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Changes in the Season...Changes at Brookside

A lot has happened at Brookside Agra since the last newsletter. We acquired Cardinal Agriculture Services and launched Agronomy and Risk Management Divisions. We also expanded our staff to include plant and soil nutrition expert Ben Elliott who heads our new Agronomy Division, Andy Rynski who heads our new Risk Management Division, Tim Nelson as Director of Ag Sales - North Region, Karen Nehrkorn as Agronomy Technician, and Angie Durbin as Insurance Agent. We also purchased two, 6M Series John Deere tractors and two Agrobotics Autoprobes to provide customers with the most accurate and consistent soil testing capabilities available today.

Combined with our expertise in all-natural agricultural products, our new services allow us to provide comprehensive solutions between farmers and soil experts to create crop management programs that help growers reach the full genetic potential of their crops in a sustainable and all-natural manner.

Sincerely,

Chad Vaninger, Brookside Agra General Manager

chadv@brookside-agra.com

618-628-8300 Ext. 23

Brookside Agra Now Offering Agronomy, Risk Management Services

For the past 30 years, we have been committed to developing and manufacturing all-natural specialty feed additives and products focused

Elliott and Rynski Lead New Divisions

Plant and soil nutrition specialist Ben Elliott leads Brookside's new Agronomy



Ben Elliott
Vice President
Agronomy Division

Division. Ben has worked in chemical formulating and research for the past 10 years and has partnered with growers in 40 states and six international locations, covering more

than 50 crops for commercial production. Ben specializes in intensive management for growers adopting new practices based on biology, data management and systems integration. Email Ben: cardinalagsvc@gmail.com.

Andy Rynski heads Brookside's Risk



on animal health, agriculture and the environment. The recent acquisition of Freeburg, Illinois-based Cardinal Agriculture Services allows Brookside Agra to better serve its agricultural clients with the addition of agronomy and risk management services.

Agronomy Division Services:

- Soil and tissue sampling and analysis
- Fertility and hybrid selection
- Water and feed analysis
- Nutrient monitoring and management
- Manure analysis
- Biological surveys
- Fertility product recommendations

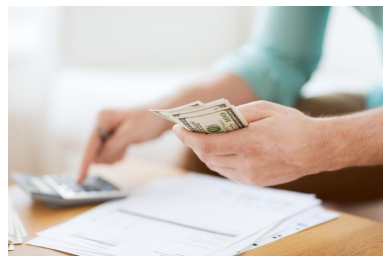
Risk Management Division Services:

- Farm property and casualty insurance
- Crop insurance with precision equipment emphasis
- Livestock insurance
- Precision equipment
- Precision risk management

For additional information about our new agronomy and risk management services, contact Chad Vaninger at 618-628-8300 ext. 23 or chadv@brookside-agra.com.

Cut Insurance Costs with Precision Ag

The time is nearing for planning - not only for crops and soil fertility, but also for insurance. We are really seeing an impact when growers look for the low-hanging fruit in their budgets and use precision ag to help cut insurance costs. With precision



ag insurance, you convert to a GPS map-based reporting system which prevents you from paying for areas of a field that you do not get to plant. Also with precision ag, the reporting becomes automated and reduces the amount of time farmers spend certifying their acres, the

Management Division. Andy worked as



Andy Rynski
Vice President Risk Management Division

an independent pork producer before transitioning to working as a site manager for Maschoff Pork Farms. Andy spent 10 years as a

manager for a sow unit and finisher, then spent three years with John Deere as a service manager where he was educated on precision-ag and equipment. Andy specializes in livestock operations, precision policies and risk management.

Email: andy.cardinalag@gmail.com.

Agronomy Q & A

with Plant and Soil Nutrition Specialist Ben Elliott

Q: Is there a combination product on the market today to boost soil fertility?



A: Yes! We have learned so much about the need for improving soil microbiology. However, there are only a few products on the market today that do bring multiple modes of action to boost soil fertility. One of those products is H2OExcel from Brookside Agra.

Q: How easy is the product to use?

A: Brookside Agra is one of the few companies that has created a truly unique formulation that is very

claims process moves more quickly and AMS products get utilized for more than just driving the tractor straight.

For more information about precision ag insurance, contact Andy Rynski at 618-231-2720 or andy.cardinalag@gmail.com.

adaptable to current practices. H2OExcel is simply mixed with water and applied as a spray or soil-drench. It is tank-mix compatible with fertilizers, herbicides and pesticides.

For more information about H2OExcel, contact Director of Sales - North America Tony Arro at 618-628-8300 ext. 24 or tony.arro@brookside-agra.com.

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