# INTEGRATED AG
## S E R V I C E S

# UNPARALLELED EXPERIENCE
# UNBIASED SOLUTIONS

**Make confident, informed decisions with our reliable, unbiased, customized agronomic analysis.**

## MYFARM
## SOLUTIONS

937-826-3003  •  **integratedag.net**

# MYFARM SOLUTIONS

## MAKE REAL-TIME DECISIONS FOR YOUR FARM USING REAL-TIME INFORMATION

MyFarm Solutions is a software platform powered by Integrated Ag Services. You can use it to closely monitor local, customized grain markets, track field-level weather, access the IAS Yield Trials, and view genetic analysis by environment.

# FROM ONE FARMER TO ANOTHER

In 1990, after working in the agriculture production business for nearly a decade, I decided to pursue my dream and start Integrated Ag Services. I'm proud of the services and solutions we provide our customers. With today's agriculture challenges and declining profit margins, it's more important than ever to know what's in your soil and how well your crops are performing. Every input affects the bottom line.

We work with our customers as a true partner and advisor to their business. We're an independent, unbiased resource, and our focus is to help farmers make the right decisions based on soil sampling, GXE seed selection, drone scouting and more.

Our experts work with each farmer to develop a customized plan to achieve a new level of precision ag. We know not every farm is the same, nor is every acre. You deserve someone who understands your unique challenges and works tirelessly to find solutions.

We are a trusted partner in your business. We'll consult before planting and advise during and after based on the results.

Contact us to find out why we're entrusted to care for more than 150,000 acres in western Ohio and beyond.

**Dave Scheiderer**
Owner, Integrated Ag Services

# AGRONOMIC SERVICES

Our consultants work with farmers one-on-one to develop a package of agronomic services that is customized to their individual needs.

## OUR PROCESS

### HD Soil Sampling
- Your fields are accurately sampled without human error and analyzed by an IAS certified laboratory that provides the most reliable and accurate nutrient mapping in the industry.

### Consulting
- Our expert consultants use the precision soil sampling results to create high definition (HD) management zones, or Common Production Units (CPUs™), which lead to incredibly accurate and reliable variable recommendations (HD Fertilizer Rx, HD Seeding Rx and HD Nitrogen Rx) and decision management tools. **Because of the IAS independence,** you can choose from any number of suppliers to purchase your input needs. **YOU are in control of your information!**

### HD Scouting
**Now offering Artificial Intelligent Scouting!**
IAS has partnered with Taranis to utilize the Taranis platform to monitor fields quickly and precisely. Combined with AI deep learning technology, it is being used to recognize crop health issues.
- Season long coverage at your fingertips
- Find out the top 10 fields you need to focus on all season long for ACTIONABLE data

### Data Management
- Modern progressive farmers are constantly collecting data from many different sources. Whether it's as-planted files, yield files or scouting notes, IAS is there to help turn your data into valuable information.
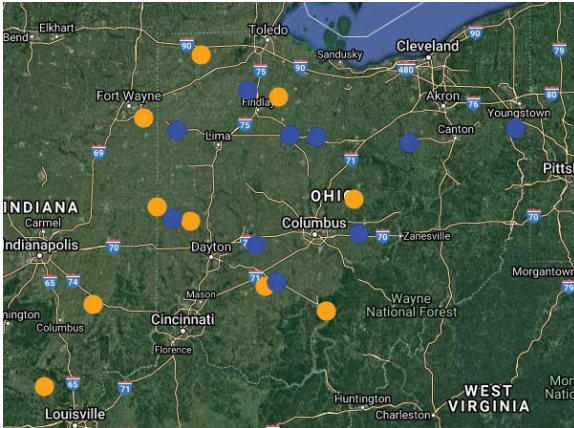
# SOIL LAB

Your fields are accurately sampled without human error and analyzed by an IAS certified laboratory that provides the most reliable and accurate nutrient mapping in the industry.

We take pride in our quality controls all the way from collecting the soil sample in the field to analyzing your soil in our own certified lab.

# IAS YIELD TRIALS





For over 25 years, Integrated Ag Services has maintained an unbiased, replicated corn and soybean testing program. Our goal is to provide quality plot results, via the web, to help growers select the very best varieties and hybrids for their farm. Our plot program has grown to be the largest third-party testing program in Ohio and is quickly gaining popularity in Indiana. Our testing program brings out the best of the best in corn and soybean seed.

The IAS Yield Trials is now part of MyFarm Solutions, providing the user one location to reference seed choices along with the developing features of MyFarm Solutions. IAS Yield Trials has become easier to use with added features including a new report called Hybrid Comparison. This report allows the user to select how a specific hybrid or variety compares more directly with other hybrids or varieties.

Varieties and hybrids are either in the Farmer's Choice or Seedsman's Choice category. Every account will now be able to see all varieties and hybrids no matter the subscription level. Farmer's Choice are suggested by the farmer and were grown in our plots. If you would like to suggest a hybrid or variety for next year's plot, please make suggestions using the Farmer's Choice form, which can be accessed using the QR code below. Seedsman's Choice are paid for by the participating company and entered into our plots.

### Plot Format
Randomized Complete Block Design
Corn – 2 Rows, 30" Width, 20' Row Length
Soybeans – 2 Rows, 30" Width, 20' Row Length
Three Replications per Plot
Corn Starting Population – 33,000
Soybean Starting Population – 140,000

**MyFarmSolutions.net**

# GENETICS BY ENVIRONMENT (GXE)

## Seed selection, one of your most important Return on Investment (ROI) decisions!

**1** 30+ ways to filter, sort, and view the best or worst hybrids

**2** View results in a chart or table

**3** Compare **Your Hybrids** vs. **IAS Yield Trials** vs. **Everyone Else**

### Multi-Client Pooled Data

| Hybrid | All Data | CPU 1-3 | CPU 4-6 | CPU 7-9 |
|---|---|---|---|---|
| Hybrid 4872 | 238.86 | 212.46 | 232.09 | 243.49 |
| Hybrid 6875 | 235.13 | 187.2 | 231.07 | 237.63 |
| Hybrid 3928 | 234.59 | 231.16 | 235.4 | 240.2 |
| Hybrid 5364 | 234.41 | 235.05 | 233.99 | 233.2 |
| Hybrid 9452 | 233.93 | 214.23 | 236.9 | 233.17 |

- Look for top performers on your farm
- Look for top performers on your neighbors' farms—"A good hybrid is a good hybrid"
- Take this top performers list to your seedsman
- **Plant these hybrids!**

### Distance / Crop filters panel

| Distance | Crop |
|---|---|
| Select | Select |

| Season | Planting Date |
|---|---|
| Select | Fri Jun 01 2018 - Fri Jun 08 2018 |

| Moisture | Company |
|---|---|
| 0   20   30   40 | Select |

| Traits | Maturity |
|---|---|
| Select | 90   105   114   117 |

| Hybrid/Variety | |
|---|---|
| Select | |

*Many more filters are available*

### Average Yield by Hybrid

Bottom 20% ▼   Top 20% ▲

| Hybrid | IAS Yield Trials | Your Data | Pooled | Average |
|---|---|---|---|---|
| Hybrid 4872 Trait D | ▲ 246.66 | ▲ 242.57 | ▲ 245.28 | ▲ 243.83 |
| Hybrid 6875 Trait W | ▼ 232.57 | - | ▲ 241.03 | ▲ 236.60 |
| Hybrid 3928 Trait L | ▲ 236.27 | ▼ 228.57 | ▲ 240.27 | ▼ 235.04 |
| Hybrid 5364 Trai S | - | - | ▼ 233.85 | ▼ 233.85 |
| Hybrid 9452 Trait O | - | - | ▼ 232.66 | ▼ 232.66 |
| Hybrid 6192 Trait R | ▼ 229.33 | ▲ 238.66 | ▼ 225.68 | ▼ 232.17 |
| Hybrid 1936 Trait H | ▲ 236.27 | ▼ 228.57 | ▲ 240.27 | ▼ 235.04 |
| Hybris 8462 Trait D | - | - | ▼ 233.85 | ▼ 233.85 |
| Hybrid 3617 Trait S | - | - | ▼ 232.66 | ▼ 232.66 |
| Hybrid 1352 Trait K | ▼ 229.33 | ▲ 238.66 | ▼ 225.68 | ▼ 232.17 |

### Corn – 2 year data set IAS Yield Trials

| Hybrid | Yield |
|---|---|
| Highest Yielding | 254 |
| Lowest Yielding | 184 |
| | 70 bu/ac |
| | x $5 /bu |
| **AT RISK!!** | **$350 /ac** |

### Soybeans – 2 year data set IAS Yield Trials

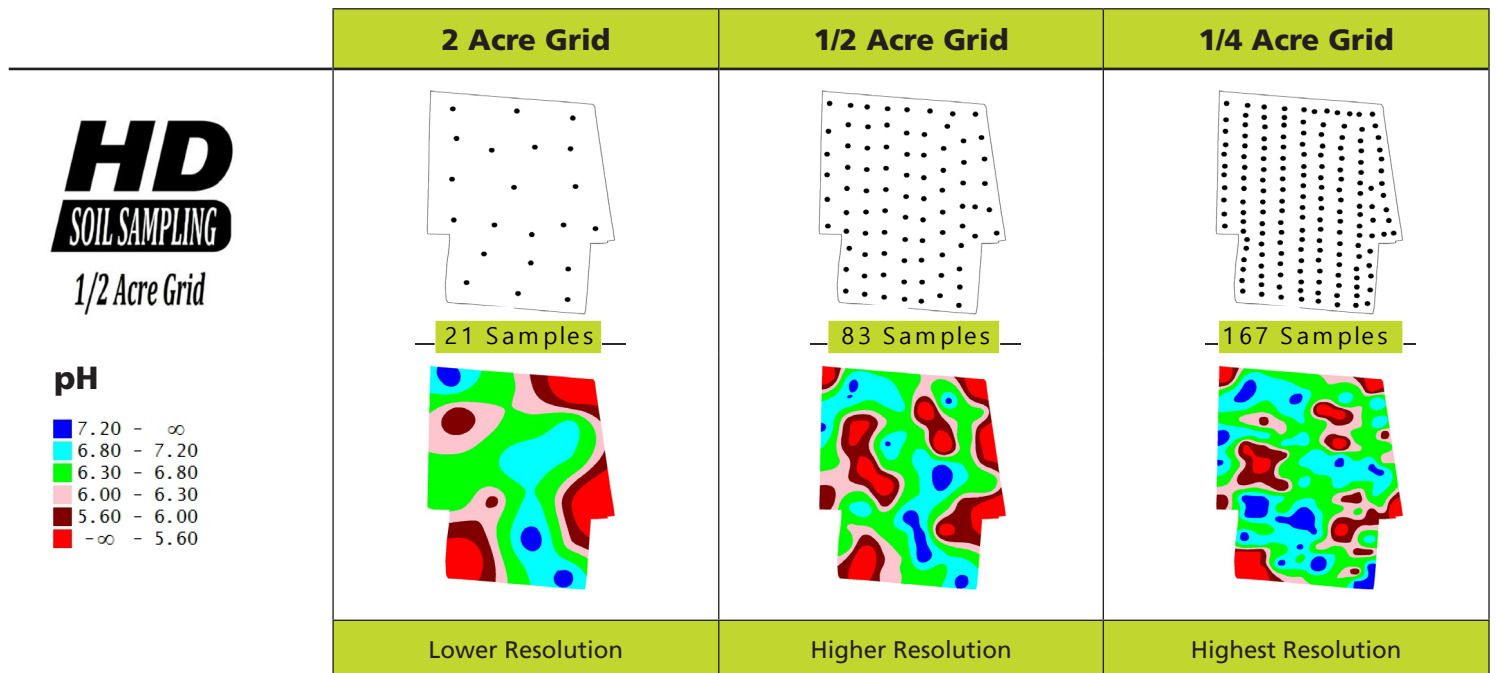| Variety | Yield |
|---|---|
| Highest Yielding | 78.5 |
| Lowest Yielding | 49.1 |
| | 29.4 bu/ac |
| | x $10 /bu |
| **AT RISK!!** | **$294 /ac** |

# HD SOIL SAMPLING

Our automated precision soil sampler takes the age-old method of soil sampling, makes it more efficient—and most importantly—more accurate. You get more samples to help guide variable rate technology, leading to better results and higher profits.

## WHAT MAKES IT UNIQUE?

Our automated soil sampler takes a sample every half acre, providing two samples per acre. These locations are marked using existing GPS technology, which are used to develop detailed application maps. These maps allow you to apply inputs at a very high level of precision and accuracy.
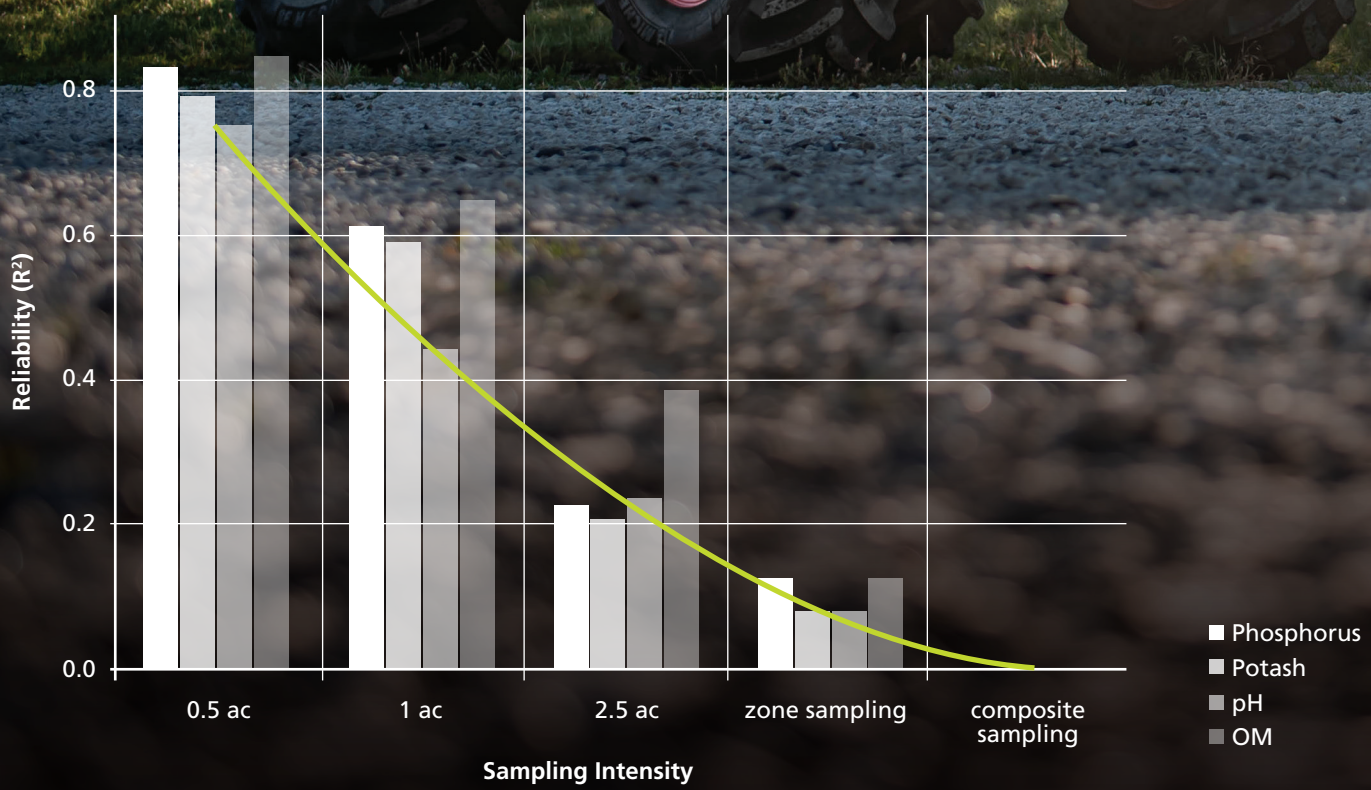
This state-of-the-art technology enables inputs to be tailored to every half-acre, ultimately improving results and increasing profits.
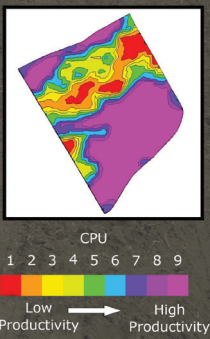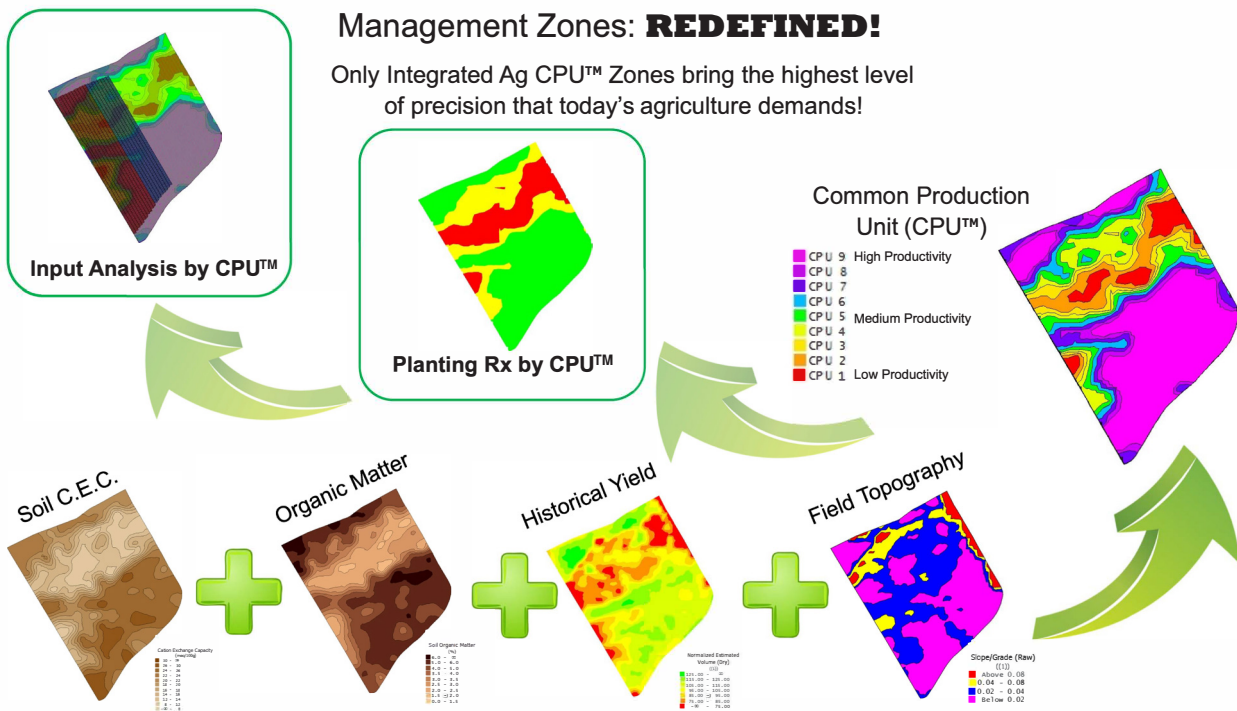
## COMPARISON OF SOIL SAMPLING METHODS

**HD**
**SOIL SAMPLING**
*1/2 Acre Grid*

**pH**

| | |
|---|---|
| ■ | 7.20 – ∞ |
| ■ | 6.80 – 7.20 |
| ■ | 6.30 – 6.80 |
| ■ | 6.00 – 6.30 |
| ■ | 5.60 – 6.00 |
| ■ | –∞ – 5.60 |

| 2 Acre Grid | 1/2 Acre Grid | 1/4 Acre Grid |
|---|---|---|
| 21 Samples | 83 Samples | 167 Samples |
| Lower Resolution | Higher Resolution | Highest Resolution |

**COMBINED SAMPLING INTENSITY STATS**

Reliability (R²) vs. Sampling Intensity

| | 0.5 ac | 1 ac | 2.5 ac | zone sampling | composite sampling |
|---|---|---|---|---|---|

Legend:
- Phosphorus
- Potash
- pH
- OM

# EXPLANATION OF CPU™



CPU
1  2  3  4  5  6  7  8  9

Low
Productivity  ⟶  High
Productivity

Integrated Ag's Common Production Units (CPU™) are used as management zones for various operations such as HD variable rate seeding and HD variable rate Nitrogen applications. The CPUs™ are created using various layers of data that are temporally stable: soil C.E.C, organic matter, normalized yield data, and field topography.

## Management Zones: REDEFINED!

Only Integrated Ag CPU™ Zones bring the highest level of precision that today's agriculture demands!



Input Analysis by CPU™



Planting Rx by CPU™

**Common Production Unit (CPU™)**

CPU 9  High Productivity
CPU 8
CPU 7
CPU 6
CPU 5  Medium Productivity
CPU 4
CPU 3
CPU 2
CPU 1  Low Productivity



Soil C.E.C.  +  Organic Matter  +  Historical Yield  +  Field Topography

Beginning with our **HD** Sample Collection, CPU's™ accurately map field productivity to drive input decisions.

# IAS AGRONOMIC SERVICES

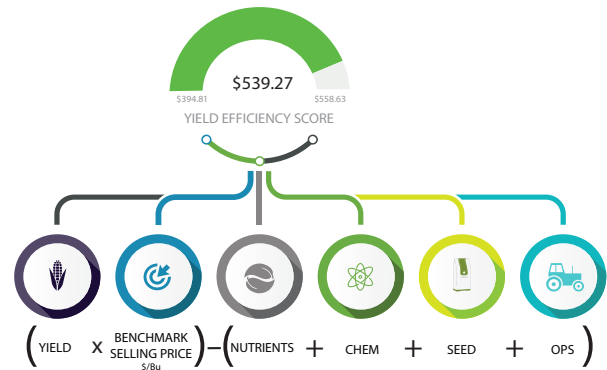| | Free | Prime Consulting | Plus Consulting | Pro Consulting |
|---|---|---|---|---|
| MFS-Local field-level weather* | x | x | x | x |
| MFS-IAS Yield Trials full access* | x | x | x | x |
| MFS-Customizable local grain markets* | x | x | x | x |
| Connected personal weather station | x | x | x | x |
| Fertility and lime Rx using yield goal | | x | x | x |
| Crop plan | | x | x | x |
| Soil testing schedule & results | | x | x | x |
| Fertilizer Rx using yield data | | | x | x |
| Genetics by Environment Seed Selection report (GXE) | | | x | x |
| Hybrid/Variety selection | | | x | x |
| Herbicide recommendations | | | x | x |
| Common Production Unit (CPU™) management-zone creation | | | x | x |
| VR Seeding Rx (Using CPU™ Mgmt. Zones) | | | x | x |
| VR Nitrogen Rx (Using CPU™ Mgmt. Zones) | | | x | x |
| Yield data analysis & maps | | | x | x |
| Equipment data management | | | x | x |
| Full-time IAS trusted advisor | | | x | x |
| Group & field benchmarking-Yield Efficiency Score (YES) | | | | x |
| Economic & agronomic dashboards | | | | x |
| Advanced analytics | | | | x |
| Agronomic Learning Blocks** | | | | x |
| Enterprise Planning Tool | | | | x |
| HD soil sampling (1/4 Ac, 1/3 Ac, 1/2 Ac, 1.0 Ac) | X (billed separately) | X (billed separately) | X (billed separately) | X (billed separately) |
| Traditional soil sampling (2.0 Ac, 3.0 Ac.) | X (billed separately) | X (billed separately) | X (billed separately) | X (billed separately) |
| Hourly work (tile design, investigate, litigation) | X (billed separately) | X (billed separately) | X (billed separately) | X (billed separately) |
| HD Scouting | X (billed separately) | X (billed separately) | X (billed separately) | X (billed separately) |
| *MFS=MyFarm Solutions* <br> *\*\*Learning Blocks are limited to 1 learning block per 400 acres* | | | | |

# PRO CONSULTING
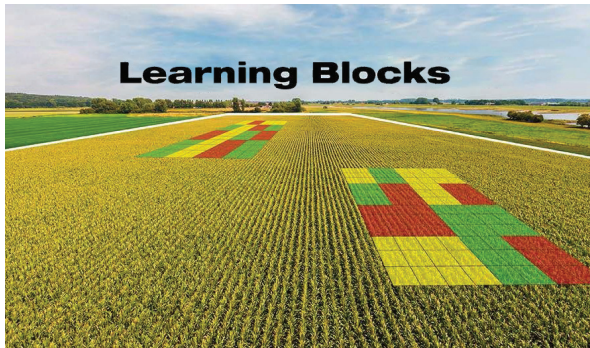

Learning Blocks

- Group and field benchmarking – Yield Efficiency Score (YES)
- Economic and agronomic dashboards
- Advanced analytics
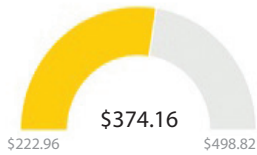- Learning blocks
- Enterprise planning tool

Data visualization is focused on grower dashboards and group benchmarking, ultimately showcasing the Yield Efficiency Score for your operation.
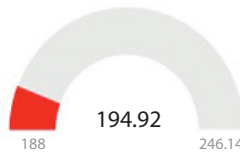


### Grower Yield Efficiency ($/ac) vs Group

$539.27
$394.81    $558.63
YIELD EFFICIENCY SCORE

$$\left( \text{YIELD} \times \frac{\text{BENCHMARK SELLING PRICE}}{\$/\text{Bu}} \right) - \left( \text{NUTRIENTS} + \text{CHEM} + \text{SEED} + \text{OPS} \right)$$

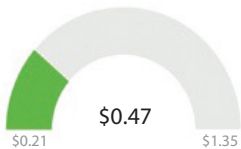| Grower Yield Efficiency ($/ac) vs Group | Grower Yield (bu/ac) vs Group | % of Acres with full Production Costs |
|---|---|---|
| $374.16 | 194.92 | 100 |
| $222.96    $498.82 | 188    246.14 | 0    100 |

| Seed $/bu vs Group | Fertilizer $/bu vs Group | Chemical $/bu vs Group | Operations $/bu vs Group |
|---|---|---|---|
| $0.47 | $0.73 | $0.16 | $0.37 |
| $0.21    $1.35 | $0.39    $0.86 | $0.09    $0.34 | $0.22    $0.70 |
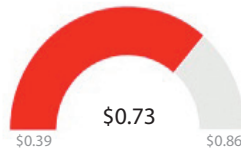
**HD**
SCOUTING

# HD SCOUTING


Overview Flight
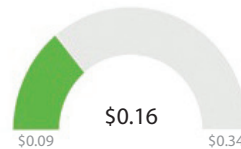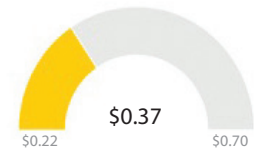
## TECHNIQUES

### SMART SCOUT
- Drone captures geo-referenced high resolution images.
- Machine learning (AI) software removes the guesswork.
- Leaf-level precision enables fast and decisive action.

### OVERVIEW
- Drone captures an overview video giving the agronomist/farmer a bird's-eye view of each field, looking for man-made patterns, weather stresses, and nutrient issues.
- The combination of Smart Scout + Overview provides the most comprehensive and intelligent IPM program on the market.

### SEASON-LONG SCOUTING • 5 Smart Scouts + 2 overview flights
- Saves money by only treating areas where there's a problem.
- Flights start at emergence and continue for approx. 100 days (est. Aug. 20).
- Scoutings occur every 10-20 days, providing season-long IPM solutions for all pests.
- This allows for better communication of information, driving timely, fact-based decisions.
- Receive a "scorecard" of how each field performed at the end of the season.
- As needed, boots on the ground confirmation from a certified agronomist.


Smart Scout Emergence


Smart Scout Disease


Smart Scout Nutrient


Smart Scout Weeds

# OUR TEAM

With more than 140 years of combined experience, the Integrated Ag Services team brings a wealth of industry knowledge to our farmers. We are dedicated to staying abreast of new products, technologies and research to provide expert advice. In fact, six of our team members have committed to undergoing extensive continuous education and training to serve as Certified Crop Advisers.

**Dave Scheiderer, CCA**
President

**Zita Scheiderer**
Accounting Support

**Evan Delk, CCA**
VP of Sales & Marketing

**Alicia Barterian, CCA**
Director of Agronomy Services

**JD Bethel, CCA**
Agronomic Consultant

**NataSha Bruns**
Soil Lab Technician

**Mark Bugg, CCA**
Agronomic Consultant

**Jess Carpenter**
Agronomic Consultant

**Tracy Distl**
Soil Lab Manager

**Skyler Foos**
Agronomic Consultant

**Wesley French**
Agronomic Information Advisor

**Diane Joseph**
Office Manager

**Ryan King, CCA**
Agronomic Consultant

**Cory Miller**
Soil Sampling Ops. Manager/IT Tech

**Brian Rausch**
In-Field Technician

**Jacob Rutan**
In-Field Technician

**Mikayla Storck**
CPGG Operations Manager

**Kyle Wilhelm**
CPGG In-Field Operations/ HD Drone Scouting Manager

**OUR FORMULA FOR YOUR SUCCESS IS:**

# Agronomics + Economics + Environment

*Integrated Ag Services operates under the 4R Nutrient Stewardship Certification Program. Find out more at 4rcertified.org.*