

Frequently Asked Questions

Exactrix 2KD series "Weigh Master"
From: Guy Swanson
Exactrix Global Systems
3310 East Trent Avenue
Spokane, Washington 99202
800-929-9289 or exactrix@exactrix.com

Can I reduce my nitrogen cost? An Exactrix December, 00 survey of forty Corn Belt producers indicates that N is being overapplied 20%. UNL measured and tested forty pressure reducing NH₃ applicators and found a 16% overapplication was required (www.ianr.unl.edu/pubs/farmpower/ec737.htm). The forty producers surveyed by Exactrix were quizzed on their soybean N credit, in the row N credit and their yield goal. Based on 1.1 lb of N per bushel of yield goal and NH₃ at \$340 per ton (23 cent N), producers overapplied 42 lbs. of N or \$9.66 per acre of wasted nitrogen. Some producers were actually as high as \$15.00 per acre of wasted nitrogen.

Yield is everything. How can Exactrix cut the applied N rate and take a higher yield? It does not make any sense to me. Really it is pretty simple....All electronic pressure reducing systems are very inaccurate. The 30 inch band spacing shanks are varying 3 and 4 times with pressure reducing NH₃. It has been known for many years that producers must overapply NH₃ at least 25% to 40% to get yield results. It is a very big problem. NH₃ is and always will be the lowest cost form of Nitrogen. So corn producers need NH₃.....It is the most stable form of nitrogen placed in the soil and also the highest analysis.

The closest possible competitor is aqua ammonia in cost and performance. Aqua ammonia is not accepted since the producer must haul 4 x's the material to the field. Aqua ammonia's safety record is poor.....actually much worse than NH₃. Solution 28 is not a viable compromise since nitrate is mobile and cost is 1.5 x's higher. So the economic solution is to cut NH₃ by at least 20% with high port to port accuracy using Exactrix, pressure increasing, direct injection, NH₃. Long term... NH₃ is the winner.

Yields are increased on average 10% in a corn soybean (2.5% OM) rotation because of the even Exactrix application. As OM goes down and corn on corn rotations are utilized a 15% yield boost is normal. Prior to harvest you can observe this. There are no pinch row ears or small ears of corn. The airplane photos really tell the story between the 4th and 5th week after planting. You can see this dramatic comparison at www.exactrix.com/2KDPhotos. Thus timing of ammonia nitrogen is very key to top yields.

Your Exactrix budget should reflect a 20% or \$10.00 per acre reduction in nitrogen cost and a corresponding increase of \$30.00 acre in yield on average. Pick your average yield for the last seven years and pick the average price for seven years. If you are an irrigated producer you can use a three year average.

Irrigated corn on corn producers can use an even shorter time frame with a 15% boost if your pivot water is devoid of nitrate. Some irrigated farms in Nebraska add 7 lbs. of N per 1 inch of water. However this is not a management tool since Corn needs 90% of its' N between the 2nd to 5th week after planting. Corn uses virtually no soil N after the plant goes to silk. After silk the N is stored in the plant and P and K are being absorbed in tremendous amounts by the corn root system. The stalk nitrate test is employed after silk to determine how efficient the Corn plant was with the placed nitrogen.

So how come Exactrix has received so much press and national coverage? Soil and cropping editors such as Rich Fee of "*Successful Farming*" have long recognized the NH₃ problem. Iowa State, University of Nebraska and Kansas State have or have had large funding programs to investigate the problem and try to solve it. It is like operating a big diesel truck getting 3 miles per gallon when the price for diesel fuel doubles from a \$1.50 per gallon to \$3.00 per gallon. The owner needs to sell the old truck and buy a new truck that gets 8 miles per gallon and reduce exhaust emissions. With the new truck you get extra safety features, you stay in the tractor seat twice as long between stops, and higher cruise speeds are possible with GPS on board. The quicker you get rid of the old truck the better off your bottom line will be.

If you want to bring \$40.00 net dollars to the bottom line on your 1,000 acre corn production system you can pay for the Exactrix, pressure increasing, direct injection NH₃ system in first 500 acres and expect \$40,000 of additional net every year on your low maintenance Exactrix System.

Resource and information credits, University of Nebraska, Iowa State University, and USDA-ARS, Lincoln, NE., Nov. 1, 2 & 3, Nebraska Field Days.

..... Your farm just got more profitable with Exactrix™ Direct Injection NH3.

...."Exactrix Global Systems has been producing excellent yields at lowest cost for four years."

...."You may have read about the Exactrix system in *"Successful Farming*...Now see it in action".

...."The rapid expansion and acceptance of Exactrix is a direct result of the computer technology revolution."

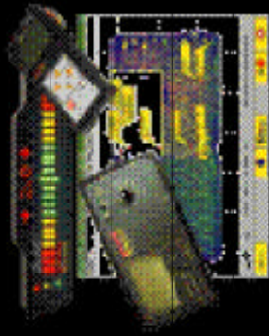
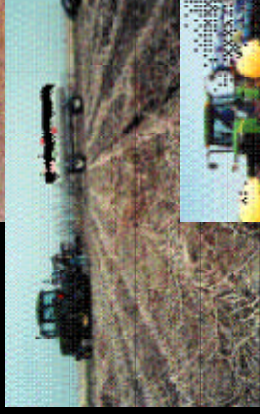
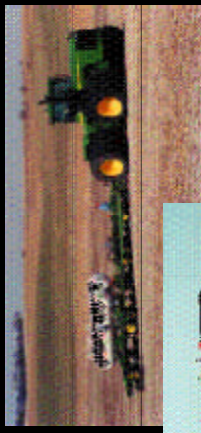
...."We offer to you 4 choices in NH3 Direct Injection systems and over 20 opener types."

...."Commodity prices and government agencies drive us into a better economic approach to crop production."

...."The system we offer you will fully meet your needs of being the low cost corn producer with No-tillage".

...."Our abilities are:

- * Pin point NH3 precision.
- * Widest window for NH3...preplant or sidedress.
- * NH3 single disc openers.
- * Less or No-tillage.
- * High ground speeds.
- * NH3 billing from the tractor seat.
- * Port to port NH3 accuracy @ 1% or 5% adm.
- * Reduction in applied rate.
- * Assumable yield increase.
- * No NH3 opener freezing.
- * Outstanding cold weather performance.
- * Safest system yet.
- * Internal rate of annual return up to %888.
- * ASAE recognized experts with NH3 precision



Exactrix™ Global Systems

Spokane, Washington, USA
800-929-9289

www.exactrix.com

Photo courtesy of USGS, EROS Data Center

Exactrix Global Systems LLC is a consortium that backs the *Exactrix Direct Injection* NH3 metering systems. *Corken, Dempster, Engineered Controls, Micro Motion, Mid-Tech and Smarhose* stand with *Exactrix* in offering the most advanced technology on planet Earth for metering NH3 safely and accurately.