



DEALER ON-BOARDING WEBINAR – PART 1

SUPPORT@360YIELDCENTER.COM

888 512 4890

Company Orientation

- Who is 360 Yield Center, our culture
- Who does what at 360

Product Overview

- 360 Y-DROP & 360 UNDERCOVER
- 360 Sidedress
- 360 SOILSCAN and YIELD PATROL
- 360 BULLET
- 360 EQUIFLOW
- 360 CHAINROLL

Administrative Activities

- Dealer Resources
 - Dealer Portal
 - Dealer Store
- Webstore Tour
- Shipping/Invoicing Process
- Warranty and Returns
- Programs

360 DEALER COMPANY ORIENTATION

THE TEN COMMANDMENTS OF INNOVATION



INVENTION PROCESS

1. Think like a farmer. (Farmers, Agronomists, Engineers)
2. Understand the problem better than anyone else.
 - Thou shalt always use the high speed camera. Or 3D printer. Or test stand.
3. Don't assume that the thinking of the past is right. Challenge it. Test it.
4. He who tries the most things wins. Figure out how to iterate and fail faster.
5. 1000 good opinions are worth 1 good test. Go to the field. Break things.
6. Don't wait for a perfect test tomorrow when you can do a simple test today.
7. Understand the solution better than anyone else. Know what makes it work.
8. Get it to production and execute the details well. First to market matters.
9. A good supplier is your best partner, but you have to push them.
10. Lean on your teammates. Trust each other and be flexible.

The background of the slide is a solid black field covered with a repeating pattern of small, light gray circles. Each circle contains a small white plus sign, creating a subtle grid-like texture across the entire image.

TEAM INTRODUCTIONS

ENGINEERING TEAM



- Lee Dahlhauser
- Austin Ehle
- Lucas Helton
- Connor Hesterberg
- Brady Holst
- Jesse Kaiser
- Scott Lee
- Nowell Moore
- Tyler Ritland
- Tim Sauder
- Matthew Subrink
- Ryan Van Dusen

AGRONOMY TEAM



Jason Kienast

Lead Research Agronomist

Ron Lloyd

Director of Agronomy

Zach Wiegand

Research Agronomist

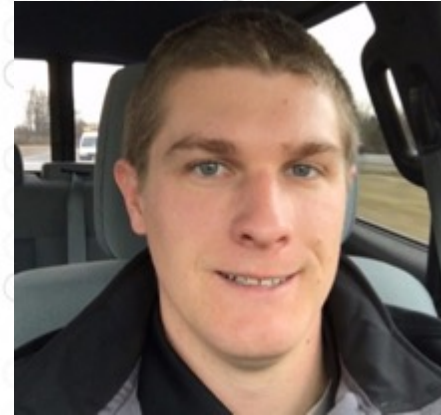
SALES TEAM



Jamie Brand
Regional Agronomy
Manager



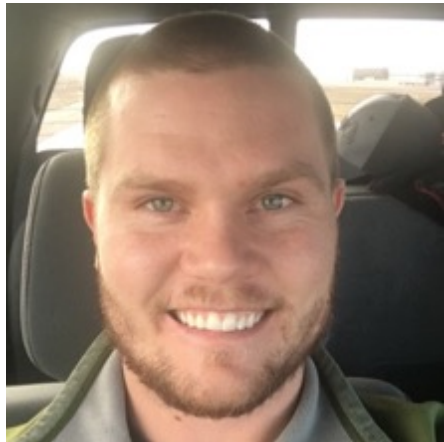
Matt Foes
Regional Agronomy
Manager



Travis Harrison
Area Sales Manager



Jim Hedges
VP of Sales



Jadon Messer
Area Sales Manager



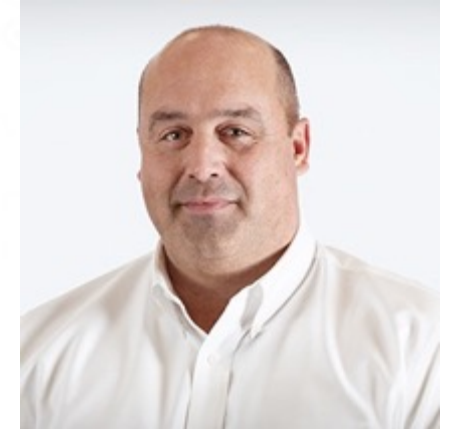
Josh Messer
Ag Retail Specialist



Aaron Phillips
Regional Agronomy
Manager

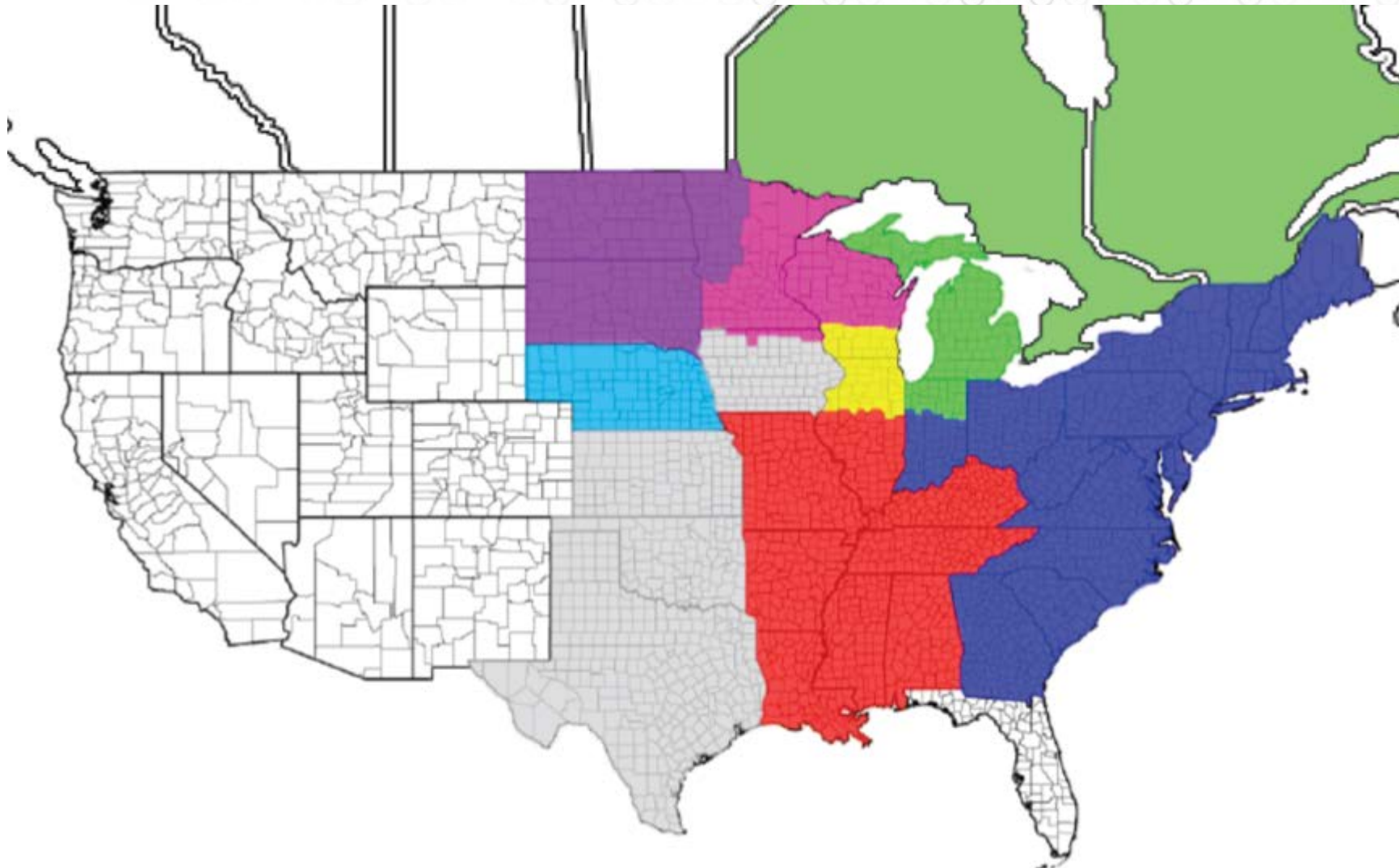


Stephanie Smith
Regional Agronomy
Manager



Greg Ury
Regional Agronomy
Manager

SALES TEAM TERRITORIES



- Aaron Phillips
- Greg Ury
- Jadon Messer
- Jamie Brand
- Josh Messer
- Matt Foes
- Stephanie Smith
- Travis Harrison

360 DEALER ON-BOARDING MARKETING TEAM



John Larkin
Director of Marketing



Jim Schwartz
Agronomy Education Lead



Kelsey Seggerman: Marketing/Communications Manager
Katelyn Ifft: Content Manager
Jorden Heaton: Graphic Designer

360 DEALER ON-BOARDING FINANCE TEAM



Tim Kaiser, CFO

Tori Kaiser, Accounting & HR Support

Brent Sauder, Controller

360 DEALER ON-BOARDING PRODUCT SUPPORT TEAM



Dave Mooney

Product Support Specialist

Hass Kimmey

Sales Support Associate

Justin Miles

Product Support Specialist



360 DEALER ON-BOARDING WATER SOLUTIONS TEAM



Mark Shortz
360 Water Solutions
Tile Lead

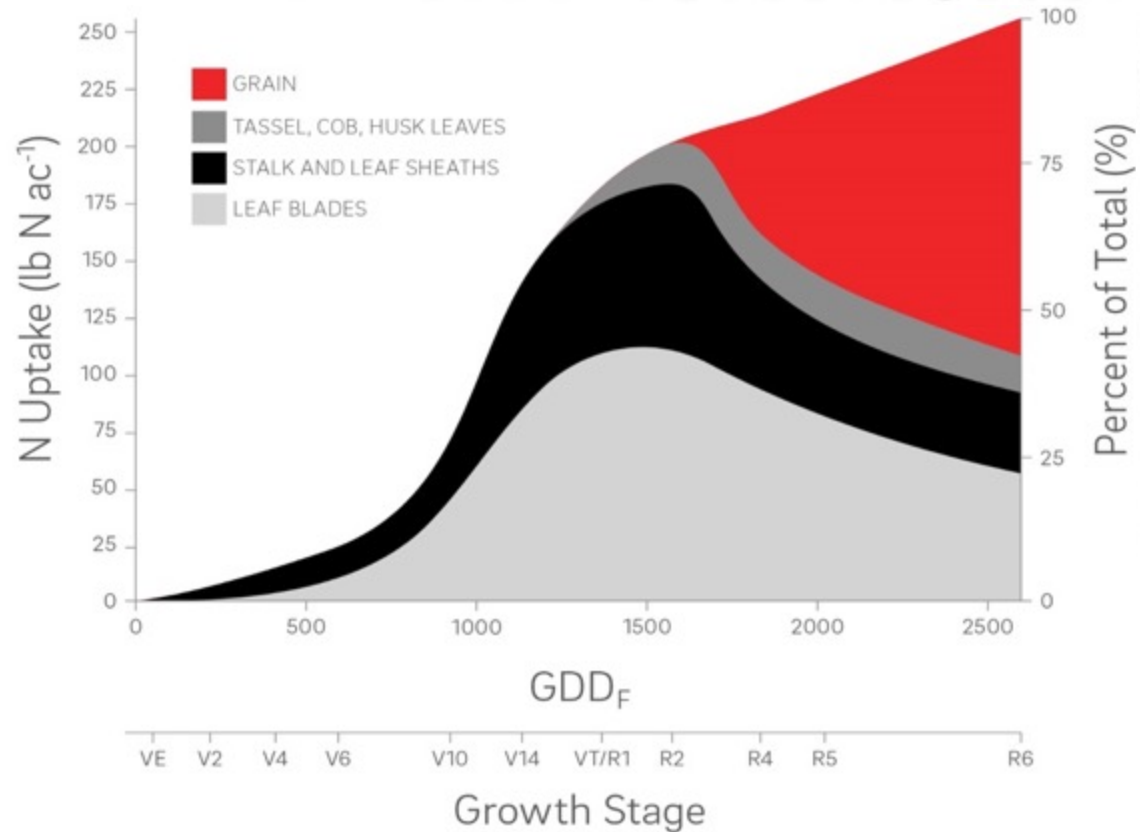


360 Water Solutions Tile Crew
Cody Rohour, Barry Moldenhauer, Anthony Morrison,
Chris Crawl, Chet Moreland, Curt Schweigert



PRODUCT OVERVIEW

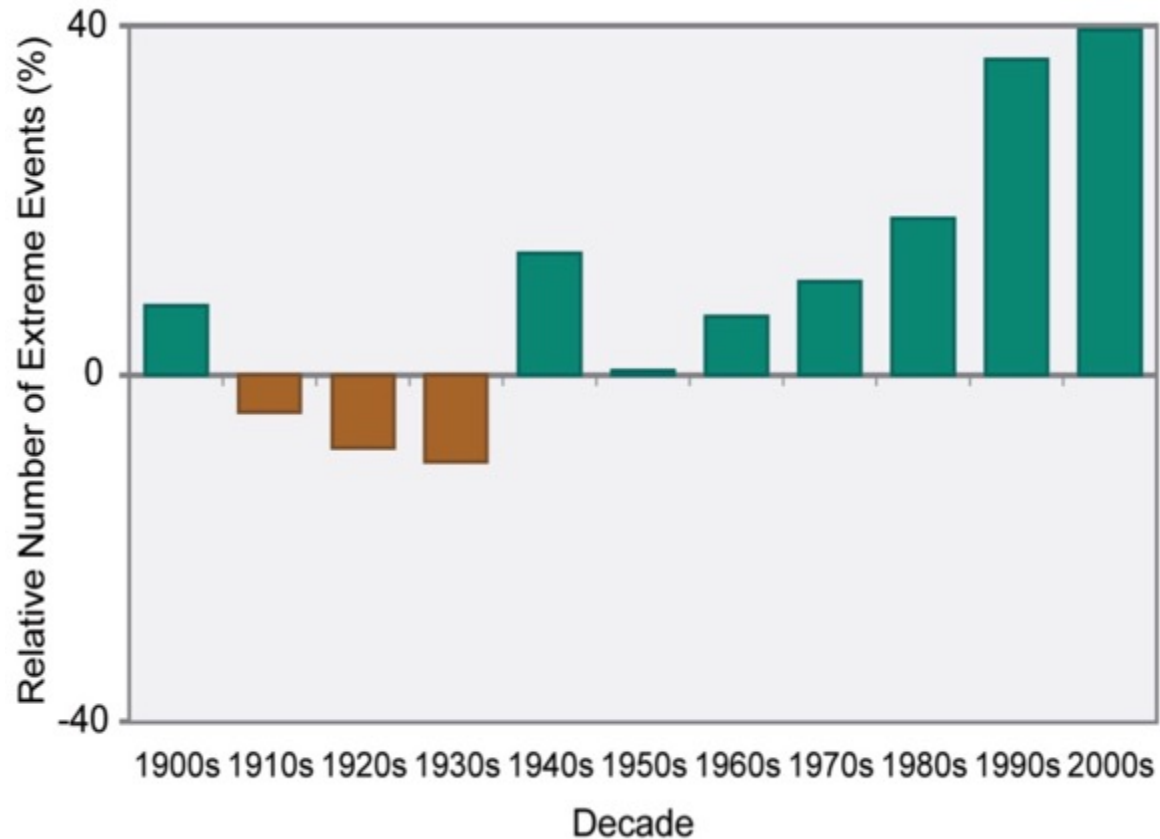
360 DEALER ON-BOARDING Y-DROP & UNDERCOVER



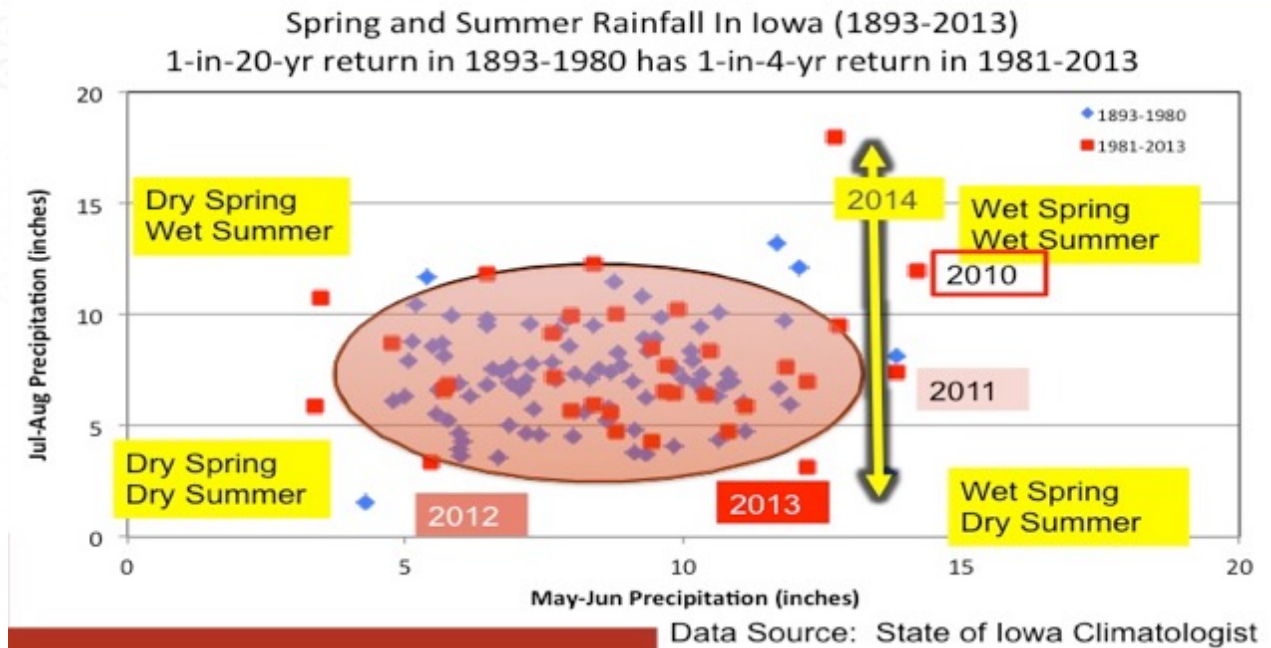
Bendera, RR, Haegerle, JW, Ruffo, ML, Below, FE. Nutrient Uptake, Partitioning, and Remobilization in Modern, Transgenic Insect-Protected Maize Hybrids. *Agronomy Journal* 2012; 105(1): 161-160.

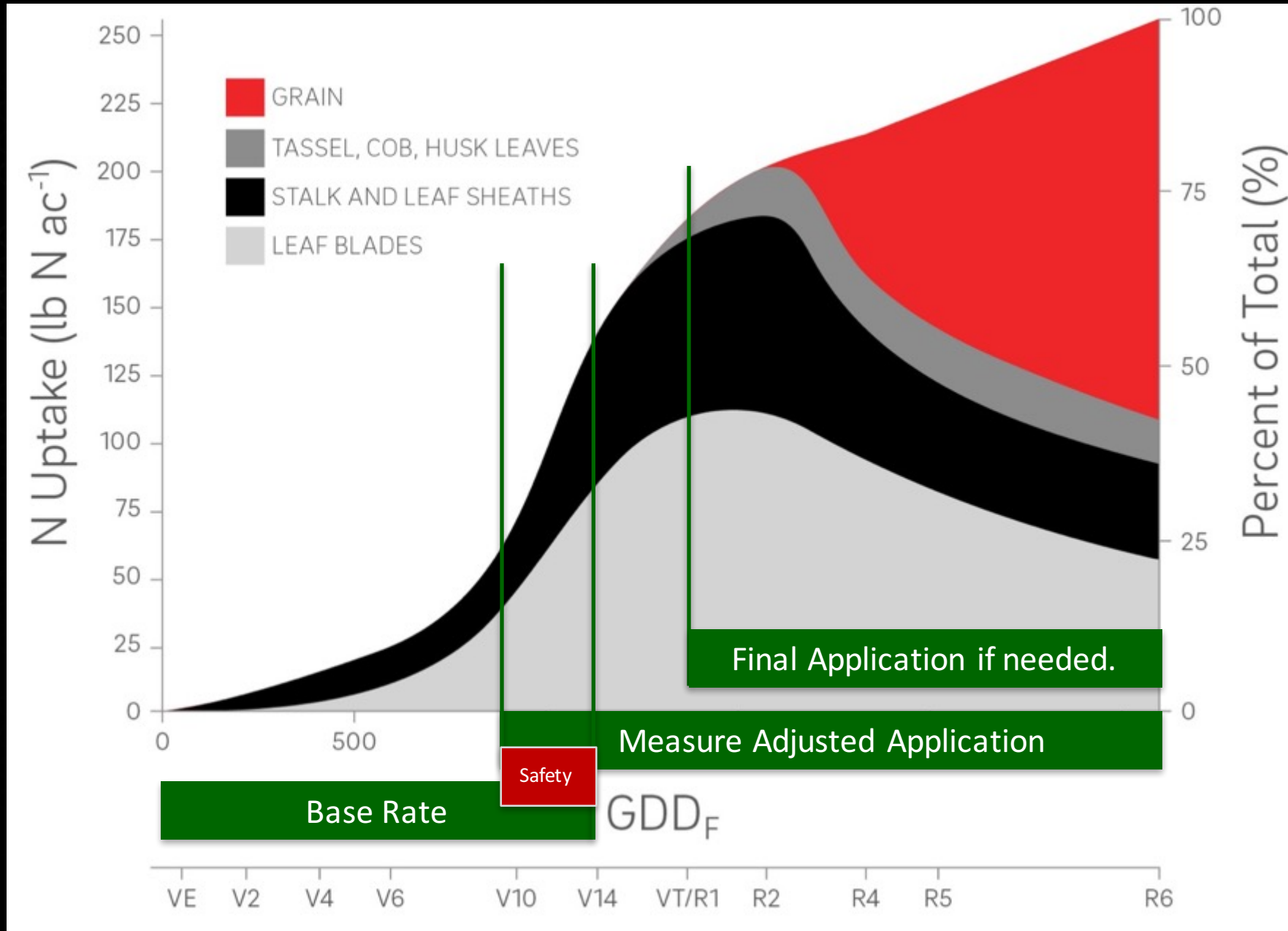


OBSERVED U.S. TRENDS IN HEAVY PRECIPITATION



Weather Trend: Unusual combinations of spring and summer rainfall are occurring more often





Base Plus System





ANATOMY OF A 360 Y-DROP SYSTEM



Boom Assembly

Riser Mount Assembly

Riser Tube

Sprayer Mount Package

ANATOMY OF A 360 Y-DROP SYSTEM CONT.



Riser Tube

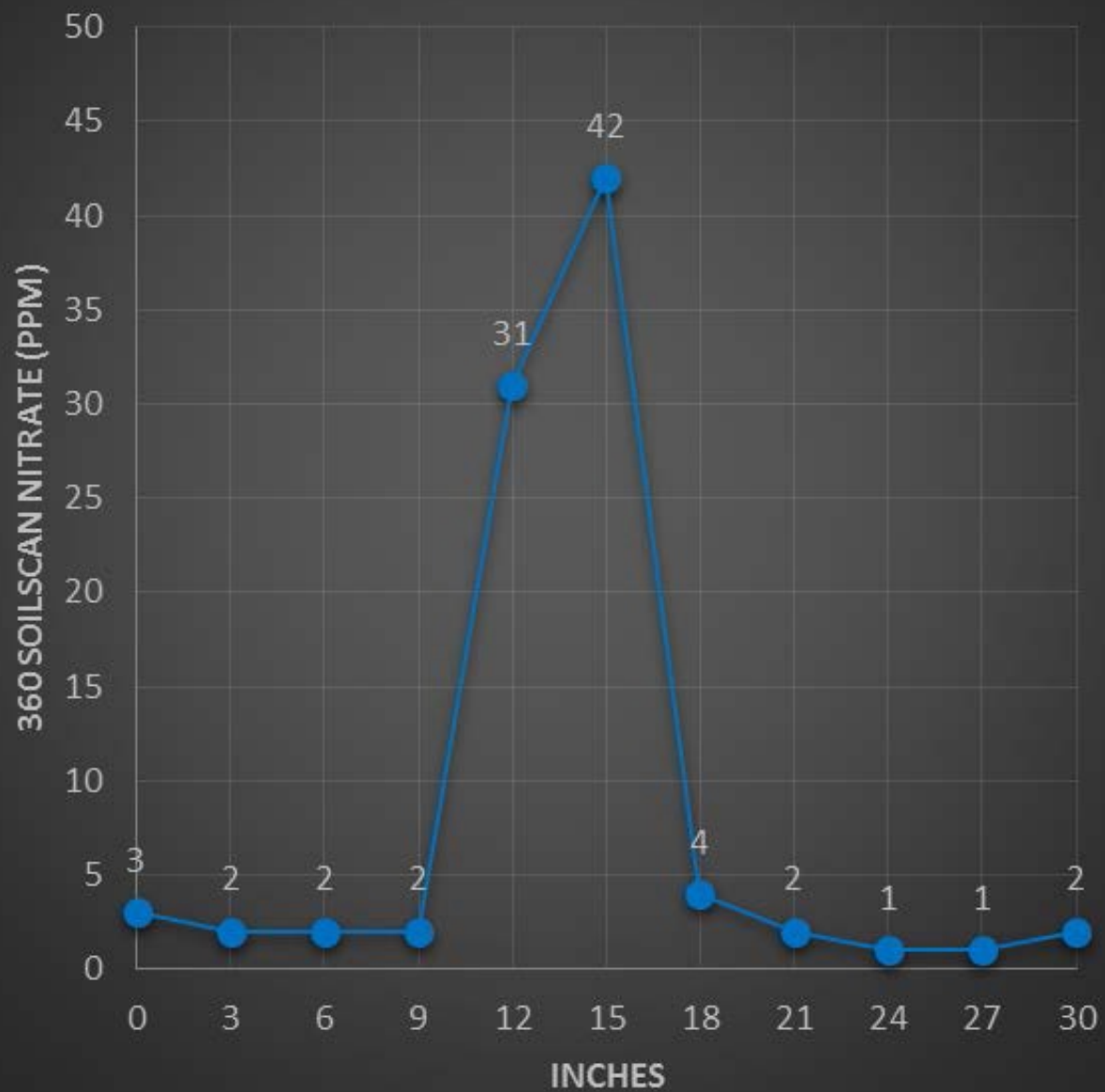
360 UNDERCOVER

360 Y-DROP



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150 lbs spring NH3



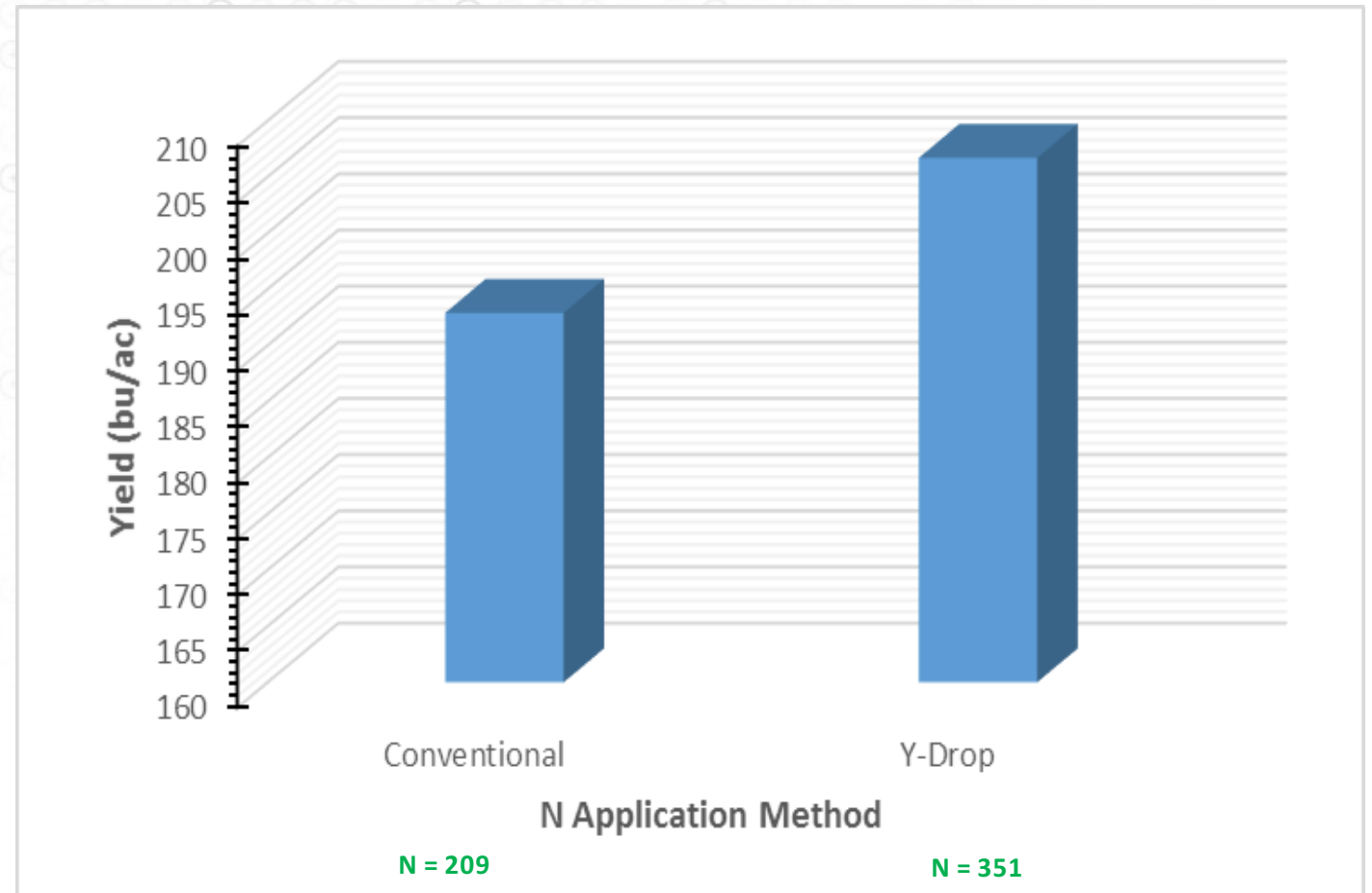


1460 - Farm King

Y-DROP VS. CONVENTIONAL METHODS



- Data indicate that Y-Drop applications provide a 13.8 bu/ac advantage over conventional applications



Some trials may have had 2 Y-DROP treatments and 1 non-Y-DROP, so trtmt #'s in each category not equal

360 SOILSCAN & 360 YIELD PATROL





360 SOILSCAN & YIELD PATROL



360 SOILSCAN & YIELD PATROL



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ANALYZE

Step 4 of 4
Soil Analysis

Nitrate (NO3-N) PPM **14**
lbs/acre -

pH pH **6.8**

Farmer: Greg Sauder Sample Number: 17 Sample Depth: 12 in Sample Core Length: in

Farm: Townline Farms Latitude: Longitude: Altitude: 9

Field: Rothers 6/22 Notes:

Field Analysis: Default Field Analysis

Calc N-Need Discard Test Another Sample Done for Day

CALIBRATE ANALYZE ALL RESULTS SETTINGS

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Estimated Corn N-Need

1. Enter yield potential: 220 bu/acre Your soil analysis nitrogen results: 4 PPM Core Length 12 in

2. Select growth stage when the soil sample was taken

Nitrogen use over time

VE V3 V6 V9 V12 V15 V18 R1 R6

V12 Twelve leaves with collar visible
At this stage, your crop has used 37% of its total Nitrogen need.

How to Determine Growth Stages >

3. Enter your soil's organic matter: 2.8 % organic matter

Results

Estimated additional:
107 lbs of N per acre

Done

Does not account for future loss, previous crop, other N forms and other factors that could affect N use. Factors such as environmental conditions, soil type, slope, etc. should be figured into your actual plan. This is not a recommendation, but a starting point as you determine your N plan. We recommend at least 12" cores.

360 UNDERCOVER







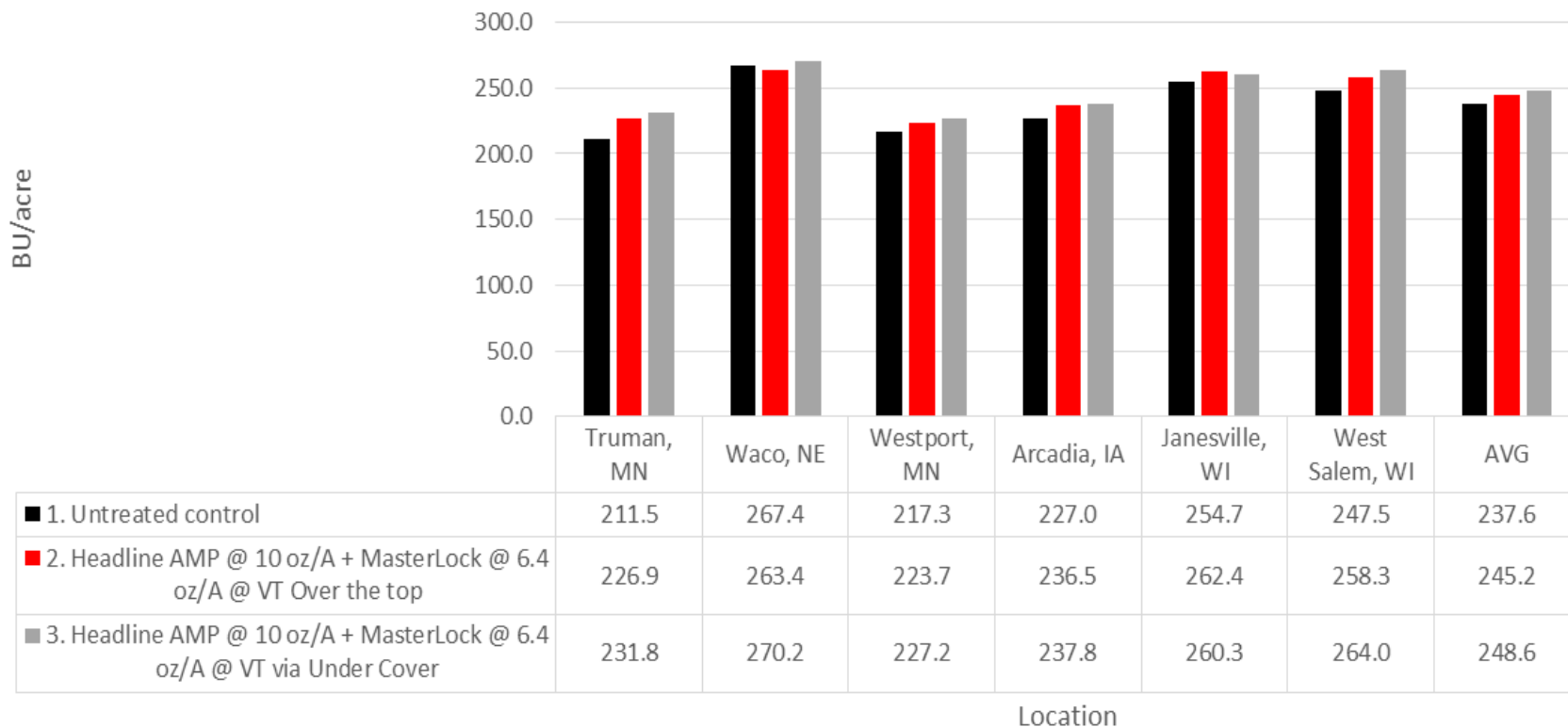




WINFIELD ANSWER PLOT® DATA: 360 UNDERCOVER™



Fungicide Application Methods



Answer Plot® Take Homes:

- Across six locations when using 360 UNDERCOVER™ at VT (Headline AMP® Fungicide @ 10 oz/ac + MasterLock® @ 6.4 oz/ac) we added roughly 11 bushel over non-treated check.
- When comparing that same 360 UNDERCOVER application with the conventional over the top application we were able to add over 3 bushel to the VT application.
- Where we saw advantages to these plant health products (either due to environment or hybrid response), we conclude that getting coverage with 360 UNDERCOVER, where the plant needs it, increased both yield and **ROI**.



360 BULLET Ripper Point









360 Bullet Point Time Trials

Northern IL	360 Bullet	JD
Average Pass Time	5:17	5:05
Average Speed	6.1 mph	6.3 mph



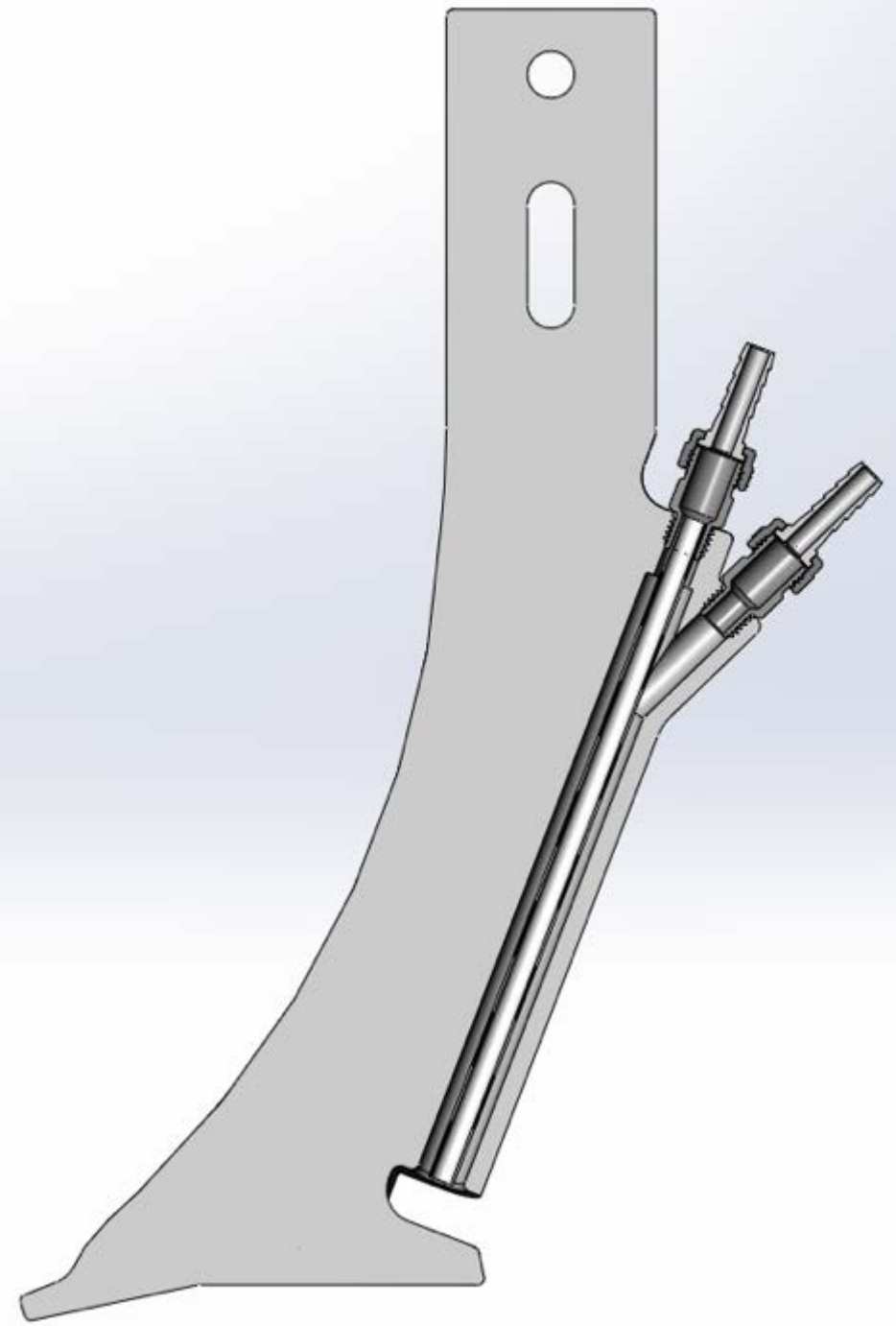
Central IL	360 Bullet	CNH
Average Pass Time	4:17	4:15
Average Speed	5.8 mph	5.8 mph



360 EQUIFLOW









360 CHAINROLL





