

Discover how to make Smart Feeder the foundation of your integrated management system. Scan the code below, visit <http://www.fbssystems.com/data-into-decisions> or call 800.437.7638.



Box 185  
601 SE 19th Ave.  
Aledo, IL  
800-437-7638

# SMART FEEDER™



## LIVESTOCK FEEDING / COST ACCOUNTING

### If You're Missing An Opportunity To Save Money, Smart Feeder Will Find It!

Steve Litwiller made a change in his swine feeding program that's saving him over \$20,000 a year. Doug Pohlman adjusted his protein percentage and got faster-gaining hogs off to market in shorter time. What guided their decisions? The grow-finish records of Smart Feeder—FBS's system for feed and livestock inventory con-

trol and production cost analysis. One 7,500 sow operation trims two weeks off its computer schedule by integrating Smart Feeder and the FBS accounting system, TransAction Plus. So many ways to improve efficiency and lower costs!

### Smart Feeder and *Only* Smart Feeder Has Everything You Need To Control Production Costs The Easy Way

#### **No other system gives you all this!**

- ◆ Accurate analysis of all production costs—feed, non-feed, overhead
  - ◆ Automatic import of feed tickets from commercial and electronic feed mills
  - ◆ Combined cutout and financial performance in group closeouts PLUS ...
- Perpetual feed, livestock and drug inventories
  - Analysis by stage, center, group, location, etc.
  - Feed reports by ingredient, ration or ticket
  - Multi-year, linked planning modules with growth and feeding curves
  - Handles both continuous-flow and group feeding
  - "User tolerant" record system allows easy editing without sacrificing accuracy
  - Works with pork, beef, dairy or poultry
  - Feed by ration, ticket, batch or buy-and-dispense feed
  - Instantly exports to spreadsheets and graphs
  - Feed budgets and delivery schedules (optional)
  - Full Cost Analysis by group, farm, stage
  - Integrates seamlessly with management accounting
  - Downloads 34 feed mill formats
  - Imports 15 packer/processor plant formats

### Even Greater Power, Flexibility, Simplicity in Version 11.4

The capacity to do *more*. The ability to adapt to *your* needs. The speed and operating ease to get the job done *fast*. These traits have always set Smart Feeder apart ... made it unbeatable! Now, new Version 11.4 moves the system a notch higher:

- Veterinary Feed Directives attach to groups
- Option of FIFO or weighted average input inventories
- "Drill-down" to group setup from any group report
- Group work schedules
- Electronically imports treatments, death loss and movements
- Graphing added to Open and Closed Group Reports
- Maintains USDA Premises ID by location
- Tracks drug withdrawal interval
- Tracks group feeding performance across stages
- Integrates with *E.CLIPSE* management accounting



Smart Feeder links automatically with the optional cloud-based **Pork Profit Center Dashboard** for instant access by your production staff to sales, inventory and performance analysis.



## Integration — the easiest route to a sure handle on production costs

Do you know your exact cost of raising crops or live-stock? If not, you could be losing a fortune in needless expenses.

Perhaps you do have some fix on these costs, but ask yourself: Do I always get the data in time to be helpful? Can I count on the accuracy? How many different programs am I using to get these numbers?

There's a simple solution: Integrated production-financial record-keeping, in which component modules share information. The key benefit is a cost-accounting capability that gives you complete, precise information the instant you need it. The only thing better is a full-time staff of accountants on your farm.

Yet you needn't be an accountant to run an integrated system. It's easier than you think. For example, interlinked modules function seamlessly as one unit. You only have to enter data one time. If you're operating three separate programs stand-alone, you know the advantage here. Just one time-saving convenience among a score of others.

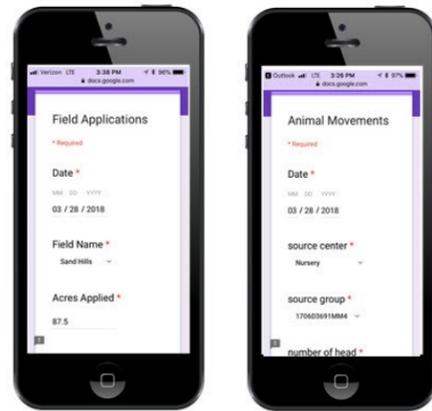
Now, where to turn for a fully integrated management information system? We pioneered the concept 30 years ago and have taken it to levels that may never be matched.

*"What it comes down to for us is that we're a family operation. We all have a thousand things we're doing every day. We need to maximize the use of our time."*

*Having our production records and our accounting all integrated together allows us to spend more time to doing things and less time fiddling around doing busy work. We're able to do what we need to do and still have the data we need to make production decisions."*

**Mike Paustian, Ph.D.**  
Paustian Enterprises, Walcott, Iowa

Among the most popular Smart Feeder options are modules that automatically download feed tickets from 34 commercial and on-farm feed mills and 15 packer/processors.



The optional FBS Import Module will import feed, death loss, movements and treatment records from Google forms, Excel or CSV files into Smart Feeder.

## Others sell you software. We offer you SERVware™.

There's a difference. The software you choose to help run your farm should be thought of not as a product, but a service. True business software represents the service discipline in much the same manner as a records manager. Accountant. Financial analyst. Even an executive consultant. These are professionals you engage to enhance your management skills, minimize your production costs and build your bottom line.

Sometimes this vital aide on a paper-thin disk needs the backing of able, responsive training and support. Again, we're talking service. SERVware from FBS. Unlike ordinary software, it's service, all service, from the beginning.

So, if you judge farm software solely on price, you may be settling for a mere product—like an item bought at a discount store—ignoring the singular quality that distinguishes the right choice. Service. But don't take our word for it. Talk to our clients.

*"We are using the FBS business software and have it integrated into our production records. We stream most information—feeding, billing, weights and slaughter data—into it electronically giving us a good database that flows out to many, many reports and spreadsheets. This gives us analysis to predict market weights, marketings, cash flow and potential feed use for hedging. We link a lot of data together so we can make good decisions and planning. It also helps with financing."*

**Bob Dykhuis, Dykhuis Farms, Holland, Michigan**

[www.fbssystems.com](http://www.fbssystems.com) 800.437.7638

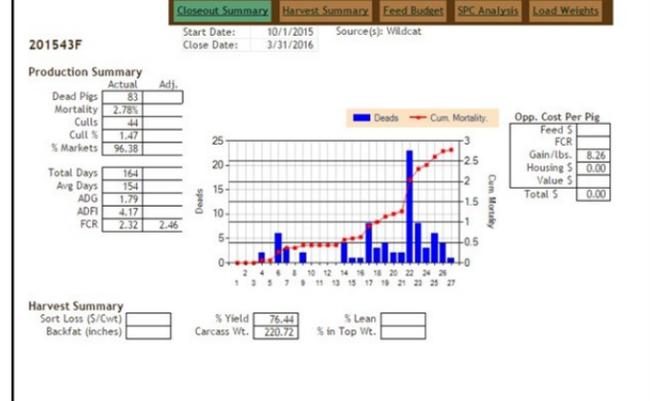
Turbocharge Smart Feeder's power and reach through the

## PPC PORK PROFIT CENTER™ PERFORMANCE DASHBOARD

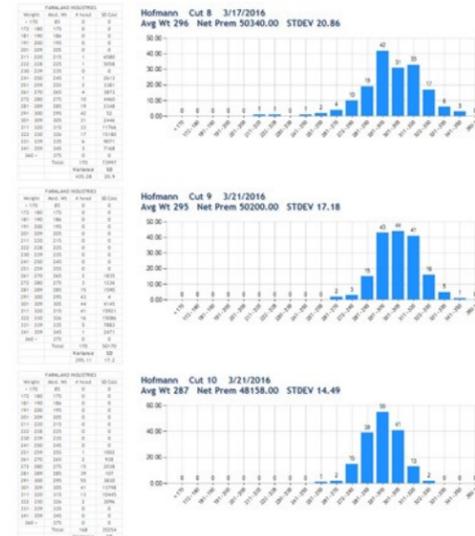
Only \$200/Month for the first two users



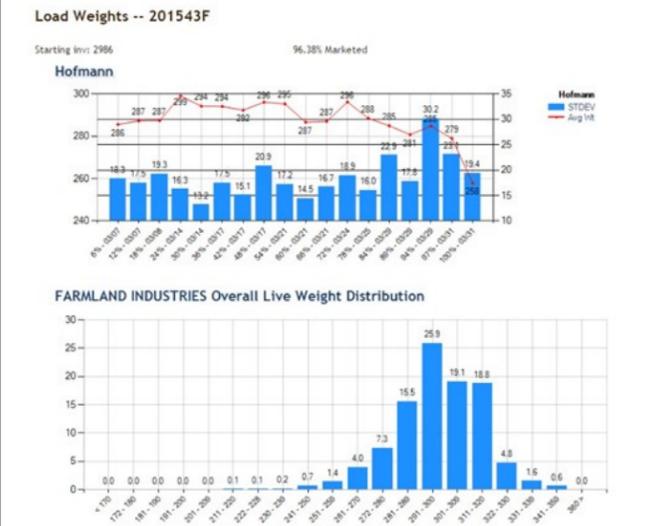
## Real-Time Mortality



## Real-Time Load Monitoring



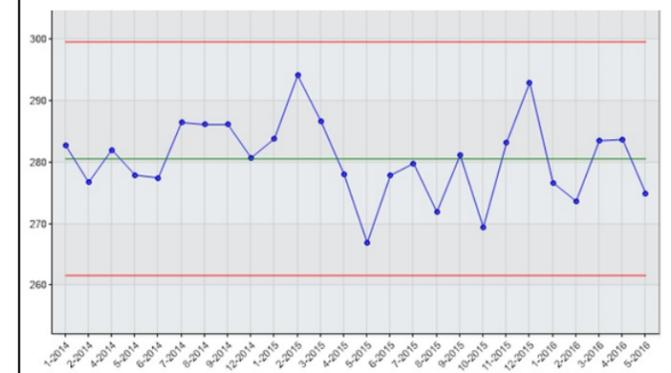
## Sales Benchmarks



## SPC Trend Analysis

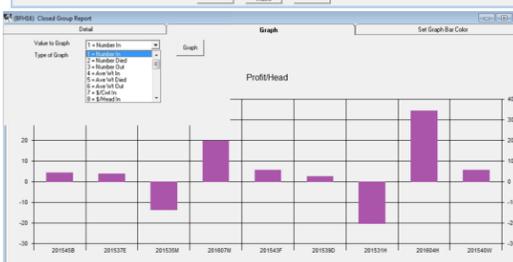
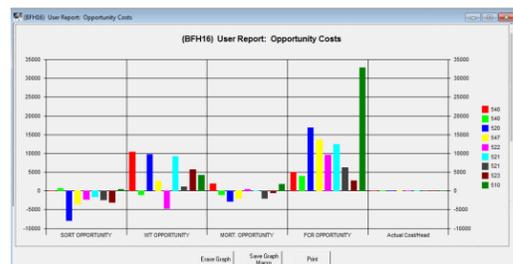


## Custom Reports Across Farms, Sites, Groups



(BFH18) Death Loss by Week

Producer	Date	Group	Cause of Death	Floor	Head	Wt.	1	2	3	4	5	6	7	8
Buffalo Prairie	03/29/2017	201713V	EUTHANIZED	548	2,441	13.10	0	0	4	0	1	2	0	0
			CRIPPLED				0	2	0	0	0	0	0	0
			UNKNOWN				0	0	0	1	1	0	0	0
			E. COLI				0	0	0	0	0	0	0	0
			BELLY BUST				0	0	0	0	0	0	0	0
			Other Causes				0	0	0	0	0	0	0	
			Group Totals				0	2	4	1	2	2	0	0
Buffalo Prairie	10/20/2017	201742V	STRESS	548	2,443	11.41	0	0	0	0	0	8	6	-
			INVENTORY ADJUST.				0	0	0	0	0	2	8	-
			Group Totals				0	0	0	0	0	10	14	-
Floor Totals					4,884	12.26	0	2	4	1	2	12	14	0
Producer Totals					4,884	12.26	0	2	4	1	2	12	14	0
Percent Per Week							0.00	0.04	0.08	0.02	0.04	0.25	0.29	0.00
Grand Totals					51,232	11.98	0	3	7	18	26	37	53	41
Percent Per Week							0.00	0.01	0.01	0.04	0.05	0.07	0.10	0.08



Group Description	Source	No. In	No. Died	DL %	No. Out	Animal Days	ADG	FC	Animal Cost	Feed Cost	Drug Cost	Other Exp.	Sale \$/Head	Sale \$/Cwt
Leller 2015-45	Cedarcrest	4,390	107	2.44	4,283	195	1,725	2.50	42.01	75.32	0.49	24.10	147.16	52.19
Totals for Leller		4,390	107	2.44	4,283	195	1,725	2.50	42.01	75.32	0.49	24.10	147.16	52.19
DeBlock 2015-37	Cedarcrest	4,794	68	1.42	4,726	146	1,824	2.39	42.00	70.79	0.48	22.33	140.01	50.09
Totals for DeBlock		4,794	68	1.42	4,726	146	1,824	2.39	42.00	70.79	0.48	22.33	140.01	50.09
Morby 2015-35	Wildcat	2,938	48	2.00	2,890	149	1,744	2.40	41.63	71.23	2.03	25.39	127.45	46.53
Morby 2016-07	Wildcat	2,393	28	1.17	2,365	157	1,722	2.42	41.49	77.13	1.21	26.26	166.35	58.64
Totals for Morby		4,791	76	1.59	4,715	153	1,733	2.41	41.56	74.19	1.62	25.83	146.96	52.71
Holmann 2015-43	Wildcat	2,986	64	2.14	2,922	153	1,803	2.33	41.77	72.95	0.38	27.75	149.27	51.79
Totals for Holmann		2,986	64	2.14	2,922	153	1,803	2.33	41.77	72.95	0.38	27.75	149.27	51.79
DFI 2015-39	Wildcat	2,405	43	1.79	2,362	153	1,738	2.43	41.63	74.69	0.51	24.57	144.65	51.82
Totals for DFI		2,405	43	1.79	2,362	153	1,738	2.43	41.63	74.69	0.51	24.57	144.65	51.82
Holmes Mixed 31	Cedarcrest	2,186	34	1.56	2,152	153	1,788	2.46	42.00	77.12	2.51	24.94	126.70	44.35
Holmes 2016-04	Cedarcrest	2,203	67	3.04	2,136	153	1,684	2.44	36.66	73.68	1.03	24.86	170.75	62.58
Totals for Holmes		4,389	101	2.30	4,288	153	1,736	2.45	38.82	75.41	1.77	24.85	148.64	53.22
Lafever 2015-40	Cedarcrest	2,437	23	0.94	2,414	148	1,813	2.47	42.00	73.66	0.50	24.01	146.25	51.86
Totals for Lafever		2,437	23	0.94	2,414	148	1,813	2.47	42.00	73.66	0.50	24.01	146.25	51.86

No.	Drug	Type	Date	No.	Center	No.	Build.	Quantity	Units	Price/Unit	Value	Inventory
BAY100	Baytril 100 injectab	Inventory	11/01/2017					1,800.00	DOSE	0.4310	775.80	1,800.00
BAY100	Baytril 100 injectab	Purchase	11/20/2017					24.00	BOTTL	43.1000	1,034.40	4,200.00
BAY100	Baytril 100 injectab	Treat	11/07/2017	521	Wildcat	521	Wildcat New Phase	100.00	DOSE	0.4310	43.10	4,100.00
BAY100	Baytril 100 injectab	Treat	11/10/2017	522	Holmann	5220	Holmann Old	100.00	DOSE	0.4310	43.10	4,000.00
BAY100	Baytril 100 injectab	Treat	11/15/2017	523	DFI	523	DFI New Phase	100.00	DOSE	0.4310	43.10	3,900.00
BAY100	Baytril 100 injectab	Treat	11/15/2017	521	Wildcat	521	Wildcat New Phase	200.00	DOSE	0.4310	86.20	3,700.00
BAY100	Baytril 100 injectab	Treat	11/18/2017	520	DeBlock	520	DeBlock	200.00	DOSE	0.4310	86.20	3,500.00
BAY100	Baytril 100 injectab	Treat	11/20/2017	523	DFI	523	DFI New Phase	200.00	DOSE	0.4310	86.20	3,300.00
BAY100	Baytril 100 injectab	Treat	11/20/2017	521	Wildcat	521	Wildcat New Phase	200.00	DOSE	0.4310	86.20	3,100.00
BAY100	Baytril 100 injectab	Treat	11/23/2017	540	Holmann	540	Holmann	300.00	DOSE	0.4310	129.30	2,900.00
BAY100	Baytril 100 injectab	Treat	11/27/2017	522	Holmann	522	Holmann New Phase	600.00	DOSE	0.4310	258.60	2,200.00
BAY100	Baytril 100 injectab	Beginning Inventory						1,800.00	DOSE	0.4310	775.80	
BAY100	Baytril 100 injectab	Purchases						24.00	BOTTL	43.1000	1,034.40	
BAY100	Baytril 100 injectab	Total Treatments						2,000.00	DOSE	0.4310	862.00	
BAY100	Baytril 100 injectab	Net Change						400.00	DOSE		172.40	
BAY100	Baytril 100 injectab	Ending Inventory						2,200.00	DOSE	0.4310	948.20	

- Death Loss by Week (top) can incorporate death loss reasons plotted against weeks on feed.
- Many reports include graphing options.
- The Cost Analysis Report can compare across growers and farms.
- The Closed and Open Group Reports run off of "live" data.
- Smart Feeder includes complete and precise animal, feed and drug inventories tightly integrated with production and accounting data.

### Why Smarter Feeder? Because Feed Is Two-Thirds Of Your Cost of Gain.

If feed costs are this critical, so are feed records that are complete and accurate. Smart Feeder lets you do precision tracking of reconciled perpetual inventories of feed and livestock. These records are far more thorough and precise than any produced in a piecemeal fashion.

Smart Feeder also makes these jobs simpler. Compared to other systems, fewer entries are required in the areas of feed and livestock purchases and livestock sales. And the information is always up to date. *Less time. Less work. Less margin for error.*

### Smart Feeder Has The Numbers To Fit Your Numbers.

Smart Feeder is geared to handle size. Today's size. Tomorrow's size. These capacities assure you room for future growth:

- 1,000 centers/farms/classes of livestock
- 800 pens, buildings or locations
- 2,000 active feeding groups (unlimited inactive groups)
- Two unlimited user-defined categories (group/pen/room/sex/ breed, etc.)
- 60 different treatments with repeat dates
- 60 death loss causes
- 200 drugs or vaccines
- 1,500 rations and 1,500 ingredients

*"With Smart Feeder we've been able to pinpoint problems in different growth phases—nursery to grow-finish. In one instance, a change in percent of protein got us more pounds of pork out of each phase, resulting in fewer days to market."*

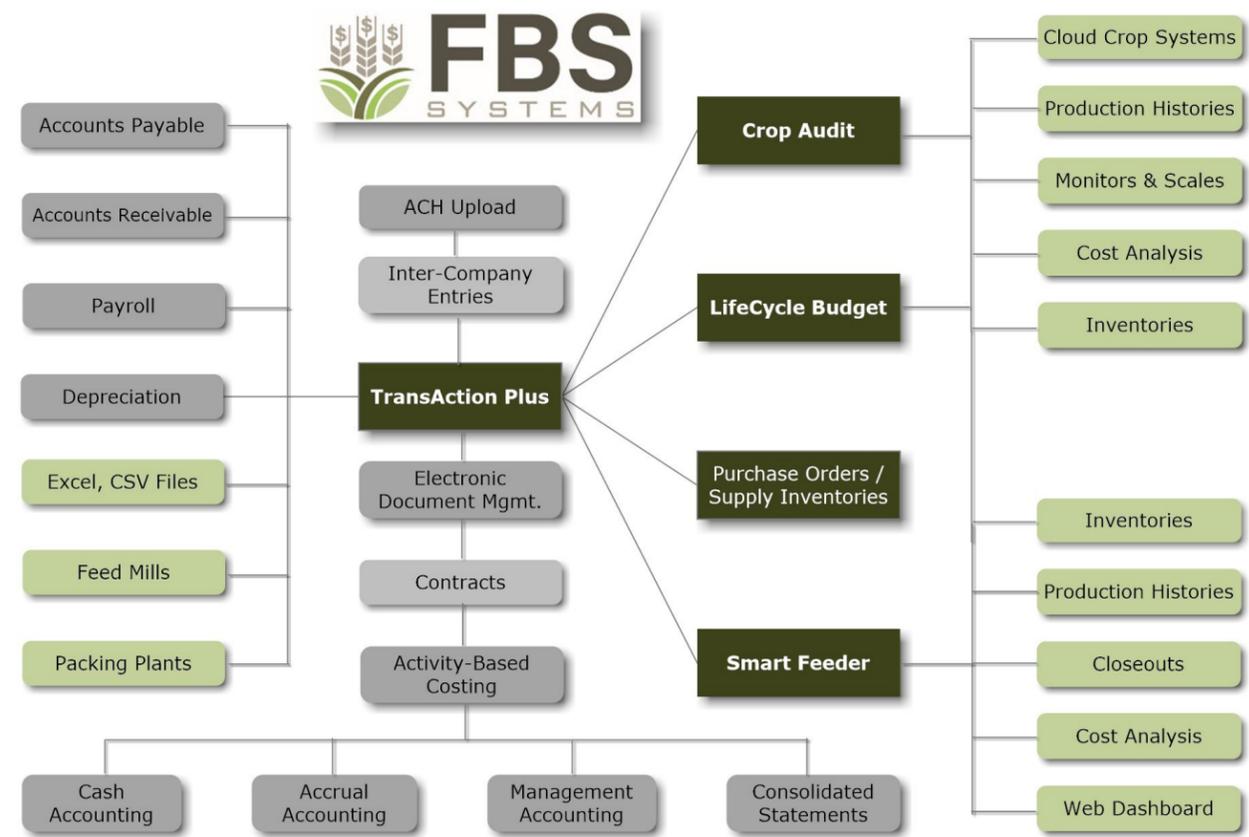
**Doug Pohlman, Lake Park, Iowa**

*"The most important number I need to know is the cost of feed for a pig. Because FBS integrates with my financials when I pay the bills I absolutely know my feed costs are exact."*

**Scott Phillips, Phillips Family Farms, Drexel, Missouri**

### Don't Stop With Smart Feeder ... Integrate With TransAction Plus™ And You Can Monitor Profitability.

You're operating Smart Feeder now and getting those great cost analyses you've needed for so long. Now you're ready to track the most important (and elusive) statistic of all—**profitability**. You do this easily by linking Smart Feeder with FBS's widely used accounting system, TransAction Plus (feed, livestock purchases and sales and expense entries) and E.CLIPSE management account for overhead allocations and work in process adjustments.



(BFH18) Change Rate of Gain Table

Number: 20175  
Description: 12-290 Summer 2017

Phase	Weight	ADG	Days in Period	Gain/Animal	Feed	Pounds of Feed	Ration	Load	Sales Days	Sales Percent
1	12	0.10	1	0.10	7.10	0.71	N1111 UC #1 12 #	1	-32	7.50
2	1.33	3	4.00	1.00	4.00	N2112 UC #2 12-16 lbs	2	-24	11.00	
3	1.20	5	6.00	1.17	7.00	N3113 UC #3 16-22 lbs	3	-19	15.50	
4	1.33	6	6.00	1.75	14.00	N4114 UC #4 22-40 lbs	4	-14	15.50	
5	1.42	12	17.00	1.76	30.00	N5115 UC #5 30-47 lbs	5	-9	33.00	
6	1.42	12	17.04	1.75	30.00	0RF17 F1RFAT17 47-64 lbs	6	0	33.00	
7	1.50	16	24.00	1.75	42.00	0RF17 F2RFAT17 64-88 lbs				
8	1.60	20	32.00	1.91	61.00	0RF17 F3RFAT17 88-120 lbs				
9	1.60	25	40.00	1.93	77.00	0RF17 F4RFAT17 120-160 lb				
10	1.74	23	40.00	2.35	94.00	0RF17 F5RFAT17 160-200 lb				
11	1.83	30	54.90	2.84	156.00	0RF17 F6RFAT17 200-255 lb				
12	1.75	20	35.00	3.63	127.00	0RF17 F7RFAT17 255-280				
13	0.00									
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Ending weight: 290  
Days on feed: 173

OK Cancel

Sales spread: days (+/-) from total rate of gain days (173)

(BFH17) Active Groups

Number	Description	Source	Center	Center Desc.	Reg. Date	End Date	Move	VFD	Build	Build Desc.
20164F	2016-42		522	Hofmann	10/10/2016	04/19/2017	N		5220	Hofmann Old
20164V	2016-45									
20164B	2016-47									
20170H	2017-07									
20170M	2017-09									
201712D	2017-12									
201713V	2017-13									
201714E	2017-14									
201717F	2017-17									
201720W	2017-20									
201722B	2017-22									
201739H	2017-35									
201739M	2017-35									
201742E	2017-42									
201742V	2017-42									
201745E	2017-45									
201745V	2017-45									
201750W	2017-50									
201752B	2017-52									
201810M	2017-35									
201811H	2018-11									
2016 CALVES	2016 CALVES	HOME								
2017 CALVES	2017 CALVES	HOME								

Current sort: Group Id

Add Change Delete Print

(BFH17) Change Group

Group number: 201742D  
Description: DFI 2017-42  
Source of Animals: [Select]  
Beginning date: 10/01/2017  
Ending date: 00/00/0000  
Center: 523 DFI  
Build: 523 DFI New Flow  
Group type: 1 + Mixed  
Rate of gain table: 20175 12-290 Summer 2017  
Group traits: CV  
Move to inactive: [ ]

1 PRRS +  
2 PRRS -  
CV PO2 Vaccinated  
PED PED +  
VFD VFD issued  
VIL Vac for Icthis  
VSF Vac at sow farm

OK Cancel

Customizable Rate of Gain Tables permit up to 32 ration changes as well as sales spread assumptions.

Exclusive Group Tracking system tracks source, health status, Veterinary Feeding Directives and ties to accounting data.

Integrated, "drill-down" reports.

Mortality from production records.

(NPC00) Feeding General Edit

Line	Ent. Type	Date	Ent. #	Build	Group	Cause	Number	Ave Wt	Weight
1	Death Loss	11/24/1999	112	#1	LEFLER B2	PNEUMONIA	1	220	220

36 NURSERY PIGS 55 NEW NURSERY #5

Save Cancel

(NPC00) Feeding General Edit

Line	Ent. Type	Date	Ent. #	Build	Group	Cause	Number	Ave Wt	Weight
1	Death Loss	11/24/1999	112	#1	LEFLER B2	PNEUMONIA	1	220	220

510 GROWER #1 502 LEFLER B2 7 PNEUMONIA

Save Cancel

Movements from production records.

(NPC00) Change Deposit

Bank Account: 0 AMCORE BANK  
Deposit Number: 2828  
Date: 12/10/1999  
From: HOG INC (FARMLAND)  
Total Amount: 9,597.70  
Amt. to Balance: 0.00

Buy Report

No.	Ent. Desc	Group	Beg. Inv.	Moved In	Purchased	Died	Moved Out	Sold	Ending Inv.
B2	510 GROWER #1	199928	0						0
B2	510 GROWER #1	199928		96					96
B2	510 GROWER #1	199928		133					229
B2	510 GROWER #1	199928		1		1			228
B2	510 GROWER #1	199928		1		1			227
B2	510 GROWER #1	199928		1		1			226
B2	510 GROWER #1	199928		1		1			225
B2	510 GROWER #1	199928					66		159
B2	510 GROWER #1	199928					33		126
B2	510 GROWER #1	199928					100		26
B2	510 GROWER #1	199928					26		0
B2	510 GROWER #1	199946		140					140
B2	510 GROWER #1	199946		57					197
B2	510 GROWER #1	199946		13					210
B2	510 GROWER #1	199946		0	439	0	4	0	225
B2	510 GROWER #1	199946							210

310 Hog Sales 510 GROWER #1 5 PORK DIVISION

Save Cancel Insert Line Delete Line

Purchases and sales from accounting records

	ACTUAL VALUE	ACTUAL PER CWT	ACTUAL PER HEAD	DIVISOR CWT	DIVISOR HEAD
<b>NET SALES</b>					
Market Hog Sales	6,958,523.97	55.62	160.15	125,118.00	43,450
Sort Adjustment	71,222.89	0.58	1.68	121,750.30	42,271
Hedging Gain/Loss	204,123.99	1.60	4.59	127,398.60	44,428
Low Value Hogs	25,676.66	53.62	152.22	480.81	170
No Value Hogs	34,304.65	23.42	49.57	1,464.92	692
Dead On Arrival	18,742.63	55.97	161.57	334.86	116
Freight & Trucking	-131,907.41	-1.04	-2.97	127,398.60	44,428
Insurance	-32,543.50	-0.26	-0.73	127,398.60	44,428
Marketing Sales Exp.	-35,496.11	-0.28	-0.80	127,398.60	44,428
Futures Commissions	-121,165.78	-0.95	-2.73	127,398.60	44,428
Options Premiums	174,583.75	1.37	3.93	127,398.60	44,428
Interest & Dividends	47,716.00	0.37	1.07	127,398.60	44,428
<b>Total NET SALES</b>	<b>7,213,981.74</b>	<b>56.63</b>	<b>162.37</b>	<b>127,398.60</b>	<b>44,428</b>
<b>COST OF SALES</b>					
Purchased Pigs	2,027,973.87	330.31	39.58	6,139.64	51,232
Inv. Adjustment	-192,091.63	-1.51	-4.32	127,398.60	44,428
<b>Total COST OF SALES</b>	<b>1,835,882.24</b>	<b>14.41</b>	<b>41.32</b>	<b>127,398.60</b>	<b>44,428</b>
<b>FEED</b>					
Com-Energy	1,401,170.43				
Protein	1,000,432.72				
Base Mix/Other	318,678.58				
Complete	160,229.07				
Medication	67,198.50				
Feed GMD	230,467.47				
Feed Adjustment	-84,384.48				
Feed Hedge	-106,442.51				
<b>Total FEED</b>	<b>2,987,349.78</b>				
<b>OTHER DIRECT COSTS</b>					
Drugs/Medication	103,130.55				
Drug Adjustment	-7,801.47				
Direct Labor	8,404.58				
<b>Total OTHER DIRECT COSTS</b>	<b>103,733.66</b>				
<b>DIRECT PROFIT</b>	<b>2,287,016.06</b>				
<b>SUPPORT OPERATIONS</b>					
Facilities	1,010,683.17				
Finisher Supervision	107,048.50				