<td>62164.25 gal</td>
<td>62164.25 gal</td>
</tr>
<tr>
<td>32-0-0- UAN</td>
<td>796.92</td>
<td>778.34</td>
<td>9851.77 gal</td>
<td>9851.77 gal</td>
</tr>
<tr>
<td>35.5% ZINC SULFATE</td>
<td>61.83</td>
<td>63.00</td>
<td>378.00 lbs</td>
<td>0.19 ton</td>
</tr>
<tr>
<td>40 ROCK 12-40-0-6.5S-1ZN</td>
<td>4820.33</td>
<td>4758.62</td>
<td>469745.72 lbs</td>
<td>234.87 ton</td>
</tr>
<tr>
<td>46-0-0 UREA</td>
<td>10165.55</td>
<td>10189.74</td>
<td>1574088.24 lbs</td>
<td>787.04 ton</td>
</tr>
<tr>
<td>90% SULFUR GT BD</td>
<td>1692.10</td>
<td>1704.06</td>
<td>26930.87 lbs</td>
<td>13.47 ton</td>
</tr>
<tr>
<td>AFFINITY BROADSPEC OZ.</td>
<td>128.71</td>
<td>125.00</td>
<td>87.50 oz</td>
<td>0.0 ton</td>
</tr>
<tr>
<td>AG LIME</td>
<td>476.89</td>
<td>480.04</td>
<td>1199.54 tons</td>
<td>1199.54 ton</td>
</tr>
</tbody>
</table>
Summary

• Comprehensive software will allow your all employees have needed data for success
• Single software solution to only need to train and support for your employees
• EFC is connected and supports data from the technology used by your organization and growers you work with during the season
• Allow spatial farm planning drive efficiency by having product where and when it’s needed at your location
• EFC will allow you strengthen your digital engagement with growers while bring profitability through operational efficiencies
Thanks & Stop by Booth 225 to learn more

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