

## DJI Smarter Farming Package Lowers Nitrogen Costs For Corn Farmers

"With the Smarter Farming Package, we have seen corn growers across the Midwest save as much as \$9.80 per acre by targeting Nitrogen application rates across portions of their land." – Nathaniel Hyde, Enterprise Channels at PrecisionHawk

### PARTNER:



### FOCUS:

Precision Agriculture

### SOLUTION:

Smarter Farming Package

Nitrogen (N) is one of the primary factors that determines realistic yield expectations for corn. Traditionally speaking, farmers tend to counter N deficiency through a process known as 'side-dressing' and treat their fields uniformly with equal amounts of nitrogen. This method wastes nitrogen on crops that don't need extra nitrogen and increases operation costs for crop growers.

By using the Smarter Farming Package developed by DJI and PrecisionHawk, drone data can now reveal where farmers need to sidedress their crops. Leveraging drone technology allows growers to make precise management decisions that can greatly impact their bottom line at the end of the season.

### CHALLENGE:

Nitrogen side-dressing is very often a basic binary decision: yes, no, and how much? The conventional process (see image below) involves consulting last season's prescription with adjustments for losses, in addition to, various sampling methods such as visual, soil, or plant tissue.

However, the problem is that none of these methods can quickly or reliably determine precisely where to sidedress. This, in turn, prompts farmers to treat fields uniformly with the same amount of nitrogen.

Moreover, corn prices are constantly in flux and range from as high as \$8.00/bu in July 2012 to \$3.05/bu in August 2016, for example. Meanwhile, N input costs vary from \$40/acre to \$60/acre, depending on target yield.

With volatile commodity prices and unpredictable weather conditions, farmers need to be able to gather information so that they can better optimize their yield within a set budget.



### Conventional Process:

1. Consult last year's prescription, account for loss



2. Use N soil samples to further validate N deficiency hypothesis.



3. Visually detect leaf firing. Sample verify across field.



## SOLUTION:

In 2016, corn farmers across the US Midwest began using the Smarter Farming Package to better estimate how much N their fields really needed. The package is essentially DJI's Matrice 100 — equipped with one visual and one multispectral sensor — and PrecisionHawk's DataMapper InFlight App — a software platform for rapid drone image mapping and analysis.

Remarkably, it took those corn farmers only 45 minutes to complete the flight for a 320-acre field at 400 feet. The images were then uploaded to DataMapper, where they were automatically stitched into an orthomosaic 2D map of the field.

Once the farmers had their maps, they used the Green Difference Vegetation Index (GDVI) algorithm in DataMapper. The output, shown below, indicated a high probability for N deficiency areas in red.

The farmers were then able to visualize the output of their surveys through shape files directly sent to their farm management platforms through the DataMapper API, which streamlined the process from decision making to precision application.

## RESULT:

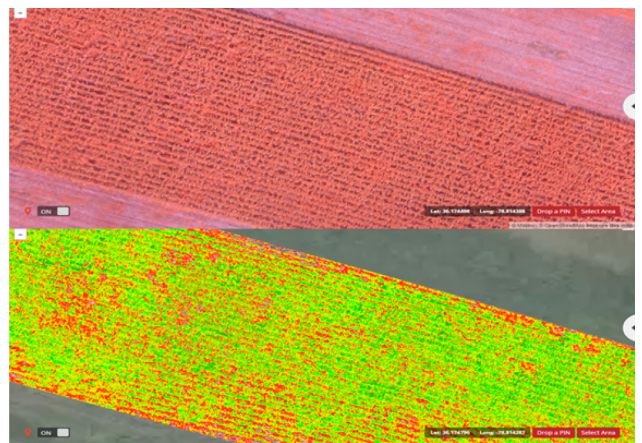
After ground-truthing a sample area and consulting their agronomist, those corn farmers had a complete picture of where N needed to be applied.

Furthermore, the entire process of drone flight, data upload, and analysis to N application was completed in just two days, as opposed to using the traditional approach, which took one week.

To find out their actual N deficiency rates and locations, corn farmers and their teams flew DJI's Matrice 100 drone at the start of V4 in mid-June, equipped with DJI's Zenmuse X3 multispectral sensor, which is able to record blue, green, and near-infrared bands.



The Smarter Farming Package (above) is a complete agriculture imaging solution for farmers and agronomists.



PrecisionHawk's DataMapper Standard uses a GDVI algorithm to indicate areas with a high probability of N deficiency (above in red).

Those corn growers now only need to precisely target 30% of the land and save as much as \$9.80 per acre, if the target yield remains 140 bu./acre.



## DETECTING N DEFICIENCY

### TRADITIONAL METHOD

**1  
WEEK**

1. Consult Last Year Data, Followed By One Or All Of The Below:
2. Optional 3-5 Soil Samples
3. Optional 3-5 Visual Samples



























### SMARTER FARMING METHOD

**2  
DAY**

1. Fly DJI Matrice 100
2. Upload Images, Use GDVI Analyze In DataMapper
3. Ground Truth Sampling

## DECISION TO APPLY N

### Smarter Farming Package Includes:

 <p><b>1 MULTIROTOR DRONE</b> Packaged in a convenient travel case, fully assembled and ready to fly</p> <p><b>MATRICE 100</b></p> 	 <p><b>1 YEAR SUBSCRIPTION TO DATAMAPPER STANDARD</b></p> <p>includes 120 2D and 3D processed maps, 11 crop analytics tools and 150 GB of storage.</p> 	  <p>Automated flight software for your Matrice</p> <p><b>IN-FLIGHT SOFTWARE MOBILE APP</b></p> <p>Available for Android &amp; iOS</p>									
 <p><b>INFIELD DESKTOP SOFTWARE</b></p> <p>View what your drone collected before leaving survey areas. View flight path coverage, add ground control points and more.</p> 		<table border="0"> <tr> <td data-bbox="798 1612 1037 1668"> <p><b>1 VISUAL SENSOR</b></p>  </td> <td data-bbox="1037 1612 1276 1668"> <p><b>1 MULTISPECTRAL SENSOR</b></p>  </td> <td data-bbox="1276 1612 1503 1668"> <p><b>4 EXTRA BATTERIES</b></p>  </td> </tr> <tr> <td colspan="2" data-bbox="798 1668 1276 1807"> <p><b>150 ACRES COVERED/FLIGHT</b></p>  </td> <td data-bbox="1276 1668 1503 1807"> <p><b>1 PROFESSIONAL TRAVEL CASE</b></p>  </td> </tr> <tr> <td colspan="3" data-bbox="798 1807 1503 1807"> <p><b>FREE SHIPPING</b> (Within continental US)</p>  </td> </tr> </table>	<p><b>1 VISUAL SENSOR</b></p> 	<p><b>1 MULTISPECTRAL SENSOR</b></p> 	<p><b>4 EXTRA BATTERIES</b></p> 	<p><b>150 ACRES COVERED/FLIGHT</b></p> 		<p><b>1 PROFESSIONAL TRAVEL CASE</b></p> 	<p><b>FREE SHIPPING</b> (Within continental US)</p> 		
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Reach out to DJI or PrecisionHawk to start using drones for precision agriculture:

DJI Enterprise: [enterprise.dji.com/contact-us](https://enterprise.dji.com/contact-us)

PrecisionHawk: <http://www.precisionhawk.com/contact>

Learn more about commercial applications of drones at: [enterprise.dji.com](https://enterprise.dji.com)