



BHN, Investing In Your Success T3: Technology, Tools, Training

T3: Technology, Tools, and Training

- Currently Available
 - Huma Gro[®] App (android version)
- Coming in 2017

HUMA

- BHN-University Certified Crop Advisor Training Course
- SharePoint[®] Training Site Huma Gro[®] Product & Crop Wikis
- Huma Gro[®] App (ios version)
- Authorized Distributor Benefits
- Longer Term Development
 - CertiLISA™ Huma Gro[®] Local Growing Program
 - President's Distributor Roundtable
 - 'Tote to Field' Automated Nutrient Delivery System
- Big Ag Data





Huma Gro[®] Android App





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Sort By: Product	○ рН
Best-Bale®	8.5 - 8.0
Start-L™	8.5 - 7.5
Surf-Max®	4.0 - 3.5
Fulvi Pro®	2.5 - 1.5
Huma Burst®	0.0 - 0.0
Huma Pro®	9.0 - 8.0
X-Tend®	9.5 - 8.0
X-Tend® B	9.5 - 8.0
2-16-16 TM	7.5 - 6.5
38 Special®	7.6 - 6.6
Buffer KTM	7.0 - 8.0
C-phos™	1.0 - 0.3
Lucky 7®	4.2 - 3.2
NZ-Phos TM	1.0 - 0.0
Sil-K TM	15.0 - 14.0
Super Nitro®	8.0 - 7.0
Super Phos®	1.0 - 0.1
Super Potassium TM	16.7 - 15.7
Z-Phos [™]	1.8 - 0.8
Activol [®] (Micro F [™])	2.4 - 1.4
BreakFree™	0.0 - 0.0
Breakout®	2.7 - 1.7
Crop-Gard®	2.6 - 1.6
D-Fend®	2.0 - 1.0
Golden Pro™	0.6 - 0.3
Jackpot [®] (Yield-Max [™])	15.5 - 14.5
Sili-Max TM	12.5 - 11.5
Vitol®	2.8 - 1.8

← Products			:
Sustaina	able Soil Fertilit	у	
Encapsalt®	Label	SDS	Tech. Sheet
Fertile Humus®	Label	SDS	Tech. Sheet
KleenUp [™]	Label	SDS	Tech. Sheet
Soil Pro TM	Label	SDS	Tech. Sheet
Zap®	Label	SDS	Tech. Sheet
 Optimal Gr 	owth Manager	nent	
∽ Ma	cronutrients		
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Zero Resid	lue Crop Protec	tion	
Carbon-R	ich Organic Ac	ids	



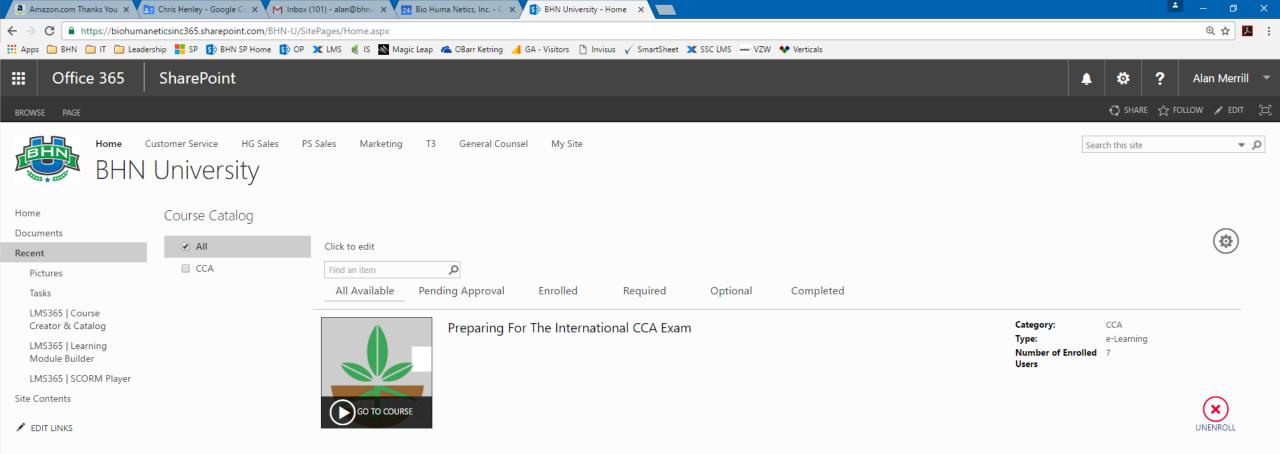
Training

• BHN-University (Certified Crop Advisor)



- Increase Knowledge, Increase Performance
 - 14 learning modules online anytime / anywhere





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4. Nutrient Placement & Timing			100%	
5. Soil & Water Management (A) %			(II) 100%	
6. Soil & Water Management (B) %			100%	
7. Soil & Water Management (C) ^{0%}			100%	
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2 CCA Prep: Soil Testing & Plant Tissue Analysis

Menu

▼ CCA1b_Soil Testing Plant Tissue... ▲

1. Cover slide

- WHAT IS SOIL TESTING?
 DIFFERENT LABS...
 PREDICTIVE VS DIAGNOSTI...
- 5. METHODS OF PREVIOUS N... 6. METHODS OF PREVIOUS N... 7. NUTRIENT STRATIFICATIO... 8. WITHIN-FIELD SOIL AND C ... 9. THINGS THAT CAUSE VARI... 10. TIMING AND DEPTH OF S... 11. NUMBER OF SAMPLES, S... 12. ANOTHER CONSIDERATI... 13. GRID, ZONE, AND WHOLE ... 14. SOIL ANALYSIS AND PRO... 15. SOIL ANALYSIS AND NUT... 16. SOIL ANALYSIS AND IN-S... 17. VARIABILITY IN SOIL TEST ... **18. VARIABILITY IN SOIL TEST...** 19. VARIABILITY IN SOIL TEST ... 20. MAKING NUTRIENT RECO... 21 MAKING NUTRIENT RECO



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SOIL TESTING & PLANT TISSUE ANYALSIS

2 CCA Prep: Soil Testing & Plant Tissue Analysis

8. WITHIN-FIELD SOIL AND C... 9. THINGS THAT CAUSE VARI ... 10. TIMING AND DEPTH OF S... 11. NUMBER OF SAMPLES, S... 12. ANOTHER CONSIDERATI... 13. GRID, ZONE, AND WHOLE ... 14. SOIL ANALYSIS AND PRO... 15. SOIL ANALYSIS AND NUT... 16. SOIL ANALYSIS AND IN-S... **17. VARIABILITY IN SOIL TEST... 18. VARIABILITY IN SOIL TEST... 19. VARIABILITY IN SOIL TEST...** 20. MAKING NUTRIENT RECO... 21. MAKING NUTRIENT RECO... 22. MAKING NUTRIENT RECO ... 23. SOIL ANALYSIS INTERPRE... 24. SOIL ANALYSIS INTERPRE... 25. PLANT TISSUE ANALYSIS ... 26. EFFECT ON PLANT ANALY ... 27. EFFECT ON PLANT ANALY ... 28. DESCRIBE THE PROBABIL...

Menu

GRID, ZONE, AND WHOLE-FIELD SAMPLING

Grid	 Utilizes a uniform grid over the entire field such that spatial differences due to soils and past management can be understood and built into a fertilization/liming process Soil sample composites are collected at each point on the grid Can be used in a non-uniform field
Zone	 Recognizes that parts of a field – or zones – have been managed similarly and fertilizer and lime recommendations are made for each zone Soil sample composites are collected in each zone
Whole Field	 Done when average soil test values for the entire field are used to make fertilizer and lime recommendations A composite soil sample is collected for the entire field

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NEXT >



2 CCA Prep: Soil Testing & Plant Tissue Analysis

Menu

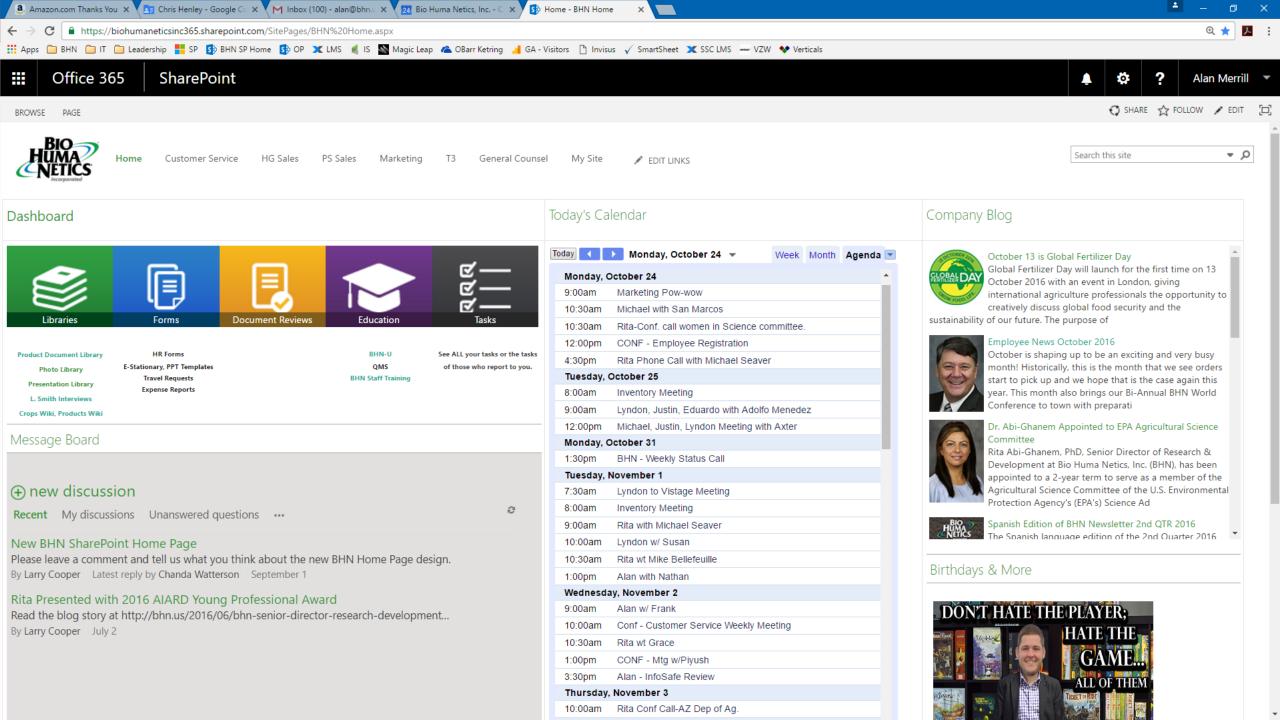
MAKING NUTRIENT RECO...
 MAKING NUTRIENT RECO...
 SOIL ANALYSIS INTERPRE...
 SOIL ANALYSIS INTERPRE...
 SOIL ANALYSIS INTERPRE...
 PLANT TISSUE ANALYSIS ...
 EFFECT ON PLANT ANALY...
 EFFECT ON PLANT ANALY...
 DESCRIBE THE PROBABIL...
 ASSESS PLANT NUTRIENT...
 REVIEW

Q1. Soil sampling in a non-u...
Q2. The depth of the samplin...
Q3. Nutrient concentrations ...
Q4. At which of the following...
Q5. Which of the following co...
Q6. If a soil contains 40 lb P/...
Q7. Fertilizer recommendati...
Q8. _____ plant parts should ...
Q9. Which is the best sample...
Q10. _____ is the plant nutrie...
Q11. The chlorophyll meter d...

Q1. Soil sampling in a non-uniform field should be by the _____ method.

Whole fi	Correct
Grid Probe	That's right! You selected the correct response. This was covered in Slide 13.
	Continue







Personal Training

- Huma Gro[®] Product Wiki
- Crop Wiki

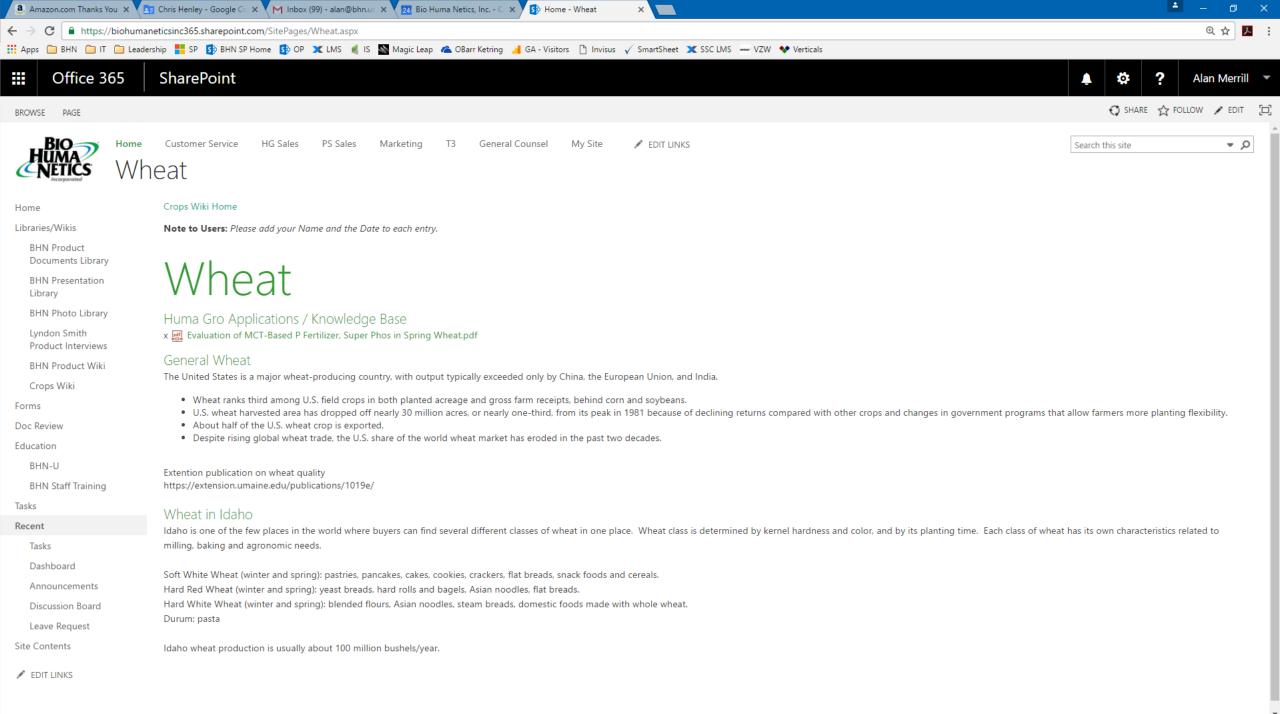
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BHN Presentation	 Doc Type 	Product Division	Product Name	00 How to Use the BHN Product Documents Library	Yea	r Language	August 29
Library	Label;	Huma Gro	2-16-16;	2-16-16 Label (HG)		16 ENG-U.S.	September 14
BHN Photo Library	Product Technical Bulletin;		2-16-16;	2-16-16 Product Technical Bulletin (HG)		16 ENG-U.S.+In	
Lyndon Smith Product Interviews	Label;	Huma Gro	38 Special;	38 Special Label (HG)		16 ENG-U.S.	September 14
BHN Product Wiki	Label;	Huma Gro	38 Special;	38 Special Label (HGI)		16 ENG-Int	September 14
Crops Wiki	Label;	Huma Gro Turf	38 Special;	38 Special Label (HGT)		16 ENG-U.S.	September 15
Forms	Product Technical Bulletin		38 Special;	38 Special Product Technical Bulletin (HG)		16 ENG-U.S.+In	
Doc Review	SDS;	Huma Gro	38 Special;	38 Special SDS (HG)		16 ENG-U.S.	April 27
Education	Label;	Huma Gro	44 Mag;	44 Mag Label (HG)		16 ENG-U.S.	September 14
BHN-U	Label;	Huma Gro	44 Mag;	44 Mag Label (HGI)	20	16 ENG-Int	September 14
BHN Staff Training	Label;	Huma Gro Turf	44 Mag;	44 Mag Label (HGT)		16 ENG-U.S.	September 15
Tasks	Product Technical Bulletin;	; Huma Gro	44 Mag;	44 Mag Product Technical Bulletin (HG)	20	16 ENG-U.S.+In	t August 25
Recent	SDS;	Huma Gro	44 Mag;	44 Mag SDS (HG)		16 ENG-U.S.	April 27
Tasks	Label;	Huma Gro	Activol;	Activol Label (HG)	20	16 ENG-U.S.	September 14
Dashboard	Label;	Huma Gro	Activol;	Activol Label (HGI)	20	16 ENG-Int	September 14
Announcements Discussion Board	Product Technical Bulletin;	; Huma Gro	Activol;	Activol Product Technical Bulletin (HG)	20	16 ENG-U.S.+In	t August 25
Leave Request	SDS;	Huma Gro	Activol;	Activol SDS (HG)		16 ENG-U.S.	April 27
Site Contents	Crop Program;	Huma Gro	Huma Gro Group;			15 ENG-U.S.	September 18, 2015
	Crop Program;	Huma Gro		Apples Crop Program		15 ENG-U.S.	September 18, 2015
EDIT LINKS	Crop Program;	Huma Gro		Barley Crop Program		15 ENG-U.S.	September 18, 2015
	Label;	Huma Gro	Best-Bale;	Best Bale Label (HG)		16 ENG-U.S.	September 14
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Updated Pages	Return to Product Wiki Home		
Micro Carbon Technology Home	Category Micronutrient		
Z-MAX Super Potassium	Product Guaranteed Analysis Boron (B)10%		
Sil-K	Derived from Boric Acid		
Home	Product Tagline (from PTB) The Solution for Improved Boron Nutrition in Plants		
Libraries/Wikis BHN Product Documents Library	Product Statement (From PTB) HUMA GRO [®] BORO-MAX [®] complexed with Micro Carbon Technology® ensures efficient and effective uptake of boron, which is required for cell division, plant metabolism, cell structure, sugar transport, pollinatio	n, and seed development.	
BHN Presentation Library	General Benefits of Use (from PTB)		
BHN Photo Library	 Supplies boron nutrition necessary for metabolic activity, proper growth, and maturation Improves quality of crop 		
Lyndon Smith Product Interviews	 Is required for cell division and normal tissue differentiation and maturation Functions with calcium to form an "intercellular cement" to maintain plant structural integrity Improves protein matchedian and reduces pitrate accumulation is young leaves 		
BHN Product Wiki Crops Wiki	 Improves protein metabolism and reduces nitrate accumulation in young leaves Enhances pollen viability and pollination in flowering crops Improves sugar transport in plants 		
Forms	Deficiencies—When to Apply		
Doc Review Education BHN-U BHN Staff Training Tasks	 Stubby stem or root growth Weakened cell walls that allow crop lodging Increase in soluble nitrogen compounds accumulated in young leaves Young leaves become chlorotic and die Symptoms of calcium deficiency may appear CORN: pollen tube failure; COTTON: rosette; NUT CROPS: decreased yields in otherwise healthy trees 		
Recent	Application Instructions		
Tasks	Contents are highly concentrated and must be diluted with water in a ratio of at least 20 parts water to 1 part product prior to foliar application. See table below for specific rate instructions. SHAKE WELL BEFORE	USING.	
Dashboard	Marked at Ann Parties		

Mathed of Application

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BHN Photo Library	Audio	Ľ	Lyndon Smith on Fertil Humus 051916.mp3		August 27	Larry Cooper					
Lyndon Smith Product Interviews	Audio	D	Lyndon Smith on Organic Acids 061616.mp3		August 27	Larry Cooper					
BHN Product Wiki Crops Wiki	Audio	D	Lyndon Smith on Promax-Proud3 061516.mp3		August 27	Larry Cooper					
Forms	Audio		Lyndon Smith on Zap 060316 Zap.mp3		August 27	Larry Cooper					
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Education BHN-U	Audio	Ľ	Lyndon Smith on Vitol Breakout Jackpot 062016.mp3		August 27	Larry Cooper					
BHN Staff Training	Document	pdf	Lyndon Smith on Soil Max 052716.pdf		August 27	Larry Cooper					
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Recent	Audio	Ľ	Lyndon Smith on Micronutrients.mp3		August 27	Larry Cooper					
Tasks Dashboard	Audio	Ľ	Lyndon Smith on Secondary Macronutrients.mp3		August 27	Larry Cooper					
Announcements	Audio	Ľ	Lyndon Smith on MCT_Part1-Leonardite Mine Hx.mp3		August 27	Larry Cooper					
Discussion Board Leave Request	Audio	D	Lyndon Smith on MCT_Part-2 How It Works.mp3		August 27	Larry Cooper					
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Home	Field Crops: Barley, Bean	s, Corn (Grain, Sila	ge), Cotton, H	lay, Oats, Peas	, Peanut	ts, Potatoe	s, Ric	e, Sorgh	num, Soy	ybeans,	Sugar B	Beets, Si	ugarcane	e, Sunflo	ower, To	bacco, W	Vheat												
Libraries/Wikis	Field Crops: Barley, Beans, Corn (Grain, Silage), Cotton, Hay, Oats, Peas, Peanuts, Potatoes, Rice, Sorghum, Soybeans, Sugar Beets, Sugarcane, Sunflower, Tobacco, Wheat Tree Nuts: Almonds, Hazelnuts, Pecans, Pistachios, Walnuts																												
BHN Product Documents Library	Vegetables and Melons:	Cantaloupe, Chile	Peppers, Cuo	umbers, Lettu	ce, Onic	ons, Sweet	Corn,	, Tomato	oes, Wat	termelo	n																		
BHN Presentation Library	Fruits and Berries: Apple	es, Blueberries, Sw	eet Cherries, 1	fart Cherries, G	rapes, N	Nectarines,	Oran	nges, Pe	aches, P	ears, Str	awberri	ies																	
BHN Photo Library	Mutrient Removal by (Crops.pdf																											
Lyndon Smith	Data Source for PLANTING	G and HARVESTIN	G is Field Cro	ps Usual Plan	ting an	nd Harvest	ing D	Dates (O)ctober	2010) , (USDA N	lational	Agricult	tural Sta	tistics S	ervices													
Product Interviews BHN Product Wiki	Fruits and Tree Nuts: Blo	oming, Harvestir	ng, and Mark	eting Dates ([Decemb	oer 2006), U	JSDA	Nationa	al Agricu	iltural St	tatistics	Service	es																
Crops Wiki	Vegetables Usual Plantin	ng and Harvesting	g Dates (May	2007), USDA N	Vational	l Agricultu	ral Sta	atistics S	Services																				
Forms	Cash Receipts by Commo	dity (Crops), 201	4 State Rank	ing , USDA ERS	5																								
Doc Review																													
Education	See also: Crops by State E	xcel																											
BHN-U	RANK: "FC" = Field Crops"; "TN" = Tree Nuts; "VM" = Vegetables and Melons; "FB" = Fruits and Berries. Within each category, crops are ranked according to # of acres planted or total quantity sold, by state.																												
BHN Staff Training Tasks	REGION	STATE	RANK	CROP				PLA	NTIN	IG O	R BI	JD E	BREA	K							Н	IAR\	/EST	ING					
Recent	NORTHWEST				Jan	Feb N	lar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Tasks Dashboard		Oregon (#19)	FC1	Wheat, Winter									9/15			12/1							7/10	8/23					
Announcements			FC2	Hay, Other			A	NA	NA												5/20					10-15			
Discussion Board			FC3	Hay, Alfalfa				NA																					
Leave Request			FC4	Wheat,																									
Site Contents				Spring																									
n EDIT LINKS			FC5	Potatoes, Fall		3/	/15		5/25														7/15				11/15		
			FC6	Corn, Grain		3,	/25			6/15																10/10		12/5	



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8.5 - 8.0

8.5 - 7.5

4.0 - 3.5

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2.8 - 1.8

15.0 - 14.0

A Open Instructions Sort By: () Product O pH Best-Bale® Start-L™ Surf-Max® Fulvi Pro® Huma Burst® Huma Pro® X-Tend® X-Tend® B 2-16-16TM 38 Special® Buffer K™ C-phosTM Lucky 7® NZ-PhosTM Sil-KTM Super Nitro® Super Phos® Super Potassium[™] Z-PhosTM Activol® (Micro FTM) BreakFree™ Breakout® Crop-Gard® D-Fend®

Golden Pro™

Sili-MaxTM

Vitol®

Settings

Jackpot[®] (Yield-Max[™])

← Mixing

← Produ	cts			1
~	Sustainable	Soil Fertilit	y	
Encapsalt®		Label	SDS	Tech. Sheet
Fertile Humu	s®	Label	SDS	Tech. Sheet
KleenUp™		Label	SDS	Tech. Sheet
Soil Pro TM		Label	SDS	Tech. Sheet
Zap®		Label	SDS	Tech. Sheet
÷	Optimal Growt	th Manager	nent	
	Macror	nutrients		
~	Micron	utrients		
¥.	Zero Residue (Crop Protec	tion	
e.	Carbon-Rich (Organic Ac	ids	
	М	isc.		



Contact Us





Authorized Distributor Benefits

- Signed Contract Authorized Products / Discounts
- Authorized Distributor Office Plaque & Window Decal
- Field Test Kit SAP Analysis
- Co-Op Marketing
- Crop Programs



HUMA CAGRO





WHAT WE ARE WORKING ON FOR THE FUTURE

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• certiLISA™

HUMA

- Certified Low-Input Sustainable Agriculture growing program.
- Develop a demand for Huma Gro[®] grown produce in your area
- Huma-Gro[®] Distributors develop relationships with local growers and brokers
- Will be Beta Tested in Peru





President's Distributor Roundtable

- Future Participation & Collaboration
- Regular Video Conference Roundtable Discussions
- Share
 - Successes
 - Challenges
 - Product Suggestions
- Annual trip to BHN bring your Distributors
- How can BHN help you be more successful?



LONGER TERM DEVELOPMENT PROJECTS

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Automated 'Tote to Field' Huma Gro[®] Nutrient Delivery System



- Remote Management & Reporting
 - Full Crop Program Management
 - Precise Mixing
 - Precision Delivery
 - Immediate Reporting

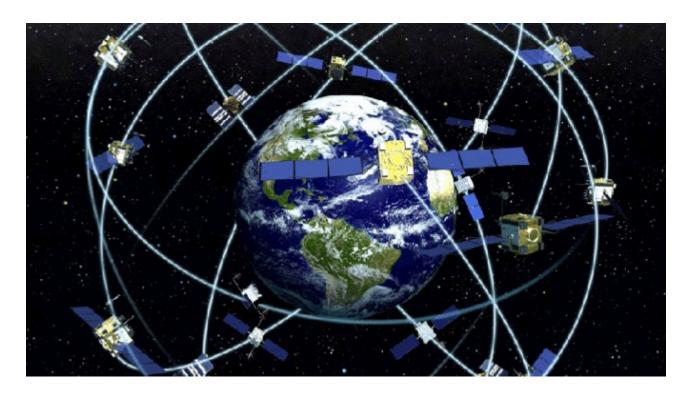






Big Agricultural Data

• We are working with a Satellite Group to bring bigger and more meaningful agricultural data to you.



T3: Technology, Tools, and Training

- Currently Available
 - Huma Gro[®] App (android version)
- Coming in 2017

HUMA

- BHN-University Certified Crop Advisor Training Course
- SharePoint[®] Training Site Huma Gro[®] Product & Crop Wikis
- Huma Gro[®] App (ios version)
- Authorized Distributor Benefits
- Longer Term Development
 - CertiLISA™ Huma Gro[®] Local Growing Program
 - President's Distributor Roundtable
 - 'Tote to Field' Automated Nutrient Delivery System
- Big Ag Data





Thank You!

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