



DEALER WEBINAR Q&A

NOV. 10, 2015

360 Y-DROP Questions

- 1. Are you working on boom height sensors?**
 - Our Research and Development team is currently exploring existing boom height sensor packages for 360 Y-DROP. At this time, boom height sensing isn't something we'll provide in 2016 but it is something we'll continue to investigate.
- 2. Clarify for me the boom package selection for booms over 80-88 ft.**
 - We offer Sprayer Mount Packages (SMPs) for 30 ft., 40 ft., 60 ft. and up to 70 ft. booms, which is the widest a primary OEM boom will unfold. You can outfit your sprayer with 360 Y-DROP for the first fold of the boom, which for all OEM booms does not exceed 70 ft.
 - An 80 ft. boom is still available. If you look at the SMP order chart, you'll come up with a calculated 360 Y-DROP boom length of 80 ft., but the SMP mount hardware is a 70 ft. package.
 - Order your 360 Y-DROP SMP as a 70 ft. but order your boom assemblies and base units as an 80 ft. system.
- 3. Does the 70 ft. SMP system equal 32 row system?**
 - Yes, a 70 ft. SMP system is the appropriate SMP for an 80 ft. or 32 row system. Please see the detail in Question No. 2 above.
- 4. Will there be a narrow row upgrade option for 2015 systems?**
 - If you are interested in upgrading any 2015 360 Y-DROP systems with narrow row capabilities in 2016, please contact your regional agronomy manager.
- 5. What did you do with the bolts and nuts so they don't come loose in the 2016 360 Y-DROP system?**
 - We have replaced the Z-bracket system with more robust square tube style mount improving the bolted joints in a couple of ways.
 - The 360 Y-DROP boom bracket is thicker gauge steel and also uses 2 u-bolts, doubling the clamp force over the system.
 - We also have changed from stainless steel u-bolt on those joints to a hardened carbon steel, with a 3x thicker washer and nylock nut.
 - On the OEM mount, we have changed to a custom and boom-specific u-bolt and serrated flange nut, replacing the flat plate, bolt, washer, lock washer, nut configuration.
- 6. Are the clamps for the riser mount packages better this year for 360 Y-DROP? They came loose last year.**
 - Yes, see the detail in Question No. 5 above.
- 7. What are the differences between the 360 Y-DROP SMP upgrade kits that are being ordered now vs. the 2016 system design?**

- There is no difference. The SMP upgrade kits that you are working with your regional agronomy managers to fulfill now are the same SMP systems customers will receive moving forward.
 - SMP upgrades are for qualified Z-bracket systems. R Series or other square tube systems do not apply.
8. **Have any design edits been made to 360 Y-DROP to address the weight of the system to use lighter material?**
- Yes, the new square tube SMP package is designed to be stronger and lighter than the old Z-bracket system. The weight reductions will vary depending on the sprayer model, ranging from 50 lb. to 150 lb.

360 SOILSCAN Questions

1. **What are the next sensors coming for 360 SOILSCAN? When will they be available? What about sampling for manure?**
- Sensors for potassium and ammonium are currently the two focuses in the pipeline. We are making progress on both fronts. We are not clear on release dates for either but we don't plan to release either in 2016. We still have testing and development to do to prove out before we will release for commercial launch. We will continue to keep you updated as the development of these sensors progress.
 - As far as manure testing, our focus currently is on ammonium and potassium. For a manure test, we need to have the ability to test organic N. Getting the ammonium sensor developed is a good first step to manure testing.
2. **Is the rebate offer for 360 SOILSCAN for 360 COMMANDER customers now based on the 2015 or 2016 pricing?**
- We will provide the rebate based on the price listed on the original 360 SOILSCAN invoice from the Dealer to the Grower, whether that is the 2015 or 2016 pricing.

Pricing and Ordering Questions

1. **Can you clarify the Cash Payment Discount percentages by month?**
- There is no product limitation.
 - See the Cash Payment Discount details and schedule below.

Program Details: Orders placed online (eCommerce website) in the stated period below, will qualify for a cash payment discount for invoices paid within 10 days of the 360 Yield Center invoice date. The discount rate will be applicable to the net price shown on the dealer invoice (not the suggested retail price). Discounts apply for cash receipts postmarked to 360 Yield Center within 10 days of date shown on the dealer invoice. Cash payment discount rates are based on eCommerce ordering month as per the chart below.

- Credit Card payments do not qualify for this cash discount payment program.
- Payment terms for any order placed by fax, phone or email will receive standard terms of net due in 30 days from invoice date.

Ordering Month	Cash Discount % (If paid in 10 days)
November 2015	5%
December 2015	5%
January 2016	5%
February 2016	5%
March 2016	5%
April 2016	2%
May 2016	2%
June 2016	2%
July 2016	2%

2. Will orders in 2015 be shipped and invoiced in time for 2016 incentives?

- All orders submitted yet this year, will be shipped and invoiced in 2016 unless you indicate in the comments section when ordering through the Dealer Web Store.
- For the High Volume Program, anything ordered in 2015 and invoiced in 2016 will apply toward the 2016 High Volume Program.
- The Early Order and Shipping Programs are “locked in” based on the order date and then are applied to the invoice regardless of the shipping date.

3. When is new pricing effective?

- The new pricing is currently effective. It has been updated on the Dealer Web Store.

Event Questions

1. When is the open house?

- We invite you and customers to join us in the early evening of Jan. 19 or Jan. 20 for an Open House at our new 360 Yield Center headquarters and production facility.
- The Open House will include a short program with Gregg Sauder and appetizers, as well as tours of our facility. Watch for more details soon.

2. When are the training days?

- Save the date for in-person Dealer Certification training in Morton, Ill. We'll be hosting four, two-day training sessions for you to choose from. We'll send out registration details soon.
- Dates include:
 - Monday, Jan. 11 & Tuesday, Jan. 12
 - Wednesday, Jan. 13 & Thursday, Jan. 14
 - Monday, Feb. 15 & Tuesday, Feb. 16
 - Wednesday, Feb. 17 & Thursday, Feb. 18.