



# MANAGEMENT: FROM SOIL TO SILO

How one grower used AgDNA's Harvest Tracking feature to accurately pinpoint the location of a lost crop load and recover **\$6,000** in potentially lost revenue.

---

This case study examines how AgDNA's Harvest Tracking precision ag tool empowers growers with the confidence to manage their crops even after harvest.

---

AgDNA allows you to make better decisions with 100% accurate yield data.

***“AgDNA is a once a year subscription, so by using the platform to track down the missing load payment it just paid for itself. Many times over”***

---

- ▶ The AgDNA Precision Platform gives users the opportunities to track every crop delivery from soil to silo using its in-built Harvest Tracking feature. With AgDNA, farmers can now empower contractors with the ability to create new crop processing records, enter in weight/location/time variables, and upload a photo of their weigh ticket directly to an online account via the cloud.

In short, AgDNA's Harvest Tracker tool creates a precise record of how many bushels were harvested, how many were delivered, and then saves the delivery location and scale/weight details, creating a **100% accurate picture** of what happens to their crops once they leave the field.

Once bushels have been harvested and delivered, AgDNA's **Post-Yield Calibration** automatically calculates the difference between bushels harvested and bushels delivered. This kind of automatic processing means that growers will have 100% accurate yield information and real-time financial data at the push of a button, all with practically zero manual input.

For one Tennessee grower in late 2015, the Harvest Tracker tool was key in locating the whereabouts of a **\$6,000 load of wheat** that had gone unpaid.

After repeated attempts by the Grainery Office to track down the load, using the AgDNA photographic ticketing system the grower was able to prove that the load had been delivered, by a specific driver, at a precise time and date. The AgDNA Grain Tracking system allows delivery drivers to photograph their scale tickets and save them to the grower's online farm, creating a definitive photographic log of each and every delivery. In this instance, using the photograph the Grainery Office was able to identify they had paid the wrong customer and **fixed the incorrect payment** immediately.

Speaking on the matter, the grower believes AgDNA was a wise investment:

***“AgDNA is a once a year subscription, so by using the platform to track down the missing load payment it just paid for itself. Many times over”.***

For dealers, this level of crop management is a positive boost to the value of their farm management services. With a bird's eye view of crop deliveries as they leave the field, dealers have the most accurate picture of their customer's growing season when they prepare reports, manage financials and begin planning for the next season.

**agdna.com**



**Southern US**  
Russell Cauthen  
(601) 559 5474  
rcauthen@agdna.com

**Western US**  
Bret Shaw  
(405) 614 5552  
bshaw@agdna.com

**Eastern US**  
Mark Sullivan  
(309) 221 7611  
msullivan@agdna.com