

NEW TREATMENTS? NO PROBLEM.

Our add-on pump stands are easy to use and designed to work with virtually any treating system. Your customers get the latest protection. And you get the precision you expect from an industry pioneer.



With 66 dealer locations throughout North America, an expert is always nearby. Find Your Local Dealer at USCLLC.COM, or call **785-431-7900**



Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

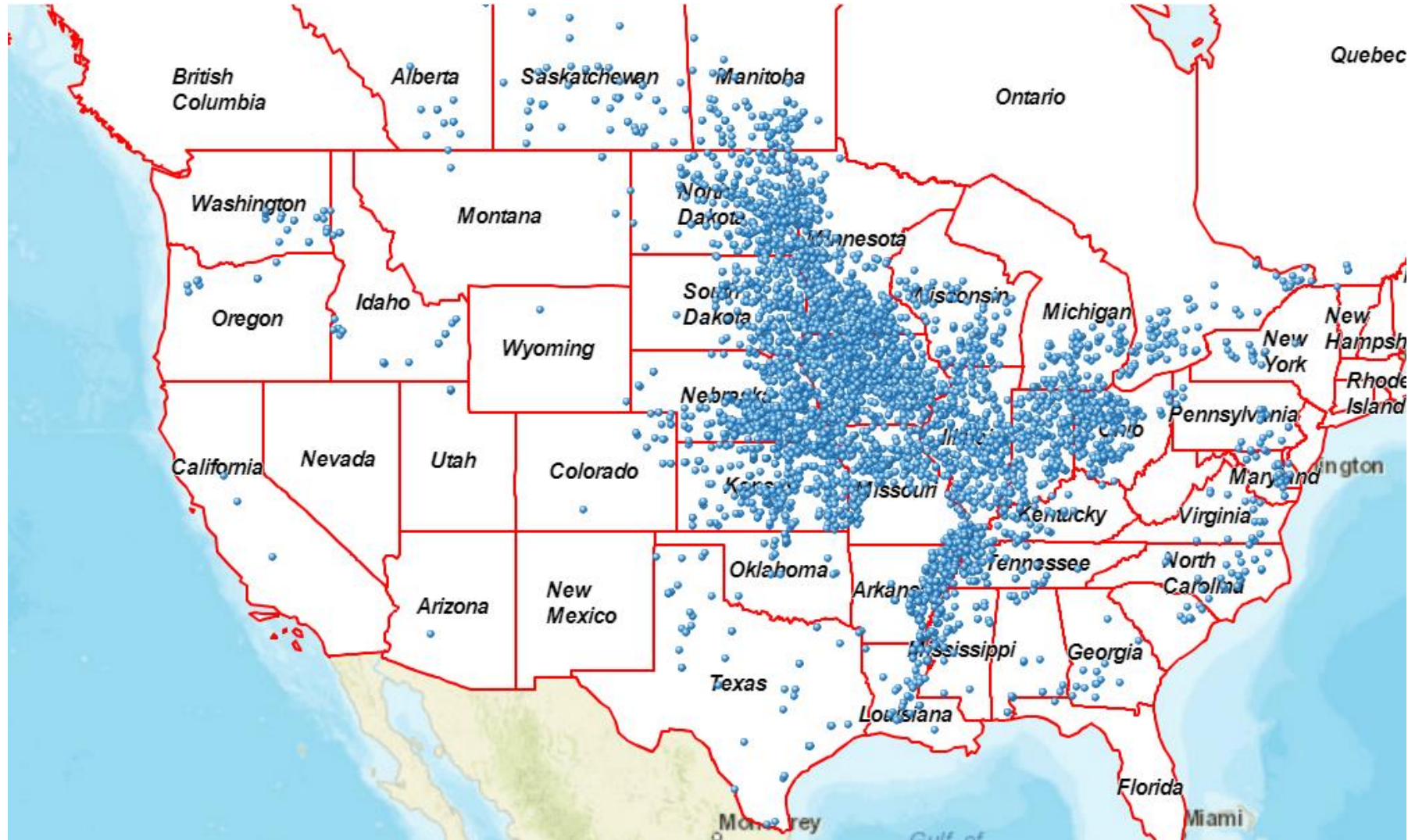
Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

- **Who are we?**

- USC is leader in Down Stream Seed Treating Equipment
 - Company Started in 2000
- Over 4,000 down-stream treaters in NA market



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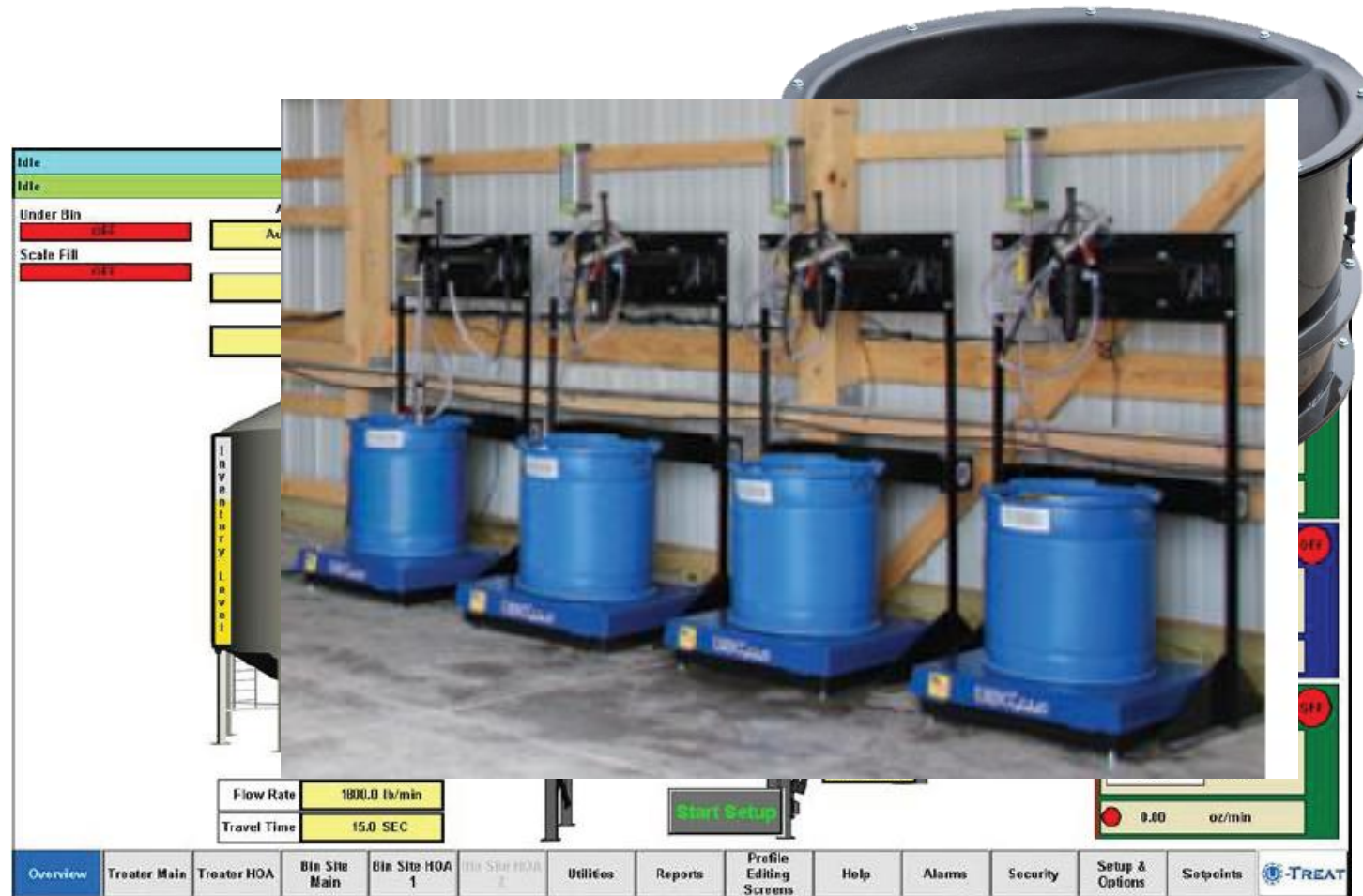
- USC is leader in Down Stream Seed Treating Equipment
 - Company Started in 2000
- Over 4,000 down-stream treaters in NA market
- Up-stream drum treaters
 - Typically for soybean facilities
- 2015 Joint Venture



Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

- **Right Machine for the Right Market**

- 3 key functions in all treating environments
 - Seed Metering
 - Chemical Metering
 - Automation

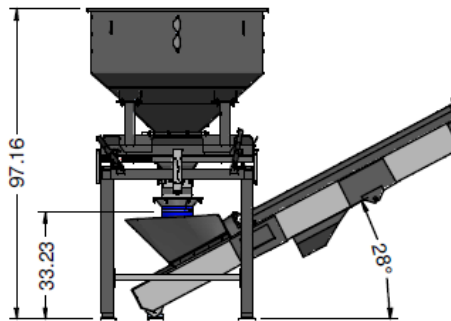


Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

• Right Machine for the Right Market

• Seed Metering Methods

- Weigh belts (High volume facilities)
 - Real time weight metering while treating
 - Ability to meter within ½ % of target rate
- Loss in Weight Metering (Ag Retailer, Local seed dealer)
 - Remove human error factor
 - Set your desired SCU or weight per minute and the machines drives to that rate
 - Ability to meter within ½ % of target rate
- Seed Wheel
 - 80% of locations currently using seed wheel
 - High accuracy ability, heavily dependent on operator



Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

- **Right Machine for the Right Market**

- Chemistry Metering Systems

- Flow meter
 - 80% of locations using flow meters
 - Require calibration
 - Ability to meter within ½ % of target rate when properly calibrated
 - Great for slurry treating
- LIW (Loss In Weight)
 - Meters by watching weight loss during run
 - Great for reporting actual treated amount
 - Enter density and begin treating
 - Great for using treatment kegs

IFM Volumetric

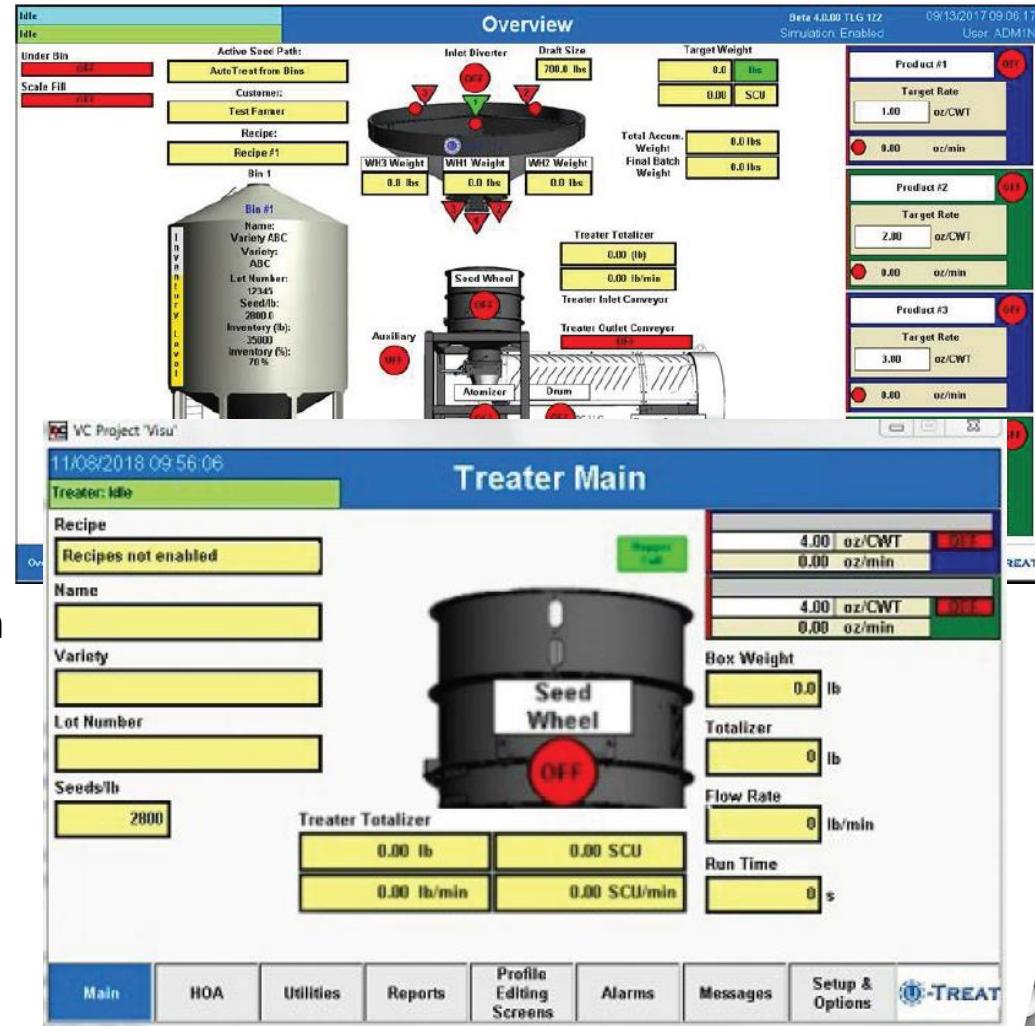


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• Right Machine for the Right Market

• Automation Systems

- 4.0 U-Treat
 - PC based
 - Simple navigation
 - Runs the entire seed system
 - From bulk to tender
- Basic Controller
 - Automated controller
 - Designed for manual treater upgrades
 - Handles the 2 most important function
 - Seed metering
 - Chemistry metering



Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

Market Challenges

- Over 1/2 treater using manual systems
 - Farmers put their BEST guys on the planter
 - Retail locations put their NEW guy on the treater
 - Treating by seed count on a manual machine
 - Required - math
 - Required - set seed flow speed
 - Required - set each liquid speed
 - ****New guy is the operator

Solutions

Upgrade paths installed treaters

Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

Market Challenges

- Over 1/2 treater using manual systems
- New treating equipment purchases not keeping up with new seed treatment technologies
- Squeeze in ag spending – commodity prices
 - Farmers closely watching cost – benefit of inputs
 - Treatments work – accurately applied

Solutions

Upgrade paths installed treaters

Easy to operate systems

Accurate application equipment

Innovations in Treater Equipment to Keep Pace with Seed-Applied Technologies

Market Challenges

- Over 1/2 treater using manual systems
- New treating equipment purchases not keeping up with new seed treatment technologies
- Squeeze in ag spending – commodity prices
- 90% of the seed treated in 1 month...4,000 treaters

Solutions

Upgrade paths installed treaters

Easy to operate systems

Accurate application equipment

Local service, parts network

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• Takeaways

- Treater technology **IS** changing
- Treaters can be upgraded to keep up with seed-applied technologies
- Customers' demands are requiring the industry to change....will we keep up?
- Ambitious USC Goal Upgrade or replace 90% of Manual Treaters by 2022!





Questions?