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To Whom this may concern,

My name is Dinan Subramaniam and I am currently a Product Marketing Manager for PTx Trimble. I am responsible for the commercial engagement for AGCO/PTx Trimble's OutRun product – which is a retrofit system that allows for autonomous grain cart operation during harvest. More information can be found at <https://outrun.ag>.

Background

Over the past few years, conversations with farmers in Nebraska has highlighted the frustration and anxiety experienced in finding help or the right help during harvest. The shortages in labor adversely affect Nebraska farmers during harvest acutely as this is when they are racing against the ongoing yield losses sustained by a delayed harvest. In addition, to reducing the net farm income brought in by tens of thousands of dollars for smaller farms and much more for larger farms, it places an additional strain on farm operations through stress and long hours and reduces the viability of family farms in general.

From Kearney to Beatrice, from Darr to Central City, we hear of farmers doing all they can do to complete harvest in an environment where they can't find the help they need:

- A father and son we've talked to, Larry and Craig, harvest by themselves, inefficiently driving the combine back to stationary semi's parked at the headlands. Harvesting well into December due to the inefficiency.
- Dave from Darr, NE harvests his small operation by himself and only has help some of the time, again causing stress and delays in harvest that cost a small operation critical cash flow.
- A young couple we talked to at Husker Harvest that farm near Geneva, park a grain cart in the middle of a field, unload into it, and then walk a ½ mile to drive their equipment back. Each delay causing further delays in their harvest.

These are only some of the stories we have heard from farmers and all these delays cost farmers tens of thousands of dollars in lost yield due to factors like phantom yield loss

(kernel respiration), disease, down corn, mechanical losses, and make them susceptible to more adverse weather or pest events.

The viability of smaller farms in Nebraska are also at stake due to the lack of labor. We have heard of prospective farmers that are hesitant to get into farming or taking over their family farms due to the lack of labor.

OutRun – Autonomous Grain Cart Operation

AGCO, through its venture PTx Trimble, is bringing to Nebraska a viable autonomous grain handling system that could help the mentioned farm operations problems described above. The system is retrofitted onto farmers' existing tractors and allows their tractors to run autonomously during harvest in the grain cart operation. One operator, in the combine, can use a tablet to command the grain cart tractor to stage or position the cart, call for a pickup when the combine needs to be unloaded or send the grain cart to a truck unload zone when it is full.

Our team focused on the autonomous grain cart solution is based in Lincoln, NE and are all graduates of UNL. The NE based team is also backed by an extensive team located throughout North America. We have a Workshop and test field near Rising City, NE.

The system was used to perform 435 pickups of corn and soybean in 2023. For 2024, we have a paid beta with select farmers throughout Nebraska to further prove the solution and collect feedback towards refining the solution. OutRun will be commercially launched in 2025.

More information about the specifics of the system can be found at <http://outrun.ag> or <http://ptxtrimble.com/outrun>.

Support and Compatibility with PRO-AG Grant

The PRO-AG Grant would be a great way to lesson the burden for Nebraska Farmers to adopt autonomous technology that can in-turn reduce yield losses experienced due to delayed harvest. In addition, autonomous grain cart technology can provide a viable solution to farm operations short on labor.

PTx Trimble intends to participate in the 2025 PRO-AG grant cycle and believe that it can be mutually beneficial to rural Nebraska communities and farmers and to the adoption of the technology in question.

We intend to be present at the hearing for comments regarding the PRO-AG grant and will further describe the difficulties farmers face during harvest.

Improvements To Grant Program

Although we haven't taken part in the program before, we support the following initiatives mentioned:

- Clarity in the requirements for application and the forms needed to be filled so that earlier understanding of eligibility is known.
- We would support the advertising and promotion of the PRO-AG grant to publicise the "Devices and Technology" subprogram.
- We would support the adjustment of criteria to reflect the strong impact autonomous equipment would have on farmers and rural communities that suffer from labor shortages.

In addition, we would encourage the examination of the following:

- The possibility of extending the application deadline until available funds are exhausted rather than the currently proposed fixed deadline.
- The ability of a vendor to advertise the eligibility of their products for the PRO-AG program, allowing farmers to contemplate a reduced cost of adoption.
- Reducing the complexity of application so that more farmers can benefit from participation in the grant program.

In Conclusion

We are supportive of this initiative by the Nebraska Public Service Commission and commend this progressive approach in helping farmers through what can be a difficult technology adoption phase.

We look forward to taking an active role in this program.

Sincerely,

Dinen Subramaniam

Product Marketing Manager – OutRun

PTx Trimble