

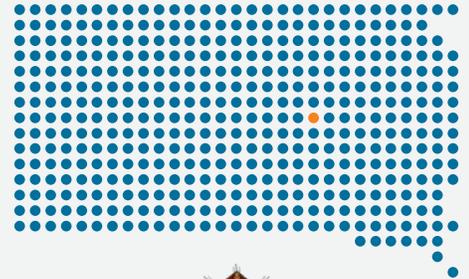
# Brueggeman Crop Services

Brueggeman Crop Services is a fourth-generation family operation located in Miller, SD. Nestled between the state capital of Pierre and the city of Huron, Miller is home to about 1,400 people.

Growing primarily corn, soybeans, and a bit of wheat, brothers Reno and John oversee the farm's 7,000 acres. The family farm used to be a livestock operation, but the brothers exited that part of the business in 2011, shifting focus to cash grain farming. To round out their operation, they also own a crop insurance agency and Channel seed business.



## At a glance



Headquarters: Miller, SD

Crops Grown: Corn, Soybeans, & Wheat

**7,000**  
acres

**4**  
generations as a family farm

**5**  
full-time employees

**2017**  
year they started using Conservis

## Challenges

 **Breaking Free from Spreadsheets**

 **Accurately Tracking Grain**

 **Improving Data Integration**

Fourth-generation grower, Reno Brueggeman, is a straightforward guy with an analytical mind. He began his career in ag lending in the late 1990's, and his profit-driven foresight and attention to cash flow comes naturally. Reno was in search of a program that would get him off the dozens of Excel spreadsheets that he'd grown to loathe.

Reno wanted to track grain inventory efficiently and desired a solution that would work with their Climate FieldView™ equipment to calculate an accurate cost of production per acre. "We wanted to be more specific field-to-field, and we did a lot of research looking for that one company that would tie in with our integration and get it down to a cost per acre basis," said Reno.

# Results



## Grain & Inventory Tracking

*"Our biggest cost savings we've seen on this program is our grain inventory. Everything gets streamlined from the grain cart to our computer system in the office,"* said Reno. Conservis caught one or two of Brueggeman's loads that were nearly destined to have been assigned to a neighbor who owned the truck behind theirs at the local elevator. "Conservis caught that and so that saved us about \$5,000 to \$6,000 on that load," said Reno.



## Cost per Acre Breakdowns

Reno believes Conservis gives him an advantage because it gives him a total cost per acre. "When I was an ag lender, the hardest question that operators couldn't answer for me was what their cost per bushel or acre was, and this does it for you," said Reno. *"As long as you enter in the correct data and you use it to its full capacity, it will give you a cost per acre breakdown like you've never seen before."*



## Connecting to Climate FieldView™

*"We did a lot of research looking for that one company that would tie in with our integration and get it down to a cost per acre basis,"* said Reno. John agrees. "It's come so much further now. With Conservis, it saves all of our planting data, all of our spring data and all of our harvesting data. If you try certain chemicals out, you get test plots and you can overlay it and zone it out, and it gives you the cost analysis breakdown." John relies on the Zone Economics tool to show him whether or not they made money on any given field.



## Input Ownership Splits

The Brueggemans partner with their cousin Brady to buy fertilizer before storing it in one tank. Conservis takes what is applied to the field and as it's being applied, removes those gallons from inventory. At the end of the year the Brueggemans can see how many gallons remain and who they belong to. "It's a really good benefit for us to track our expenses that way, especially when you're partnering with another entity in your operation," said Reno. *"With Conservis and the FieldView™ platform, it's accurate right down to the ounce. Everybody's happy with it because it's right on the money,"* said John.



## Rising Above the Competition

"Before we got onto Conservis, we used a competitor's product for one year and I've never heard so much yelling back and forth between two offices in my life. 'This isn't working, this isn't flowing through!' It ended up being way more work than I was doing with my Excel spreadsheets." Reno feels that once everything was set up in Conservis, the software communicates well with their farm equipment. *"How that streamlined as we applied everything from our inventories onto the field, it was a way better product than I've ever seen on any other platform that I've used."*