

## **Low Mu Tech Dust**

Linco Precision is now a Low Mu Tech Dust dealer. Low Mu Tech Dust is an Insecticide-free, Carcinogen-free Soy Protein planter lubricant. It does not abrade seeds, poses no risk to human health or the environment, and reduces static electricity. Dust is an alternative replacement for Graphite/Talc, and is made entirely from U.S. soybeans.

Dust seed lubricant advantages are

- Helps seeds move through planters.
- Lowers static electricity
- Healthier to use
- Does all the things like Graphite and Talc, none of the problems!
- Don't wear it home!
- Totally renewable
- Not found in the soil after 28 days

Dave Walton, a corn and soybean grower from Iowa says “We decided at the beginning of the season to setup a comparison between the two (graphic/talc and Dust) because I was not familiar with Dust. We used graphic/talc in one hopper of the planter and we used Dust on the other. The thing that jumped out at me first was on the monitor. We could see on the Dust side of the planter a more even drop rate compared to the graphite and talc side. The next thing we noticed was the cleanliness. On the Dust side, the mini hoppers didn't have any residue whatsoever. On the side we used graphic and talc on, it had a little build-up of graphite. When you'd fill the graphite side on a windy day, it was everywhere. The Dust side, when you'd fill it, there was basically nothing on you. It was a night and day different. It made the wife happy for sure.”

Dust is \$49.50 for a an 11# bucket and \$100 for a 35 pound bag. It's recommended usage rate is 1/8 to 1/4 cup per unit of seed. If you have any questions, or would like to try Dust seed lubricant this year, let me know or if you are a seed dealer, ask us about becoming a Dust dealer as well.

## **New Trimble RTX Correction Pricing**

Trimble has announcing that the price of some RTX corrections are increasing but others are adding features and decreasing in price.

RangePoint RTX which advertised at (but much better than advertised) 6"-8" pass to pass accuracy and 20" year to year repeatability and converges in 5 minutes or less. Prior to 2019 it was \$350 per year but the price has now increased to \$450 per year.

RangePoint RTX 1 Year= \$450

RangePoint RTX 2 Year= \$855 (\$428 per year)  
RangePoint RTX 3 Year= \$1,215 (\$405 per year)  
RangePoint RTX 5 Year= \$1,800 (\$360 per year)

Centerpoint RTX which is a satellite based RTK correction was advertised at 1.5” accuracy pass to pass and year to year and Centerpoint RTX FAST converges in 5 minutes or less and Centerpoint RTX STANDARD converged in 30 minutes or less. Centerpoint RTX FAST was \$1850 per year and Centerpoint RTX STANDARD was \$1650 per year. Centerpoint RTX FAST required and Omnistar and RTK unlock in the receiver while Centerpoint RTX STANDARD required just an Omnistar unlock in the receiver.

For 2019, Centerpoint RTX FAST and STANDARD still require the applicable unlocks, but they are now both priced at \$1,095 per year and they are sub 1” accurate pass to pass and year to year. I personally am very excited about this because not often do I get to tell you the price of something is cheaper for something better!!! Also Centerpoint RTX FAST will converge in less than 2 minutes while Centerpoint RTX STANDARD will converge in less than 20 minutes.

CenterPoint RTX 1 Year= \$1,095  
CenterPoint RTX 2 Year= \$2,080 USD (\$1,040 per year)  
CenterPoint RTX 3 Year= \$2,956 USD (\$985 per year)  
CenterPoint RTX 5 Years= \$4,380 USD (\$876 per year)

If you have any questions, please let me know.

## **Annual Winter Meeting**

When: January 24, 2019 8:00 A.M.  
Where: Skip’s Farm Shop  
15215 Nokomis Rd, Nokomis, IL  
Coffee, Doughnuts 7:30, Noon Lunch

### Agenda

8:00 Jake Ralph- Equipment Lead- Welcome!  
8:15 Andy Waters, Precision Lead- New in Precision 2019  
9:15 Caleb Stahl, OPI Lead- OPI Advanced Grain Management  
10:00 Break  
10:15 Dr. Ken Wacha- USDA ARS, Ames IA, Post Grad Research  
Soil Health, Soil- Water Interactions  
11:15 Brian Tulley- Low Mu Tech, New Release Soy Seed Lubricant  
11:45 Networking, View Displays  
12:15 Lunch  
1:00 Jason Webster- Precision Planting Agronomist, Manager- Precision Research Farm- 2018  
Research Farm Results

2:15 Jean Payne- Pres., IL Fertilizer and Chemical Assoc.- Bloomington, 4-Rs in Agriculture, New Dicamba Rules

3:15 Networking with Linco Precision Team and Speakers

-There will be equipment on site as well as precision and grain management system displays

-Plan to make a day of it! Excellent speaker venue!

-RSVP to Andy to Register (217) 670-4435 or [andytwaters@gmail.com](mailto:andytwaters@gmail.com)

#### Bios on Guest Speakers

##### Dr. Ken Wacha USDA-ARS

Ken is a post-doctorate research associate at the National Laboratory for Agriculture and Environment (USDA-ARS) in Ames, Iowa. He completed his PhD studies in the Hydraulics and Water Resources Program in the department of Civil and Environmental Engineering at the University of Iowa, focusing on the interaction of soil-water-nutrients within ag systems, specifically looking at the impacts that runoff/erosion processes have on organic stocks in intensely managed fields. Currently, he is investigating how various levels of management impact the formation and breakdown of soil aggregates under raindrop impact and how cover crops can improve soil biology and microclimatic conditions.

##### Jason Webster- Lead Commercial Agronomist, Precision Planting

Jason was raised on a family grain farm in East Central Illinois and currently is active in and manages the family farm. After graduation from Illinois State University, his career began as a professional farm manager with Pontiac National Bank in Pontiac, Illinois. To further enhance the opportunity for more on-farm research, Jason joined Beck's Hybrids and founded their first Illinois on-farm research facility near Bloomington, IL where he conducted research to help growers understand various new products and technology entering the market place as well as challenging growers to find new ways to increase yields and profitability. He joined Precision Planting November of 2016 as Lead Commercial Agronomist where his responsibilities include development and implementation of field trials, protocols and offering education and agronomic training to staff, dealers, customers, and growers. Jason is an industry-leading expert in agronomic and profit impacts of differing farming practices.

##### Jean Payne- President, Illinois Fertilizer and Chemical Association

Jean serves as President of the Illinois Fertilizer and Chemical Association in Bloomington, Illinois. She has been with IFCA since 1998, serving as President since 2004. She is involved with the management of IFCA including oversight of regulatory and legislative issues the impact the industry as well as programs to provide leadership on nutrient and agrichemical stewardship. Jean received her B.A. in English from Illinois State University and has served on the Board of Directors for the Ag Retailers Association, The Fertilizer Institute, Mid America Crop Life Association, American Stewardship Alliance, and the Asmark Institute.

##### Brian Tulley- Low Mu Tech

Graduated Texas A&M University, worked for Cargill at several U.S. locations, settled in Eastern Iowa, spent last 20 years working in grain, feed, seed, chemical, and fertilizer industry. Spent last seven years developing a 100% soy based seed lubricant named "Dust" that maintains the lubricity to maintain seed singulation as a replacement for 80/20 Talc Graphite blend under the partial funding of the United Soybean Board soybean check off. Brian continues to develop new products that use soy protein as a base product.

## Used and OverStock Items

I have added many new items to the list of used and overstock parts we have at Linco Precision.

Highlights include:

- Brand new Gen 1 20/20 display that was used once just to demo for a day. Comes with Gen 1 20/20, mount, 1 hz GPS antenna, smart connector, power harness, and 3 rums. **\$3,000** for all components.
- Used WAAS FMX no unlocks but has the updated 220 channel receiver. Comes with new AG15 antenna, antenna cable, antenna mount plate, ram mounts and power cables. **\$2,250**
- Used Omnistar unlocked FMX display. Includes display, RAM mounts, Ag25 antenna, new gps cable and sticky mounting plate and power cables. **\$3,750**
- Used Rate control module for Field IQ Module only. Updated to latest firmware version. **\$350**
- Used Raven Replacement Cab Kit, PN 80811-00. Has mounting hardware, master switch box, and display to switch box cable. Updated to latest firmware version. **\$350**
- Used Field-IQ Spray Control System - Sprayer w/ Existing Raven 4x0 - Rate and Section Control. Updated to latest 3.20 software. Selling for **\$775**
- Gen 1 20/20 Cab Control Module (CCM), selling because going to Gen 2 monitor. **\$150**
- Field IQ section control module with 75524 CAN/ power harness, and 76859 section control harness. **\$375**
- 8 Used eSets with 1.6 Bu Hoppers (no lids) off of a JD 1770NT planter. Switched to electric drives. Come with corn discs only, no bean plates. Meters were last cleaned and calibrated spring of 2018. **\$65 Each or best offer**, pick up in St Elmo IL.
- Much More in the attached PDF documents