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SHOW  
GUIDE OF**

**2023 AGRO**  
**EXPO**  
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A SPECIAL SUPPLEMENT TO

**Michigan**  
Farm News 



**August 15 & 16, 2023**

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# 2023 AGRO EXPO



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## GETTING TO AGROEXPO

### SCAN QR CODE

Use your cell phone camera to scan the code for directions to AgroExpo!

### EVENT ADDRESS

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## Welcome to the 2023 AgroExpo!

I am very excited to bring you the 2023 AgroExpo! With more than 145 exhibitors, multiple sprayer demonstrations and great speakers in our lineup, you're sure to take away valuable and useful information for your operational success.

I encourage you to use the show guide to make the most of your visit. Review the exhibitor list and plan your day. Be sure to network with fellow growers, walk the aisles and meet with industry professionals who can provide solutions to your current operational needs.

Sprayer demonstrations are featured at this year's AgroExpo. I want to thank all demonstration participants for sharing their knowledge and answering questions about applications for your farm.

With more than 100 varieties of soybeans and 100 different corn hybrids on display, there is something for everyone to discover. Visit your seed professional's booth and review the various benefits of their corn and soybean seed selections.

Equipment, as always, is very popular. You'll find many opportunities to connect with industry leaders representing top brands and showcasing the latest in innovation and technology.

During your visit, make time to join us in the speaker tent and gain insight into problems and solutions facing agriculture. Presenters from a variety of industries will cover topics that include – *Disappearing Insects: The consequences of global insect decline*; *One Farmer's Trash is Another Farmer's Profitability*; *Managing corn residue for your bottom line*; and *The Other Half of Soil Health*.

The show continues to grow and, with your involvement, has become one of the largest agricultural trade shows in the region. We are proud to be a part of that. Our mission to **Connect, Discover** and **Innovate** is at the forefront of our planning and steering committee.

I personally want to thank all of you for your loyal participation, and to our team of industry professionals and volunteers who will once again make this AgroExpo a success.

Enjoy the show!

**MARNIE SWARTZENDRUBER**

AgroExpo Show Coordinator

**THE AGROEXPO  
ADVISORY  
COMMITTEE**

Marnie Swartzendruber

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We look forward to seeing you at the Agro Expo! Come check out New Holland's Precision Farming Guidance Solutions as well as New Holland's equipment lineup from compact to high horsepower tractors, sprayers, choppers, combines and more!



# 40 Years of Better Crop Nutrition

## AGROLIQUID

There are a lot of choices out there when it comes to selecting products for your crop nutrition. When you combine the right nutrients at the right time you are going to use less fertilizer and get better results. That's where AgroLiquid comes in.

### **What makes AgroLiquid stand apart from the crowd?**

It comes down to what we've been doing for 40 years: providing a complete line of effective crop nutrients backed by highly trained staff and retail partners to provide comprehensive recommendations based on your unique soil and crop goals. AgroLiquid has been on a mission to engineer the best plant nutrition products while defending your crops, the soil, and the environment. This has required a relentless passion for research and innovation.

## THE IMPORTANCE OF RESEARCH

AgroLiquid removes the guesswork inherently involved in producing a crop by investing in research. AgroLiquid continuously tests our products against other liquid and dry fertilizer products, enabling us to produce more yield with less applied fertilizer. This is done at the North Central Research Station (NCRS), home to the AgroExpo, a private research facility of more than 1,400 acres. The NCRS also contracts and facilitates research across the country in soils and crops not native to our region. Armed with the knowledge and confidence achieved through this extensive research, our agronomists make scientifically based recommendations to economically optimize yield potential.

Part of what makes AgroLiquid products safe, efficient, and effective is our proprietary technology. Our technology has been developed specifically to protect crop nutrients from tie-up in the soil while allowing better plant utilization. This technology allows us to chelate/encapsulate nutrients within the sweet spot – not too loose but not too tight. This helps to ensure a slow and direct release so that nutrients are available when and where plants need them throughout the growing season.

This technology is what also makes AgroLiquid products effective foliar applications — efficiency in its penetration of the leaf cuticle. Since our chelation is derived from plant sources, it can one, be broken down over time by soil biology without the worry of adverse effects in soil applications, and two, be quickly broken down by the plant and used in foliar applications.



## KEEP GETTING BETTER

We believe in continuous improvement. Not only are we constantly working on researching and developing, but we also work toward improving our quality, our accountability, our knowledge, our understanding, and our commitment to providing our customers with the best there is to offer in both products and services.

## AGRONOMIC EXPERTISE

AgroLiquid's sales, agronomy, and research teams are eager to help. Our business does not exist without financially healthy growers. We want you to succeed. And we want the opportunity to help overcome the challenges you face. The question is not if AgroLiquid products have a place in your operation – it's where. Primary nutrients, secondaries, and micros – we have all the crop nutrients you'll need. From seed-safe, in-furrow options to tissue-safe foliar or soil



applications, our application flexibility is unrivaled. Compatibility makes applying balanced nutrition easy, laying the foundation for superior crop performance. Expect more from your fertilizer.

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**2021 Horsch RX-30,**  
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**New Horsch RX-20,** manual depth control, ringflex finisher. **\$109,000**



**2022 Horsch RX-40,** manual electronic depth control, optiroll rubber roller, like new, used on our farm, 2,000 acres. **\$179,000**



**Horsch RT-330,** manual depth control, new blades, field ready, no seeder. **\$60,000**



**New Horsch RX-25,** manual depth control, ringflex finisher. **\$129,000**



**2022 John Deere 9R 640,** 525 hours, 5 remotes, pto, signature cab, Goodyear LSW 800 tires, used on high-speed disk and graincart, like new. **\$615,000**



**John Deere 9360R,** 2,300 hours, 5 remotes, pto, Michelin 520R85x46 tires, used mostly on graincart and planter. **\$230,000**



**John Deere 9570RT,** 3,400 hours, 6 remotes, leather interior, highflow hydraulics, PTO, 36 inch tracks, excellent condition. **\$345,000**



**2023 Horsch RX-40,** manual depth control, ringflex roller. **\$195,000**



**Horsch MT-22,** new. **\$65,000**



**2023 RX-30,** manual depth control, ringflex roller. **\$155,000**



**2022 Horsch RX-20,** Manual depth control, ringflex roller, like new condition, NAP. **\$100,000**



**2021 Elmer's 2000 bu.,** Tracks, Righthand auger unload, scales, joy stick controls, auto-unload, used on our farm, like new. **\$167,000**





## See OXBO's 7650 High Clearance Front Boom Sprayer Demo

### FARM NEWS MEDIA

If you're in the market for high-clearance sprayer options, you will want to watch for OXBO's 7650 sprayer during the AgroExpo field demonstrations.

OXBO Salesman Andrew Ennis says the company will be bringing the latest model to the event, equipped with a 1,600-gallon stainless steel tank, 120' Millennium aluminum boom and the optional 4-wheel steering system designed to minimize crop damage on headland turns.

"OXBO sprayers were designed with our customers in mind," Ennis said, adding Oxbo's "direct to the customer" approach is unique to the industry. "Our ability to manufacture, directly sell, support and service our products are important to our customer base."

According to Ennis, the big capacity of

the OXBO 7650 is matched with a standard 77" of crop clearance for late-season application versatility in seed corn production as well as fungicide application for tar-spot control.

An impressive 350 horsepower Scania engine provides an abundance of power to the ground drive system, and is matched up with traction control, giving confidence to get through tough conditions.

A spacious CLAAS Vista Cab with Category 4 Air Filtration System is a standard feature on all OXBO sprayers and come equipped with a Raven Viper 4+ Controller, camera assist autosteer and Hawkeye Boom Control.

Precision options from Ag Leader, Raven Industries and a John Deere "Ready" option are also available as well as optional Raven Hawkeye or Hawkeye HD Individual Nozzle Control.

OXBO's 7650 comes standard with a Hydro 9307-C wet seal product solution pump providing consistent powerful pressure system flow at up to 370 gallons per minute. The wet-seal design also protects seal for longer pump life and reduced downtime.

A factory-installed direct injection tank system is available with up to four tanks where direct nutrient injection is preferred, allowing for the product to be mixed directly into the flow, rather than the entire system.

Full-time, four-wheel drive is standard on the OXBO 7650, and features a walking beam suspension that allows for 22" of travel, keeping the chassis & the boom level across any field conditions.

Additional features include:

- **Crop guides** — Design gently diverts crops to avoid damage.
- **Narrower fenders** — Upgraded design allows you to move in and out of rows without disturbing crop.
- **Center-folding, poly belly pan panels** — New design is lighter weight and provides easier access to important areas for serviceability and troubleshooting.
- **Rear boom option** — Features 12 nozzle, rear dispensing boom.
- **Detasseler prep package** — New kit makes it easy to connect to TS4 toolbar for detasseling.
- **Boom options** — The Millennium Boom is available in 90', 100' and 120' options.
- **Flotation tire option** — LSW 650/60 R42 to keep you going in muddy conditions.



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# HJV to Demonstrate Apache's AS1050

*'THE IDEAL FIT' FOR YOUR OPERATION*



## FARM NEWS MEDIA

Visitors to AgroExpo will see the latest in sprayer technology offered by Apache Sprayers. Sold and serviced in Michigan through Chesaning-based HJV Equipment, the Apache AS1050 will be operating during the AgroExpo field demonstrations, Aug. 15 and 16.

Equipped with a 1,000-gallon tank, HJV Sales Specialist Steve Browning, calls the Apache AS1050 an ideal fit for almost any operation, noting it's large enough for higher rate application yet still lightweight and maneuverable with great visibility.

"HJV Equipment in Michigan is excited to introduce the Apache AS1050 sprayer," Browning said. "This lightweight and efficient sprayer features a powerful 225HP Cummins engine and a ZF six-speed power-shift transmission."

According to Browning, the ZF six-speed power-shift transmission includes a lock-up torque converter, multiplying engine torque two-fold, putting the 225 HP to good use as efficiently and effectively as possible.

With operator comfort a high priority, the AS1050 comes standard with unique fluid-elastic active "Hydrocone" cab isolators, improving the ride by as much as 50% by better absorbing shock and displacement of the chassis.

A variable displacement load-sense

piston pump provides the right amount of hydraulic flow at all speeds while reducing steering effort by as much as 20% for effortless steering ease at headlands, hills, and tight corners.

AS1050 boom options include a steel 90', 60/90' or 100', or aluminum options of 100', 120', and a 132' — and can be equipped with Apache's optional boom recirculation system, helping to prime the boom before spraying, ensuring a precise and uniform spray pattern, according to Browning.

"The optional boom circulation reduces and/or eliminates product settling in boom pipes, enables accessible and complete cleanout of the booms, detects spray mode versus recirculation mode automatically, and works with different precision options such as individual nozzle control or section control with built-in low-flow alert," Browning said.

The AS1050, equipped with



Michelin 380/80R38 fronts and Michelin 380/90R46 rear tires, offers customizable specifications including a standard fixed axle width of 120" and 42" of crop clearance with a JCB planetary final drive; or an optional hydraulic adjustable axle width of 120" to 160" — available only with the 50" crop clearance option with 18" drop box all-gear final drives.

Coming in at just 22,200 pounds, the AS1050 provides all the features and benefits of power, efficiency, comfort, and durability — plus all the Precision Ag options you could want without all the extra soil compacting weight, according to Browning.

Apply less, expect more?

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It's time for a crop nutrition plan that gets more return from every drop. One that starts with a full line of crop nutrients, from nitrogen to molybdenum, features custom formulas that deliver the right nutrients at the right time, and keeps going with robust agronomic knowledge and customer support. AgroLiquid has precisely what it takes to help you succeed like never before.

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# Dealer Partner vs. Dealership

## JANSON EQUIPMENT

“The agricultural industry is changing” is a hot tagline that has been featured in what is now a redundant number of webpages, newspapers, radio ads, tweets, and coffee shops. It is true! There is almost constant innovation making farming more efficient, increasing yield, decreasing costs, and enhancing operator comfort. From the outside looking in, we appear to be far removed from farming/ranching practices of the day’s past. Looking deeper, you will find success in the agricultural industry doesn’t come from immediate implementation of every hot, new trend, but rather from maintaining multigenerational disciplines and weighing the benefits of advancements against the costs and ability to implement into the operation.

Much like the other subsections of agriculture, the equipment and its capability is advancing. The grower must be more conscious than ever when it comes to their equipment purchasing decisions. The grower has to think not only of the equipment’s features and benefits but also the dealer that is providing the equipment to them. Focusing on



pushing trends onto growers for the sake of increasing revenue will result in poor relationships and dissatisfied customers. Dealerships must become Dealer Partners to ensure the highest levels of customer satisfaction and ensure longevity of repeat business.

Janson Equipment prides itself on this differentiation. A one size fits all approach

does not work with the implementation and support of new technologies and new equipment. Janson Equipment takes an individualized approach throughout the selling process to understand the farm, their practices, their disciplines, and their greatest concerns. Through this process Janson Equipment is able to educate our purchasers about their equipment and

An advertisement for the Michigan Soybean Committee. The background is a lush green soybean field under a bright sky. On the right side, there is a logo that says "SCORE BIG WITH SOY" with a small green plant growing from a mound of soil. The text on the left reads: "Michigan Soybean Committee is a WIN for Michigan soybean farmers!". Below this, it says: "Visit us at Booth P418 to learn more about what your soybean checkoff is doing for you." and "We will be serving up tasty treats fried in high oleic soybean oil and showcasing project highlights." In the bottom right corner, there is a circular logo with a soybean plant and the text "MICHIGAN SOYBEAN COMMITTEE" and the website "michigansoybean.org".

technology options, so they are confident in their final decision. While the decision to purchase comes completely from the grower, the product information, timeliness in response, and implementation/support are the responsibility of a quality dealer partner. This is why Janson Equipment's salesmen are present during delivery to make sure you are getting the most of out your equipment.

Partnership is not earned through one purchase. It is earned from a dealership's commitment to serve your operation continuously through all seasons. This is why Janson Equipment maintains fully trained parts and service staff. Our staff is customer-focused and excited to urgently provide solutions for your issues at hand.

Janson Equipment wants to thank our current customers and future customers for the opportunity to earn their repeat business and for allowing us to be a part of your impressive operations and communities.

If you do not consider yourself a customer of Janson Equipment, please give us an opportunity next time you have any equipment, part, or service need.

Growers interested in finding a dealer partnership with Janson Equipment can reach us via call or text in Reese at (989) 868-4118, Breckenridge at (989) 842-3141, or Charlotte at (517) 543-0070.



Breckenridge, MI store



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Janson Equipment is proud to be a Platinum Sponsor and Case IH partner for the AgroExpo. It is a great event to show off the great new innovations of our

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# Hutson Inc. to Showcase John Deere's Hagie STS12 Self-Propelled Sprayers



## HUTSON INC.

Curious to see how John Deere has improved on the legendary Hagie line of self-propelled sprayers? Make sure you visit the AgroExpo field demonstrations to see the Hagie STS12 with Exact Apply in action.

Sold and serviced through the Hutson John Deere dealer network of 19 locations throughout Michigan, the “all-new” lineup of Hagie™ Self-Propelled Sprayers, including the STS12, STS16, and STS20, were first introduced in 2022.

According to Hutson's Director of Precision Ag, Kevin Shelle, everything about the sprayer is new, except for the field-proven signature front-spray-boom. He says the combination of Hagie innovation and John Deere precision-ag technology is evident in the Hagie STS Sprayer series.

While STS Sprayers come standard equipped with PowrSpray™ technology that enables fast fills, plus auto prime and onboard mixing, the John Deere ExactApply™ nozzle control technology is available as an option.

“Operators can control droplet size, spray pressure and individual nozzle control on the STS Sprayer,” Shelle said. “And pressure recirculation and optional System Air Purge technology can improve job quality and simplify cleanout while reducing product waste.”

With higher-cost fertilizers, crop protection products and seed, Shelle says the

ExactApply nozzle control system minimizes the risk of over- or under-applying solution, ensuring the crop is getting exactly the right rate and droplet size across a wider range of speeds.

At the heart of the ExactApply system is a six-nozzle turret with multiple modes of operation to help maintain target application rate and pressure. From the cab, operators can choose:

- **15-Hz pulse-width modulation (PWM)** pulses one solenoid for more consistent pressure and droplet size over a wider range of ground speeds and application rates.
- **30-Hz PWM** pulses both solenoids at 15 Hz for more thorough coverage during high-volume applications, like liquid fertilizer.
- **AutoSelect A/B** mode automatically switches between two nozzles to maintain a constant spray pressure while you are spraying conventionally.
- **Turn compensation** mode decreases the spray rate on the inside of a turn while increasing the rate on the outside, ensuring consistent application across the entire width of the boom.
- **Individual nozzle control** minimizes overlap by controlling spray application at the individual nozzle level, not in typical 8' to 11' boom width sections.

“By maintaining a target rate and

pressure over a wider range of speeds, ExactApply lets you cover up to 20 more acres per hour, based on a 2-mph increase in operating speed, with more consistent spray deposition, saving you input costs and preserving more of your crop's yield potential,” Shelle added.

The Hagie STS12 comes standard with a JDLink™ connection, plus an integrated StarFire™ 6000 GPS receiver, Generation 4 CommandCenter™ display and AutoTrac guidance. This integrated technology helps operators reduce overlap and maximize inputs.

“Once activated, JDLink will stream machine and field data to the John Deere Operations Center so owners can easily monitor and track job quality, machine location and machine hours from anywhere,” Shelle explained.

Farmers can also setup prescriptions for individual fields within the Operations Center and push the prescriptions to the in-cab Generation 4 display so they or their operators do not have to enter this information into the display.

In addition, the Pro Dispatch™ app can be used to submit application jobs from the cab of the sprayer and to keep accurate records of what work was done in each field.

The Hagie STS12 features a new cab that surrounds operators in all-day comfort while delivering outstanding visibility.



A Category IV filtration system continuously flows filtered air into the cab to help keep the operator's station clean.

While the front boom placement on the STS12 reduces the need for operators to constantly turn and look behind the machine during application, John Deere's AutoTrac™ RowSense™ and AutoTrac Vision help keep the sprayer in the row for precise product placement.

The STS12 also features All-Wheel-Steer technology that keeps the sprayer's

tires in the same set of tracks, reducing the potential for crop damage, even when making 90-degree headland turns.

With up to 76" of underframe clearance, crop disturbance is minimized, and the in-wheel suspension of the sprayer provides operators with a smooth ride.

Equipped with a 1,200-gallon solution tank at the center of the sprayer to balance the weight of the machine, the STS12 can be outfitted with Hagie™ Hybrid Booms in working widths of 90',

100', 120', or 132'. Active Wing Roll™ by Norac® controls boom height when spraying across uneven terrain.

The Hagie STS12 comes standard with a John Deere Powertech™ 9.0 L Engine providing 300 horsepower and is matched up with CommandDrive™ technology to monitor for wheel slip. If one-wheel slips, CommandDrive automatically sends more power to the other wheels for real-time traction control, and improved performance across tough terrain.



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# Janson Equipment Brings the Case IH Patriot 4350 to AgroExpo



## FARM NEWS MEDIA

Janson Equipment, with locations in Breckenridge, Reese and Charlotte, will be showcasing the latest in sprayer technology with a Case IH Patriot 4350 sprayer, equipped with 120' booms during the AgroExpo field demonstrations, Aug. 15 and 16.

For decades, growers and custom applicators have trusted the Patriot sprayer to take on tight application windows — but on today's operations, it takes more than timely, accurate spraying to drive profitability.

No matter how trusted and reliable, it's tough to teach an old sprayer new tricks. That's why Case IH has redesigned the Patriot 50 series sprayer from the ground up — while keeping the Agronomic Design features that matter most.

The Case IH Patriot Series sprayers, known for delivering quality application at the right time to ensure clean and healthy plants maximizing their yield potential, combine those key elements with advanced technology and connectivity solutions to take your application to the next level.

The Patriot 4350 sprayer, equipped with a 1,200-gallon capacity tank and 335-rated horsepower, is designed to help farmers and ag retailers work more productively and efficiently with its exceptional operator environment, complete vehicle control, advanced connectivity solutions

and integrated spray technology.

The completely redesigned Patriot 50 series sprayer is equipped with a luxury cab, total vehicle control and real-time connectivity, allowing you to make data-driven decisions to drive profitability.

Operators will appreciate the modern, yet luxurious, cab environment and an innovative four-bar linkage chassis suspension system that delivers superior ride quality to make time in the cab more comfortable.

A quiet, comfortable interior that boasts an abundance of glass for maximum, unrestricted visibility, a premium cab is designed to increase operator performance, also includes a superior ride quality, stability and control with a 4-bar linkage chassis suspension system.

The MultiControl Armrest layout provides exceptional ergonomics, with a comfortable operator seat that swivels 30 degrees to the right. Connected solutions are integrated into every Patriot 50 series sprayer to provide endless opportunities for your operation.

A suite of technology solutions which are capable of performing wireless file transfers, sharing guidance lines, creating prescription maps, fleet management, data sharing and product control are available as well.

AIM Command FLEX II advanced spray technology ensures consistent chemical

application rate, pressure and droplet size, with individual nozzle on/off control for increased accuracy and efficiency is a given in the new Patriot sprayer lineup.

With two customizable displays — the AFS Pro 1200 and the Viper 4+ — operators always have top-of-the-line vehicle and product control, and the real estate to see what they want when they want.

The AFS Pro 1200 display delivers complete chassis monitoring and control, while the Viper 4+ offers enhanced auto-guidance solutions and product control.

The proven cab-forward, rear-engine design helps you achieve timely application with optimized weight distribution, getting you into fields sooner with less compaction.

Strong, durable booms are built with robust material, while the boom suspension design helps provide a stable platform for product application.

Take accurate and effective coverage to the next level with the integrated Auto-Boom XRT Automatic Boom Height control that detects and accommodates changes in terrain. A new center section design minimizes boom yaw in challenging conditions — even with longer boom options.

Choose the Patriot 50 series sprayer to experience these benefits. Choose Janson Equipment Company to get a dealer partner with a fully trained staff excited to maximize these benefits for your operation.

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# Hutson Inc. to Showcase John Deere's 'See & Spray Ultimate'



## FARM NEWS MEDIA

Hutson will be demonstrating the John Deere See & Spray Ultimate, as well as other automated technologies, at 2023 Agro-Expo to provide visitors with an up-close look at how this cutting-edge technology can help them in their farming operations.

As a leading John Deere dealership in Michigan, we are proud of our commitment to helping farmers become more efficient and productive.

See & Spray is one of many new offerings transforming agriculture operations into a more streamlined and profitable business model. This technology offers producers simpler methods for controlling weeds without sacrificing yield or quality. With improved accuracy, it can reduce chemical usage while still providing effective weed control.

"We believe that this technology is key to making farming operations more efficient and cost-effective," said Travis Kiesel, Hutson's VP of Precision Ag.

"We have several See and Spray machines operating in the field this spring, and they are performing very well. In most instances on corn and soybean fields, our customers are realizing a 50% savings in their application costs. That has the potential to impact a producer's bottom line."

The John Deere See and Spray Ultimate, coupled with an industry-proven application portfolio, provides an advanced level of accuracy and control that is unmatched in the industry. It can accurately detect the difference between the valuable crops and weeds in the field to then spray with pinpoint precision, reducing chemical usage while maintaining a high level of effectiveness.



Additionally, it can save producers time and money by allowing them to pay for technology only when needed. The See & Spray Ultimate can simultaneously spray two different products with one machine, providing producers greater flexibility in their operations.

The introduction of See and Spray Ultimate by John Deere is the first in the product line that allows for a cheaper upfront technology cost which will continue to improve over time and allow the producer to only pay for when and how they utilize that technology.

At this year's AgroExpo, we'll provide our customers with an up-close look at how this cutting-edge technology works and how it can help them increase efficiency on their farms. We invite everyone to visit us at the event to learn more about what the John Deere See & Spray Ultimate can do for them and how Hutson is leading the way in advanced agriculture technology.

Hutson's trained staff is prepared to assist producers every step of the way toward implementing this new See & Spray technology in their operations, according



to Kevin Shelle, Director of Precision Ag at Hutson.

"Hutson's has many trained employees to help implement this See and Spray technology for our producers today," Shelle said. "We have invested many resources and are prepared to assist, train, and support our customers as we head into the next stages of precision agriculture."

Join us at AgroExpo to get an up-close look at this groundbreaking technology for yourself and discover what it can do for your operation. We'll have training, demos, and plenty of new equipment to check out. We look forward to seeing you there!

## SCHEDULE

# Tuesday, August 15

**7:00 - 8:30 AM**

**MABA Breakfast** (Invitation Only)

**8:30 AM**

**Show Opens to Attendees**

**9:00 - 9:45 AM**

**Speaker**

*Kristin Poley, Corn Marketing Program of Michigan*

**SPONSORED BY: ACRES TV**

**9:30 AM**

**Tri-County Electric Safety Demo**

*at Booth E712*

**10:00 - 10:45 AM**

**Speaker**

*Greg Wetzel, Bullydog Ag*

**SPONSORED BY: BULLYDOG AG**

**11:00 - 11:45 AM**

**Speaker**

*Mike Zahrt, Foster Swift*

**SPONSORED BY: FOSTER SWIFT**

**11:00 AM - 12:30 PM**

**Sprayer Demos**

**11:30 AM**

**Tri-County Electric Safety Demo**

*at Booth E712*

**12:00 - 1:00 PM**

**Speaker**

*Dr. Chris DiFonzo, Michigan State University*

**SPONSORED BY: HUTSON INC.**

**1:15 - 2:00 PM**

**Speaker**

*Mike Fraleigh, Fraleigh Law*

**SPONSORED BY: FRALEIGH LAW**

**1:30 PM**

**Tri-County Electric Safety Demo**

*at Booth E712*

**2:00 - 3:30 PM**

**Sprayer Demos**

**2:15 - 3:00 PM**

**Speaker**

*Kim Cassida, Michigan State University Extension*

**SPONSORED BY: TRICAL SUPERIOR FORAGE**

**4:00 PM**

**Show Closes**

**SCHEDULE**

# Wednesday, August 16

<b>8:30 AM</b>	<b>Show Opens to Attendees</b>
<b>9:00 AM</b>	<b>FFA Tractor Driving Contest and FFA Crop Management Challenge Booths Open</b>
<b>9:00 - 9:45 AM</b>	<b>Speaker</b> <i>Corey Guza, Ph.D., Michigan Sugar Company</i> <b>SPONSORED BY: THE NATURE CONSERVANCY</b>
<b>9:30 AM</b>	<b>Tri-County Electric Safety Demo</b> <i>at Booth E712</i>
<b>10:00 - 10:45 AM</b>	<b>Speaker</b> <i>Stephanie Smith, Golden Harvest</i> <b>SPONSORED BY: GOLDEN HARVEST</b>
<b>11:00 - 11:45 AM</b>	<b>Speaker</b> <i>Dr. Joseph Affholter, Gantec, Inc.</i> <b>SPONSORED BY: GANTEC, INC.</b>
<b>11:00 AM - 12:30 PM</b>	<b>Sprayer Demos</b>
<b>11:30 AM</b>	<b>Tri-County Electric Safety Demo</b> <i>at Booth E712</i>
<b>1:00 PM</b>	<b>FFA Crop Management Challenge Booths Close</b>
<b>1:15 - 2:00 PM</b>	<b>Speaker</b> <i>Mike Fraleigh, Fraleigh Law</i> <b>SPONSORED BY: FRALEIGH LAW</b>
<b>1:30 PM</b>	<b>Tri-County Electric Safety Demo</b> <i>at Booth E712</i>
<b>2:00 - 3:00 PM</b>	<b>Sprayer Demos</b>
<b>3:00 PM</b>	<b>Show Closes</b>

8/15 | 9:00 AM

## Boosting Soil Health with Cover Crops

*Kristin Poley, Corn Marketing Program of Michigan*

Cover crops provide both agronomic and environmental benefits when implemented with a management plan. This presentation will cover benefits of cover crops to soil health specifically, will take look at current research on the effects of improved soil health to corn and soybeans, and will offer management tips for starting with cover crops.

Poley is the director of research and agronomy for the Corn Marketing Program of Michigan

specializing in sustainability and soil health. She manages CPM's contract-grant research program and participates in on-farm trials with research partners answering research questions on cover crops, soil health, and carbon. Poley has a master's degree in entomology with a focus on pest management from Michigan State University and is a certified crop advisor. She lives in St. Johns, Michigan.

**SPONSORED BY: ACRES TV**

8/15 | 10:00 AM

## Benefits of Amplify D Emergence Aid, Wex Wetting Agent and Syntose Liquid Sugar for your Farm

*Greg Wetzel, Bullydog Ag*

Actively involved in the farming community for 35 years, Greg Wetzel is passionate about helping farmers improve their crop yields as an independent crop consultant. Based in Decker, Michigan, Greg launched Bullydog Ag LLC in 2017, providing farmers agronomic services designed to improve yields while reducing input costs.

Core to the services Bullydog Ag provides farm-clients is the full suite of AgroVantage System products developed through 30 years of field trials and national research to boost the genetic potential of crops in achieving increased yields while

maximizing return on investment.

The AgroVantage System is a wholistic agronomic approach, including: in-depth soil testing to identify limiting factors and recommended nutrients to positively impact yields; on-going technical and practical training to help producers discover a completely different way of feeding plants; and quality, proven products that maximize the potential of soil and seed genetics without spending input dollars on nutrients that plants won't use.

**SPONSORED BY: BULLYDOG AG**

8/15 | 11:00 AM

## Hot Legal Topics in Ag for 2023

*Mike Zahrt, Foster Swift*

Ag producers have many legal considerations. This fast-paced conversation will cover some of the issues that may impact your operations including but not limited to: Corporate Transparency Act, Inflation Reduction Act – including energy incentives, The Secure Act 2.0, latest trends in negotiating and managing your contracts, FDA-approved drones,

and looming tax considerations.

Michael Zahrt is a business, succession and estate planning lawyer with Foster Swift Collins and Smith PC. He has significant experience in farm entity formations, business planning, succession planning, and estate planning.

**SPONSORED BY: FOSTER SWIFT**

8/15 | 12:00 PM

## Disappearing Insects: The Consequences of Global Insect Decline

*Dr. Chris DiFonzo, Michigan State University*

Chris DiFonzo is a field crops entomologist at Michigan State University. Before coming to MSU, she did a Master of Science and Ph.D. in entomology at the University of Minnesota and was a postdoc at the Volcani Center, the main agricultural research institute in Israel. She has been the field crops

entomologist at MSU for more than 26 years, with Extension and research responsibilities in corn, soybean, small grains, and specialty field crops. She also teaches the MSU courses in general entomology and pesticides.

**SPONSORED BY: HUTSON INC.**

8/15 & 8/16 | 1:15 PM

## Wind and Solar Contracts: The Good, The Bad and the Ugly

*Mike Fraleigh, Fraleigh Law*

Review and analysis of provisions commonly included in wind and solar contracts. Discussion will focus on income generation as well as long-term use and control of land subject to energy contracts. Additionally, we will address contract enforcement and issues that arise at the conclusion of the contract, such as equipment removal and land restoration.

Mike Fraleigh was raised on a family farm in Sanilac County, Michigan, and has been meeting the legal needs of Michigan farmers for more than 15 years. His practice specialty includes farm and ranch

business structure, succession planning and estate planning, as well as special needs trusts. He is a member of the American Bar Association, Wealth Counsel, and the State Bar of Michigan and a participant in several sections including Estate Planning and Administration for Business Owners, Farmers and Ranchers; Business Investment Entities, Partnerships, LLC's and Corporations; Elder Law and Disability Rights; and Probate and Estate Planning.

**SPONSORED BY: FRALEIGH LAW**

8/15 | 2:15 PM

## Increasing the Value of your Forage Crop with Triticale

*Kim Cassida, MSU Extension*

Triticale can be a valuable addition to the forage crop portfolio for dairy and livestock producers and can also serve as a cover crop. MSU forage and cover crop specialist Kim Cassida will talk about forage yield, forage quality, and cover crop aspects of this relatively new crop and how it should be managed to fit into double-cropping systems.

Kim Cassida is the Extension forage and cover crop specialist for MSU, with degrees from Penn State

and the University of Maine. Her extension program focuses on all-things forage, and her research program focuses on management of alfalfa, perennial and annual forage mixtures, and the role of forages and cover crops in improving resilience of agroecosystems. In her spare time, she raises sheep.

**SPONSORED BY: TRICAL SUPERIOR FORAGE**

8/16 | 9:00 AM

## Looking to the Future: Sustainability at Michigan Sugar Company

*Corey Guza, Ph.D., Michigan Sugar Co.*

What's so sweet about Michigan Sugar? There's an increased focus on sustainability! As part of his job, Guza has been studying production practices that improve sugarbeet production and profitability in an environmentally sound manner. The focus in this area includes studying nutrient management and the relationship between nutrients, the environment, and sugarbeet production. Guza also has been advancing Michigan Sugar's sustainability mission through the exploration of conservation-related research trials, including using compost as a nematode deterrent, rye cover crops as an invasive weed deterrent, strip till, and multiple 4R-related fertilizer application methods for sugar beets. Join us to hear Guza speak about current innovations, partnerships, and how the Michigan Sugar team is working toward a more sustainable future!

Corey Guza was raised on a sugarbeet, dry bean, corn, soybean, wheat, and dairy farm near Harbor Beach. He earned his bachelor's degree in crop and soil sciences from Michigan State University, his master's degree in crop science from Oregon State University, and his doctorate in crop and soil

sciences focused on extension and studying the relationship between corn and weeds from MSU.

Guza came to work as an agronomist at Michigan Sugar in 2003. He later worked for Winfield United, a division of Land O'Lakes, as a region agronomist covering Michigan, Ontario, Quebec, and parts of Ohio and Indiana. He returned to Michigan Sugar in the fall of 2016 as the director of agronomy.

During his time at MSC, Guza has worked with staff to identify research opportunities, evaluate data, and assist field consultants and growers with educational training and support. His long-time support for and dedication to Saginaw Valley farmers has positioned him as a trusted advisor to both sugar beet growers and his research peers.

Guza also has been advancing Michigan Sugar's sustainability mission through the exploration of conservation-related research trials, including using compost as a nematode deterrent, rye cover crops as an invasive weed deterrent, strip till, and multiple 4R-related fertilizer application methods for sugarbeets.

**SPONSORED BY: THE NATURE CONSERVANCY**

8/16 | 10:00 AM

## One Farmer's Trash is Another Farmer's Profitability: Managing Corn Residue for your Bottom Line

*Stephanie Smith, Golden Harvest*

Stephanie Smith has been with Golden Harvest since 2018. She has had roles as district agronomist then district manager for Ohio and eastern Michigan prior to assuming the agronomy manager role. Smith has held multiple field agronomy, product management, and sales management roles throughout her career.

Smith brings extensive agronomic experience and passion to her role, her team, and farmers. She is a Fort Wayne, Indiana, resident and active on the family farm in southern Michigan. She received her master's degree in crop and soil science from MSU.

**SPONSORED BY: GOLDEN HARVEST**

8/16 | 11:00 AM

## The Other Half of Soil Health

*Dr. Joseph Affholter, Gantec, Inc.*

Soil health is well established as being crucial to yield, stress resilience, and successful returns on investment. Many products today work to improve or supplement soil biology, structure, and/or chemistry. Much less explored is the role that plants themselves play in improving soil health, as well as ways to improve or maximize that process. New and growing research is giving us more details of how plants naturally optimize both the physical and biological aspects of the soil to maximize the entire soil-plant biome, leading to better plant growth and production. In this talk we will explore these concepts, as well as ways they can improve today's farm production to be more resilient and profitable.

Dr. Joseph Affholter is an experienced entrepreneur

and scientist, who currently serves as the commercialization program director at Michigan State University Technologies. He has been active in the entrepreneurial ecosystem for decades, having served on the entrepreneurship faculty at both Saginaw Valley State University and Central Michigan University, as well as in a research role at the Dow Chemical Company in Midland, MI. Affholter is also a co-founder of Gantec, a mid-Michigan based agricultural life science company. He is the inventor on more than 22 patents and holds a B.S. degree in chemistry from Michigan Technological University and a Ph.D. in Molecular Pharmacology from Stanford University.

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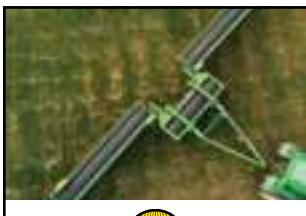
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# Ellens Equipment to Profile New Holland's Guardian SP Series Sprayers at AgroExpo Field Demos

## FARM NEWS MEDIA

Ellens Equipment, with locations in McBain, Ithaca and Beal City, will be bringing a New Holland SP Series sprayer equipped with a 120' truss boom to the AgroExpo field demonstrations.

New Holland is redefining its lineup of self-propelled sprayers, including the SP310F, SP370F and SP410F Guardian front boom sprayers, which feature new technological and precision capabilities.

The Guardian lineup utilizes truss booms (mono-booms are optional) with 15" or 20" nozzle spacings, offering the industry's highest ground clearance of 76" and can be adjusted right from inside the cab.

These sprayers offer up to 410 hp, up to 1,600-gallon stainless steel tanks, and an optional 300 gpm high-capacity product pump to enhance efficiency in and out of the field while covering more acres per hour in the field.

The SP Series front boom sprayers incorporate precision technologies from Raven, including Slingshot from Raven and IntelliSpray II technology for precise application every time. The data generated from these features are collected, streamlined and aggregated by Raven's Connected Workflow system.

The Connected Workflow system works by syncing data from the office to the field and back again for simplified management of work, idle and transit time. The data can be used to create programs and strategies like herbicide rate prescriptions for individual fields and is accessible by the operator through the Slingshot mobile app.

With the incorporation of IntelliSpray II, the Guardian sprayers now offer the most precise nozzle control system on the market and ensure unmatched droplet coverage accuracy, up to 2.5 times more accurate than comparable systems, helping growers optimize coverage, minimize skips and overlaps, and reduce input costs.

The IntelliSpray II pulse width modulation system leads the industry with a broader range of applications: Standard, Bypass, Variable Pressure, High Flow, High Flow VP and On/Off. Higher flow and pressure ratings of up to 17% increased flow and operating pressure and greater level of accuracy due to its 20Hz pulse rate.

The utilization of Slingshot on the Guardian sprayers empowers operators



and growers to make more data-driven decisions in and out of the field and generates a high-level view of data from beginning through completion of a job.

Working alongside the Slingshot

telematics is the VSN® Visual Guidance, which uses state-of-the-art image sensor and processing technologies to deliver a quicker response rate, better overall sprayer control, reduced operator fatigue and improved data collection.

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The visual guidance system uses cameras and radars to guide the boom and drive line of the sprayer. The use of the VSN system has proven to save time and financial resources by minimizing the margin of error and crop damage that can be inflicted by self-propelled sprayers.

### MAXIMIZING PRODUCTIVITY IN THE FIELD WITH ADDITIONAL PRECISION CAPABILITIES

Each Guardian sprayer comes equipped with supplemental precision technology that affects the operation of the sprayers, from turning to steering to spraying for maximized productivity.

- **IntelliView 12 and Viper 4+** displays are intuitive and customizable, allowing operators to monitor their machine's vital functions at a glance, including suspension information, liquid management control, auto rinse functionality, four-wheel steering, tread width adjustments and more.
- **IntelliField and Slingshot** will visualize where other tractors are moving in the field and provide data on the productivity of all machines.
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# See the Fendt Rogator 900 Series in Action



## FARM NEWS MEDIA

If you haven't seen the Fendt 900 series sprayer in action yet — you're in luck.

Farm Depot, with locations in Caro, Ionia and Schoolcraft, will be bringing one to the AgroExpo field demonstrations, Aug. 15 and 16, giving many Michigan farmers a first-time look at one of Fendt's latest product introductions to the North American market.

Launched in August 2021, the new Fendt Rogator 900 Series applicator — including the RG932, RG934, RG934H, RG937 and the RG937H — provide operators a single machine for applying liquid or dry crop-care products at any time, to any size crop thanks to the adjustable clearance feature, according to Farm Depot's Bryan Roberts.

"The Fendt Rogator is a self-propelled, rear-mounted 120' boom applicator with dual-position, adjustable crop clearance for use from pre-plant to tall crops," Roberts said.

"The H-models adjust between standard heights to 76 inches of high clearance in less than 45 seconds with the push of a button. And, it can also be switched between liquid, dry pneumatic, or dry spinner delivery systems in as little as two hours."

According to Roberts, the industry-leading LiquidLogic system comes standard on the Fendt Rogator, providing the product and time-saving benefits of a recirculating boom, nozzle control, and much more.

Dry systems include AirMax Precision, New Leader 4500 Edge, and New Leader G5 boxes available with multiple bins and

section control.

"On top of it all — with the in-crop Vision camera steering system with tall crop radar sensors — this machine delivers year-round accuracy, consistency, and comfort to the operator from day one," Roberts added.

As crop production practices evolve and farmers make more late-season passes to apply nutrients and fungicides or seed cover crops, the need for high-clearance equipment is greater than ever to clear tall crops like corn, sunflowers and others.

"Now, farmers can use the Fendt Rogator 900 as their one machine to apply liquid or dry products any time — pre-plant or postemergence in short or tall crops and after harvest for fall fertilization, burndown

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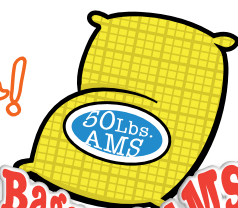
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or cover-crop seeding," Roberts said.

The Rogator 900 series models have AGCO Power 8.4L engines and offer liquid capacities ranging from 900 to 1,300 gallons, or dry spinner systems with capacities ranging from 253 to 330 cubic feet.

Besides the RG932, the other four models can be equipped with the Air-Max Precision R1 or R2 pneumatic boom spreader, ranging from 215 to 275 cubic feet in capacity.

Steel booms of 90', 100' and 120' lengths with 10", 15" and 20" nozzle spacing are available to suit specific width, volume and broadcast needs. An optional aluminum 132' boom, 5% lighter than a 120' steel boom, is also offered.

Operators of the new Rogator 900 machines will benefit from the automatic traction control of the AWD SmartDrive

system. Turn-compensated wheel speed provides independent control of each wheel to assist in tight turns and reduce soil disruption and crop damage.

Optional GatorTrak 4-Wheel Steer offers a tight, 16.5" turning radius that dramatically improves field maneuverability, crosses fewer rows and reduces compaction.

Fendt Rogator 900 Series includes these features and options:

- A variable fan with reversing function helps clear the engine cooling package of pollen and fine dust, increasing cooling efficiency and reducing downtime to clear filters.
- The cab features dual activated-carbon filters and a state-of-the-art cab pressurization fan for protection from dust, aerosols and vapors.
- More shoulder room, Air-Ride seat suspension and a heated and cooled seat provide maximum comfort for long days in the machine.
- A range of nozzle, section and boom-height control options are available with the choice of two technology packages for precise application. The EZ-Drops drop tube kit can be added for placing late-season nitrogen and cover-crop seed below the crop canopy.



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# Ag Pro Farm Service to Showcase the Latest in Drone-Spraying Technology

## FARM NEWS MEDIA

Michigan farmers will get to see the newest and biggest in drone spray technology during the AgroExpo field demonstrations, Aug. 15 and 16.

According to Ag Pro Farm Service's Gabe Martindale, there will be two drone presentations each day — one in the morning and again in the afternoon.

"You're getting aerial application, but it's a lot more precise," said Martindale, an Ag Pro Farm Service drone pilot. "It's just like an airplane, except it's a lot more precise and helps maximize your crop yield."

A locally owned and operated agricultural retail and consulting service that started in 2012, Ag Pro Farm Service LLC offers agronomy, soil sampling, and equipment services, among other items.

The Corunna-based company will now showcase its custom spray application via its DJI Agras T40 drone. At AgroExpo, Martindale will walk through equipment set-up and steps taken to complete a spray mission using the 10.5-gallon spray drone.



"It's a new and upcoming technology," Martindale said. "We're going to get out there and get some acres under our belt. Everybody we've talked to about using this technology — it's an immediate yes."

Also discussed at AgroExpo will be the advantages of utilizing drone technology for fungicide and cover crop applications, setting up boundaries, and rules and regulations. Farmers can access the technology via the DJI Smart Farm app.

Martindale said the spray technology is ideal for row crops.

"If a farmer calls and wants their field sprayed, they just give me their road names or coordinates and then I just map it out right from my desk and load it in," Martindale added. "And then we go to work."

Ag Pro Farm Service's AgroExpo booth will also feature Enduraplas fertilizer tanks, nurse trailers, and side-by-side sprayers.

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# See Precision Planting's Sprayer Technology Retrofit Product Line

## FARM NEWS MEDIA

Precision Planting, well known for its reputable technology upgrades to corn planters, is applying the same concept to sprayers, allowing growers to upgrade older machines to next-generation technology without switching sprayers.

According to Precision Planting's Jason Koning, farmers attending the AgroExpo field demonstrations will be able to see the company's ReClaim, Symphony, and Vision sprayer technology retrofit products.

"These products will allow you to retrofit your current sprayer and save costs on controlling weeds, insects, and diseases," Koning said. "Virtually any sprayer on your farm can be retrofitted with the latest technology, including self-propelled as well as pull-type units."

## RECLAIM BOOM PRIMING AND CLEANOUT

Reclaim is Precision Planting's new boom recirculation retrofit, for easy boom priming and more effective boom cleanout Koning explains, and is designed to be added onto a farmer's existing sprayer with electric or standard nozzles.

"Traditional sprayers require farmers or operators to spray product on the ground to prime the width of the boom. It's not uncommon for more than 50 gallons of product to be sprayed, causing a hot spot of chemicals."

With Precision's ReClaim technology, chemicals mixed in the tank can be circulated through the booms and back to the tank without spraying any chemical on the ground.

ReClaim uses a single rocker switch in the cab to engage recirculation, and once recirculation is completed, farmers are ready to spray with the correctly mixed chemical across the entire boom.

ReClaim also provides improved nozzle bar section cleanout, according to Koning.

"If your sprayer has a clean water tank, just open the flow from there and engage ReClaim," Koning said. "Clean water will circulate through every nozzle bar section and return back to the tank, eliminating end-cap dead zones where sediment can accumulate."

## SYMPHONY NOZZLE CONTROL

Precision's Symphony Nozzle Control system is designed to maintain consistent pressure across the entire boom, along with swath control and turn compensation for consistent spray coverage across



every acre of the field, regardless of application rates or ground speed.

"Symphony is Precision Planting's new Pulse Width Modulation (PWM) nozzle control with capabilities to manage droplet size pressure, and even targeted spraying," Koning said.

With PWM nozzles, the liquid flow rate through each nozzle is managed via an intermittent, brief shutoff of the nozzle flow activated by an electric solenoid that replaces the conventional spring-loaded check valve and is controlled by the Precision Planting Gen3 20|20 system.

## VISION CAMERA TECHNOLOGY

The Symphony Nozzle Control System is being designed to pair with the Precision Planting's Vision Camera module for weed identification, targeted spraying, machine guidance and crop scouting,

according to Koning.

"With Vision camera technology and artificial intelligence, Precision Planting can provide operators with weed pressure maps, stand counts, and row guidance," Koning said. "The combination of the Vision and Symphony systems will allow spray rates to be varied within the label rate to be effective against the weed pressure in a specific area."

In the future, Koning expects the package will appeal to growers who are targeting growing weeds, while also wanting to apply a residual herbicide across the entire field.

"Precision Planting is actively researching the best way to spot spray growing weeds while at the same time laying down a blanket residual herbicide to control emerging weeds, all using the 20|20, Symphony and Vision technologies," Koning said.

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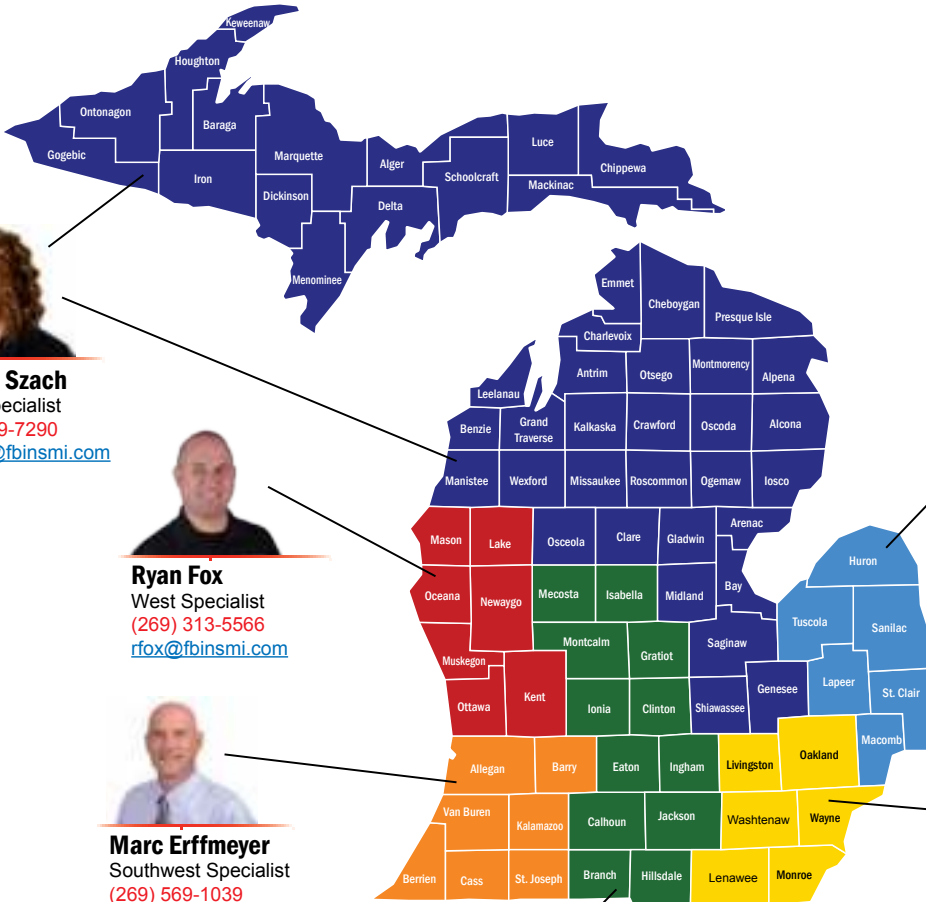
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