



LAST YEAR

- I talked about Complicated Trials
 - + How the days of a simple Treated and UTC RAC trial are ancient history
 - + Or the 4 treatment Roundup trial which you sprayed once and came back in 2 weeks and wrote 99%....

 Or even just wrote it without going to the field—
 easier yet!

BUT THIS YEAR...

- We are looking at the Technology available to help us with these newer style trials
- * These Trials Are
 - + More complex
 - + More involved
 - + Require lots more manpower
 - + Considerably more planning
 - + More daily management

HOW DO WE GET IT DONE?

* With a combination of

Technology and PEOPLE!!

AS PAST PRES JIM STEFFEL SAYS....

"There are a lot of grey hairs around any meeting of Research Consultants"

And Red Eyes too It would seem



THE TRUTH OF THE MATTER IS...

- * The people coming along behind us are:
 - + Adept at new Technology
 - Not excited about working 70 hrs a week as a career
 - + Not Experienced in general Ag
 - + NOT mechanically inclined
 - + Excited to Learn

AND MOST IMPORTANTLY....

Excited to be part of Science which helps Mankind

A QUICK REVIEW OF OUR OLDER TECHNOLOGY

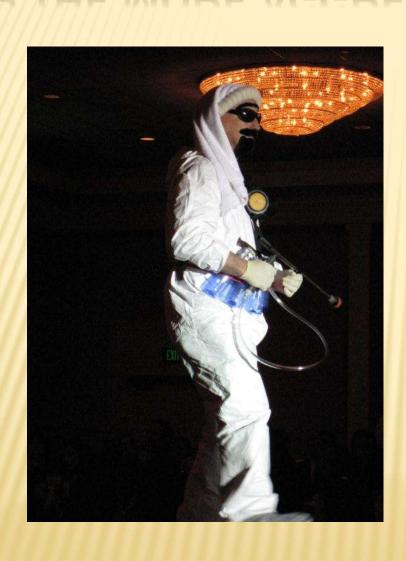




LET'S TALK ABOUT OLDER SPRAYER TECHNOLOGY



OR THE MORE AGGRESSIVE APPROACH





OR THE MATCHING BOOTS AND SPRAY





BEING PROPERLY PREPARED FOR WORK





YES, THE TECHNOLOGY HAS CHANGED...







TODAY IS DIFFERENT-TOMORROW MORE SO



BIGGER, MORE COMPLEX SPRAYERS



SPECIALIZED PLANTING EQUIPMENT



HI-TECH HARVEST EQUIPMENT



FARM EQUIPMENT





GADGETS

- Spad Meters
- Moisture monitoring sensors and recorders
- * Handheld GPS
- * Tablets like the iPad, Xoom etc
- **×** Smart Phones
- * And Boring, Antique, LAPTOPS

BIGGER JUNK

- Much of this means two basic things----
 - + Bigger Equipment
 - + More Pesos
- * Which also means
 - + Greater operator Savey
 - + Less Chance you can repair it

BIGGER JUNK PART 2

- It also means that you can get lots done in a hurry—
 - + Spraying 4, Eight treatment trials in a morning is no big deal
 - + Planting 1,000 seed entries in a Nursery trial is not a big deal

BIG JUNK ALSO MEANS



SMART PHONES

- Texting
- Camera—Still and Movie
- Lots of Apps—
 - + Metronomes
 - + Stopwatch
 - + Level
 - + Good Calculators
 - + And And And And

TABLETS

- × iPad's
 - + I prefer the iPad
 - Keyboards are much more thought out and user friendly
 - + Numbers is a better interface for Excel and ARM
 - + iTunes Sucks
 - + iCloud is pretty cool and gets around much of iTunes

TABLETS-2

- × Xoom and other Android (Honeycomb) Devices
 - + File transfer is relatively easy as it is viewed by computer like any other jump drive or usb disk
 - + Fast with a good Camera
 - + Software is not there yet
 - × No 10 key keyboard, no smart keyboards
 - × LOTS more Apps for the iPad
 - + Usually more expensive
 - + DOES NOT SAVE AUTOMATICALLY!!!!!!!

TABLETS IN USE

- Use with an ARM Rating Shell
- Get a good case
- Great for the General Trial
- Excellent for single person
- Easy to get lost on big sheets with lots of crew shouting numbers



PICTURES

- Being able to take pictures while you work is Excellent
 - + Documenting subjective scales
 - + Examples of damage
 - + Growth stage assessments
 - + And And And



GENERAL GPS SYSTEMS

- * Ag Leader, John Deere, Case, Trimble, Etc.
- For conducting larger scale trials these can allow for better data and greater precision
- If you can't dazzle them with brilliance, do it with some Hi-Tech Gear

CASE STUDY—SEED TREATMENT IN MONTANA

- Trial is 8 treatments—
 - Client product with and without other seed treatments
 - + Plots are 40 feet wide by ½ mile and 4 reps
 - × Total of 80acs in an RCB
- Dry land Winter Wheat
 - + Planted in September 2011

CASE STUDY-FIELD

Like most fields in the Great Plains, soil types vary wildly



CASE STUDY-PLANTING



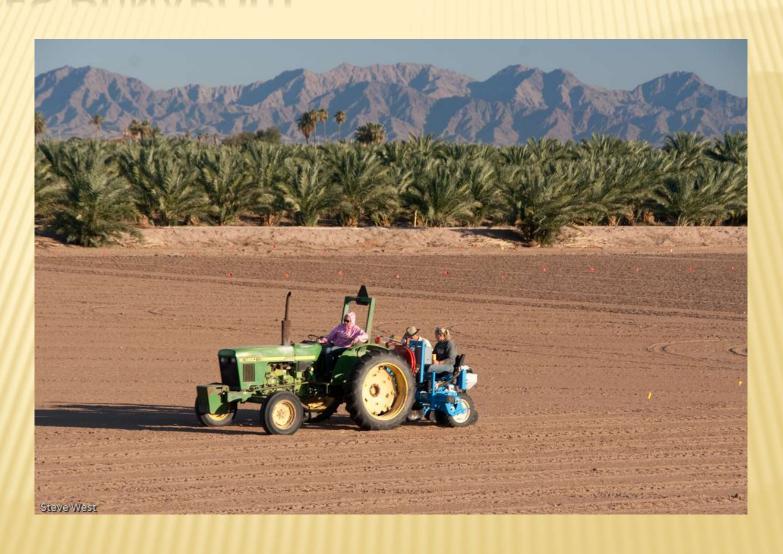
CASE STUDY—HARVEST

- * When we harvest in August we will yield map it
- Overlay that with the Planting Map
- Overlay that with the Soils Map
- We can then sort yield responses by treatment, and normalize them for soil types.
- * We are using SMS from Ag Leader to do this.
- Real World, Commercial Scale Data not before possible

HI TECH PLANTERS

- × SRES, Almaco, Kincaid
 - + Some clients want precise planting only possible with a Vacuum planter
 - + Cones still work great for nurseries
 - + When seeds are all named as in some Bio-Tech trials, extra thought must be given to cleanouts

SRES RUNABOUT



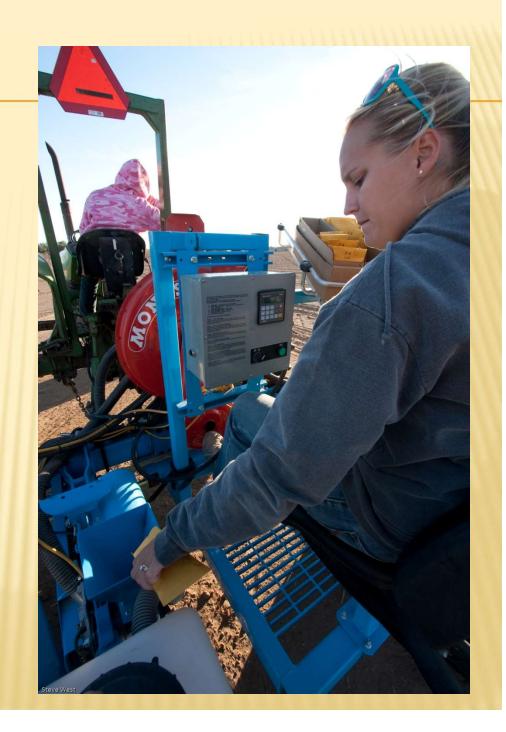
SRES RUNABOUT



Seed must be in packets

SRES RUNABOUT

- Dump the seeds
- Button push or GPS trip
 - + Charges plate
 - Rotates plate for even alley
 - + Plants plot
 - + Vacuums out extra seed



SRES RUNABOUT



Separate boxes for each row

GPS SPRAYING

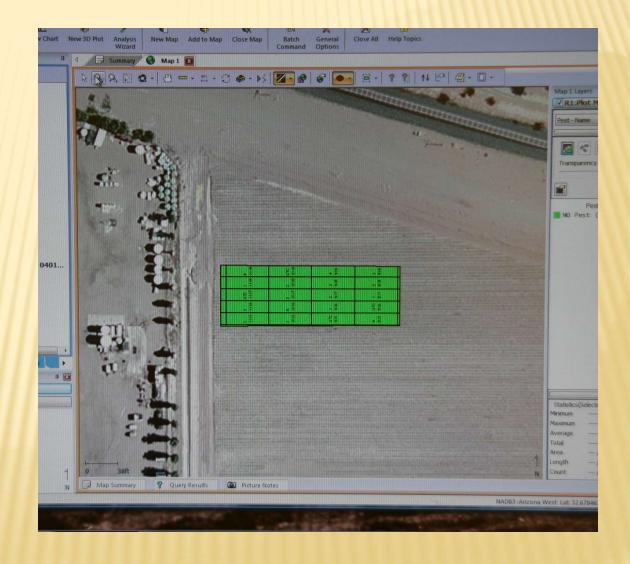
- GPS Commercial Systems around for years
 - + Can't control multiple booms
 - + Can tell you where you have sprayed already
- Two general needs for researchers
 - + Tell me where I am???
 - + Run the sprayer for me

THE HIGH TECH SPRAYER—2011.01



NEXT STEP

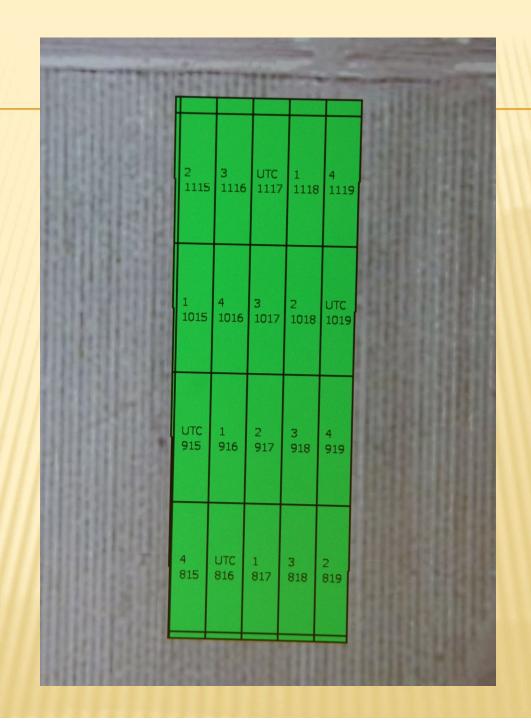
* Using SMS
From Ag
Leader, we
are working
on the
"Where Am
I??" part



SOIL SAMPLING GRID

- We are overlaying a soil sample grid on a boundary map and then manually updating the labels to show our plot id's
- * Move it to SMS mobile on a laptop
- Connect a GPS unit to the laptop
- * Real time position on map shows up.

EXAMPLE



CHALLENGES TO THIS

- Costs are around 4,000 for software, a GPS unit such as an Ag Leader 1500, and the cables.
 - + Best if you have an GPS system in a tractor to do boundaries, etc.
- Takes a bit of time to set up.
 - + Setting up for a single application may not be worth it

SPRAY CONTROLLER SYSTEM

- SRES Developed one
 - + Partnering with R&D Sprayers
- Not cheep!! Depending on what you have already, it could easily run 4-5 times the other system
- * The beauty is that once you set it up and make your maps, put the bottles on the machine and drive... it controls the booms.

SPRAY CONTROLLER

- × Precision
 - + Comes at a price
 - + A basic GPS 1500, accurate to 6 inches is about \$1200
 - + The SRES system wants an RTK...
 - x 7 grand Plus another 1,000 or more annually for a subscription with Trimble, JD, Case, etc.
 - + But we don't care about sub-inch spraying accuracy

SPRAYERS—THE BIG BUT

- * We have to understand that the combination
 - + of worker safety of tractor sprayers
 - × Less chemical exposure
 - + Fewer errors
 - + Not as physically demanding
- Will be critical success factors for our LONG Term viability.

PLANTERS, COMBINES

- The crop protection companies now own the seed companies.
 - + The same model of fewer in-house staff and farms will continue for a long time to come
- The University System, which went moribund years back is accelerating in its demise
- CRO's will be how most of the science behind feeding the world gets accomplished.

IN THE FUTURE

- We will be using all these tools
- We may or may not own them—
 - + Clients may provide
 - + Consortiums may develop
 - + CRO's may own them outright
- We will need Staff, Expertise and Desire to make the changes.

WHAT WILL IT LOOK LIKE?

The Field Researcher of 2025 will be LOTS

different than today

