

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 12.1

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 12.1 moves the system a notch higher:

- Open-architecture, high-performance SQL database
- Complete re-write in Microsoft .NET
- Modernized format for setup screens
- Cloud-ready for Business Intelligence and API connections
- Tight integration with *LifeCycle Budget*
- Veterinary Feed Directives attach to groups
- Option of FIFO or weighted average input inventories
- "Drill-down" to group setup from any group report
- 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 livestock? 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.

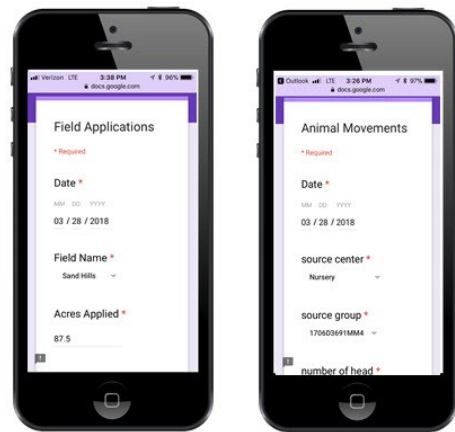
Now, where to turn for a fully integrated management information system? We pioneered the concept 30 years ago and have taken it to levels that may never be matched.

"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

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."

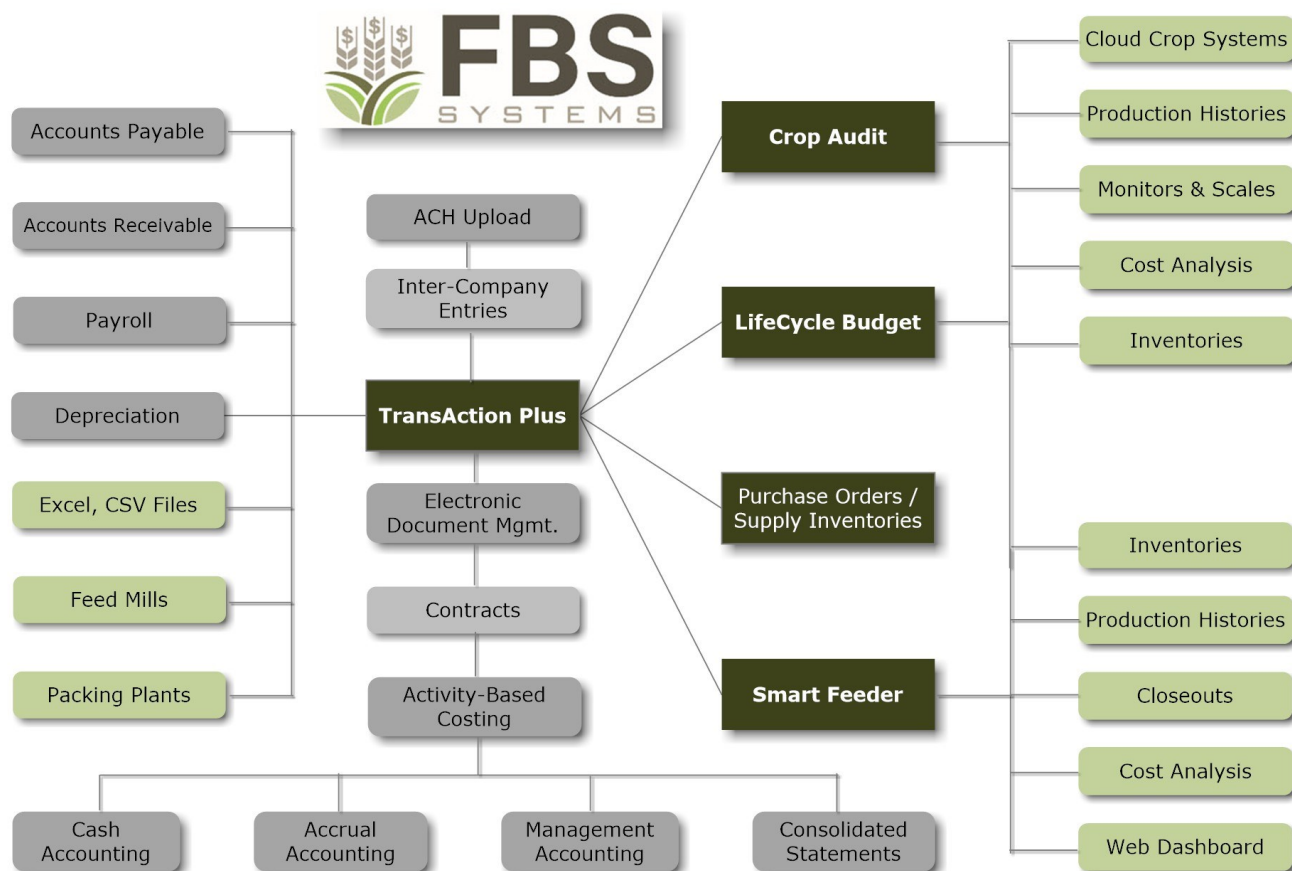
Doug Pohlman, Lake Park, Iowa

"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.*



The complete Smart Feeder System generates 27 production, inventory and financial analysis reports.

	ACTUAL VALUE	ACTUAL PER CWT	ACTUAL PER HEAD	DIVISOR CWT	DIVISOR HEAD
NET SALES					
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	25,876.66	53.82	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
Total NET SALES	7,213,961.74	56.63	162.37	127,398.60	44,428
COST OF SALES					
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
Total COST OF SALES	1,835,882.24	14.41	41.32	127,398.60	44,428

FEED	
Corn-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
Total FEED	2,987,349.78
OTHER DIRECT COSTS	
Drugs/Medication	103,130.55
Drug Adjustment	-7,801.47
Direct Labor	8,404.58
Total OTHER DIRECT COSTS	103,733.66
DIRECT PROFIT	2,287,016.06
SUPPORT OPERATIONS	
Facilities	1,010,683.17
Finisher Supervision	107,048.50
Allocated Vet. Serv.	11,918.11
General Pk	22,458.00
Total SUPPORT COSTS	1,152,107.78
PRODUCTION MARGINS	
COST OF PRODUCTION	
G & A	
OPERATING PROFIT	
Finance	
NET INCOME	

Industry standard Cost Analysis integrates production units with accounting and including overhead costs.

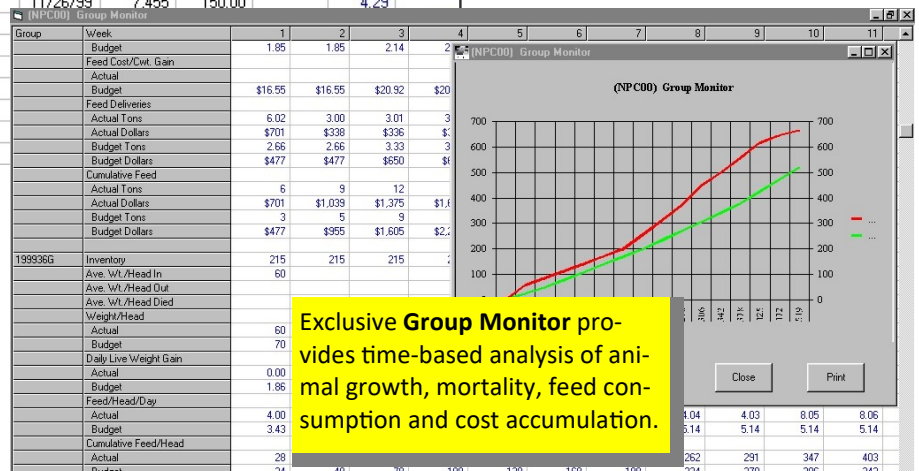
(NPC00) User Report: Finishing Report							
	540	540	540	540	540	540	TOTALS
	199942G	199952G	200002G	200004G	200006G	200007G	
Total Sales							
Quantity	207	209	219	210	201	204	2,102
Total Weight	52,419	53,085	56,095	53,285	50,655	51,280	538,989
Average Weight	253	254	256	254	252	251	256
Price/CWT	40.95	49.83	47.91	48.14	50.15	49.77	44.47
Price/Head	103.70	126.57	122.71	122.15	126.39	125.12	114.02
PERFORMANCE							
Avg. Days on Feed	111	108	112	114	113	107	111
Min. Days on Feed	100	98	94	107	99	100	92
Max. Days on Feed	112	115	114	115	113	113	115
Min. Weight Out	243	244	250	175	242	165	130
Max. Weight Out	264	261	259	262	263	259	275
ADG	1.67	1.77	1.72	1.68	1.67	1.79	1.76
Death Loss Quant.	4	6	5	8	9	2	45
% Death Loss	1.90	2.78	2.23	3.67	4.28	0.97	2.10
FEED							
Total Pounds Fed	134,765	134,765	134,765	134,765	134,765	134,765	6,930
Feed Per Head	651.04	651.04	651.04	651.04	651.04	651.04	31.27
Feed/Lb Produced	3.53	3.53	3.53	3.53	3.53	3.53	3.26
\$/CWT Feed	5.67	5.67	5.67	5.67	5.67	5.67	5.94
\$/Ton Feed Only	96.66	96.66	96.66	96.66	96.66	96.66	101.20
\$/Ton W/Grind/Mix	113.49	113.49	113.49	113.49	113.49	113.49	8.73
\$/CWT Produced	20.06	20.06	20.06	20.06	20.06	20.06	19.36
\$/Head Out	36.94	32.75	38.18	37.74	38.12	39.59	37.48
Feed/Head/Day	5.89	5.06	5.69	5.22	5.44	5.93	5.75

User-Defined closeout reports combine production, carcass and accounting measurements (over 800 options!) and can be sorted by stage, farm, animal type and performance measurements. As with all Smart Feeder reports you can instantly copy it to Excel.

(NPC00) Feed Budget												
Group Id	Phase	Ration	Description	Budget Amount	Actual Amount	Order Date	Delivery Date	Pig Days	Budget Feed/Hd	Actual Feed/Hd	Budget F/H/D	Actual F/H/D
199940G	1	4010	G 19 40/100	11,928			11/09/99	3,408	56.00		3.50	
	1	4010	G 19 40/100		6,024		11/09/99	1,917		28.28		3.14
	1	4010	G 19 40/100		6,024		11/18/99	639		28.28		9.43
	1		PHASE TOTALS	11,928	12,048			2,556	56.00	56.56	3.50	4.71
	2	4020	G 17.5 100/150	31,950			11/26/99	7,455	150.00		4.29	
	2	4020	G 17.5 100/150		6,008							
	2	4020	G 17.5 100/150		6,003							
	2	4020	G 17.5 100/150		6,003							
	2	4020	G 17.5 100/150		6,003							
	2	4020	G 17.5 100/150		6,003							
	2		PHASE TOTALS	31,950	30,020							

(NPC00) Group Monitor				
Group	Weeks Budget	1	2	3
	Budget	1.85	1.85	2.14
	Feed Cost/Dwt. Gain			2
	Actual			
	Budget	\$16.55	\$16.55	\$20.92
	Feed Deliveries			
	Actual Tons	6.02	3.00	3.01
	Actual Dollars	\$701	\$338	\$336
	Budget Tons	2.68	2.66	3.33
	Budget Dollars	\$277	\$277	\$650

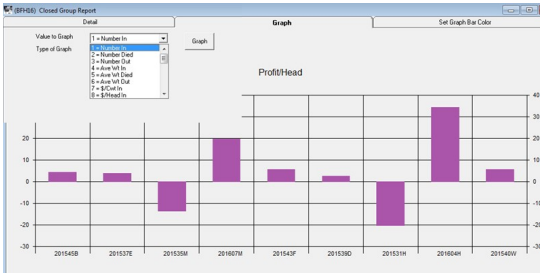
Optional Feed Budget verifies that the correct ration is delivered to the correct location at the correct time..



Exclusive Group Monitor provides time-based analysis of animal growth, mortality, feed consumption and cost accumulation.

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ZDAY	ZECB	ZHCY	ZHIL	ZHOL	ZLSB	ZMOR	ZOWL	ZTAY	ZWHA	ZZIM	AVG
2.55	2.03	2.70	2.66	3.46	1.91	6.12	2.28	2.17	2.68	2.92	2.82
35.04	35.17	44.94	31.26	34.58	34.61	39.07	30.25	38.61	34.45	34.66	35.47
37.59	37.20	47.64	33.91	38.04	36.51	45.19	32.52	40.78	37.13	37.58	38.29
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
11.62	12.86	13.64	11.87	12.68	10.09	10.21	11.63	13.17	10.67	12.29	12.00
0.99	1.15	1.17	1.10	1.12	0.92	1.01	0.94	1.07	0.95	1.08	1.05
-0.20	0.45	0.03	0.46	0.26	0.31	0.91	-1.07	-1.04	-0.03	0.15	-0.04
12.40	14.46	14.84	13.42	14.06	11.31	12.12	11.50	13.19	11.59	13.52	13.01
4.48	3.69	8.11	4.62	3.16	4.19	10.93	-0.44	4.00	4.93	5.43	4.72
0.19	0.30	0.60	0.59	0.53	0.53	0.67	-0.01	0.08	0.62	0.62	0.44
4.34	3.45	4.77	4.29	4.16	2.85	4.01	3.75	5.38	4.08	6.08	4.52
0.00	0.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.01
0.75	0.98	0.70	0.75	0.83	0.79	0.63	0.71	0.76	0.74	0.79	0.76
0.00	0.00	0.00	0.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.01	0.00	0.05	0.01	0.01	0.07	0.00	0.00	0.04	0.01	0.05	0.02
13.93	14.76	0.00	0.00	14.32	14.28	15.05	14.13	14.23	0.00	0.00	7.61
0.00	0.00	15.68	8.96	0.00	0.00	0.00	0.00	0.00	12.28	9.68	5.26
-0.01	0.05	0.01	0.04	0.02	0.03	0.09	-0.05	-0.05	0.01	0.03	0.01
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.24	0.69	0.03	0.17	0.45	1.02	1.49	0.01	0.18	0.19	0.18	0.30
0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03
0.78	0.73	1.61	1.02	0.99	0.62	0.32	0.19	1.11	0.93	0.41	0.86
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
24.75	24.76	31.60	20.50	24.50	24.41	33.23	18.31	25.76	23.82	23.35	24.53
37.15	39.22	46.44	33.92	38.56	35.73	45.35	29.81	38.95	35.41	36.88	37.54



A2 (BFH18) Drug Inventory												
No.	Drug	Type	Date	No.	Center	No.	Build	Quantity	Units	Price/Unit	Value	Inventory
BAY100	Baytral 100 injectab	Inventory	11/01/2017					1,800.00	DOSE	0.4310	775.80	1,800.00
BAY100	Baytral 100 injectab	Purchase	11/20/2017					24.00	BOTTL	43.1000	1,034.40	4,200.00
BAY100	Baytral 100 injectab	Treat	11/07/2017	521	Wally		Wally New Flow	100.00	DOSE	0.4310	43.10	4,100.00
BAY100	Baytral 100 injectab	Treat	11/10/2017	522	Wally	5220	Wally New Flow	100.00	DOSE	0.4310	43.10	4,000.00
BAY100	Baytral 100 injectab	Treat	11/15/2017	523	Wally	523	Wally New Flow	100.00	DOSE	0.4310	43.10	3,900.00
BAY100	Baytral 100 injectab	Treat	11/15/2017	521	Wally	521	Wally New Flow	200.00	DOSE	0.4310	86.20	3,700.00
BAY100	Baytral 100 injectab	Treat	11/18/2017	520	Wally	520	Wally	200.00	DOSE	0.4310	86.20	3,500.00
BAY100	Baytral 100 injectab	Treat	11/20/2017	523	Wally	523	Wally New Flow	200.00	DOSE	0.4310	86.20	3,300.00
BAY100	Baytral 100 injectab	Treat	11/20/2017	521	Wally	521	Wally New Flow	200.00	DOSE	0.4310	86.20	3,100.00
BAY100	Baytral 100 injectab	Treat	11/23/2017	540	Wally	540	Wally	300.00	DOSE	0.4310	129.30	2,800.00
BAY100	Baytral 100 injectab	Treat	11/27/2017	522	Wally	522	Wally New Flow	600.00	DOSE	0.4310	258.60	2,200.00
BAY100	Baytral 100 injectab											
BAY100	Baytral 100 injectab				Beginning Inventory			1,800.00	DOSE	0.4310	775.80	
BAY100	Baytral 100 injectab				Purchases			24.00	BOTTL	43.1000	1,034.40	
BAY100	Baytral 100 injectab				Total Treatments			2,000.00	DOSE	0.4310	862.00	
BAY100	Baytral 100 injectab				Net Change			400.00	DOSE		172.40	
BAY100	Baytral 100 injectab											
BAY100	Baytral 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.



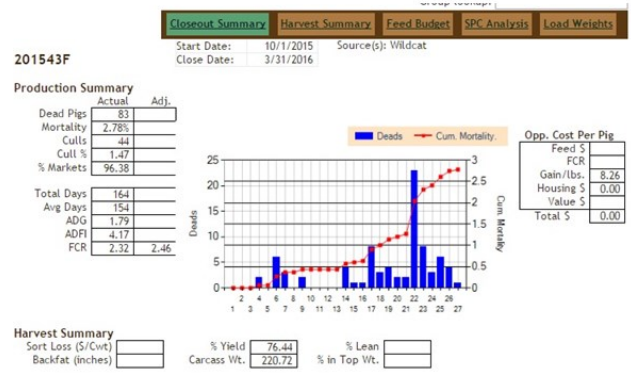
Turbocharge Smart Feeder's power and reach through the



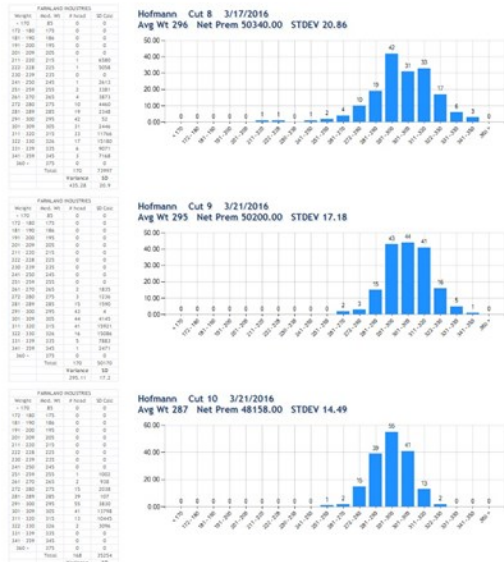
Only \$200/Month for the first two users



Real-Time Mortality

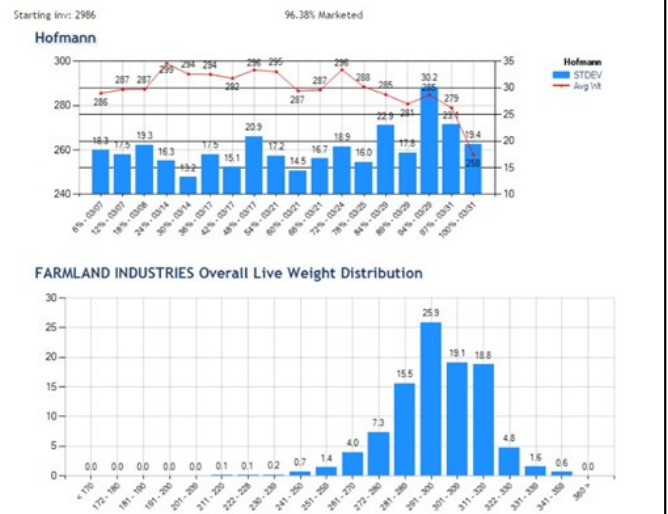


Real-Time Load Monitoring

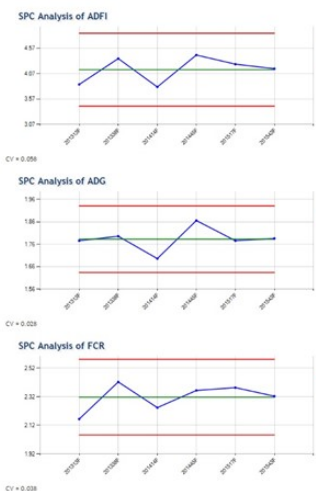


Sales Benchmarks

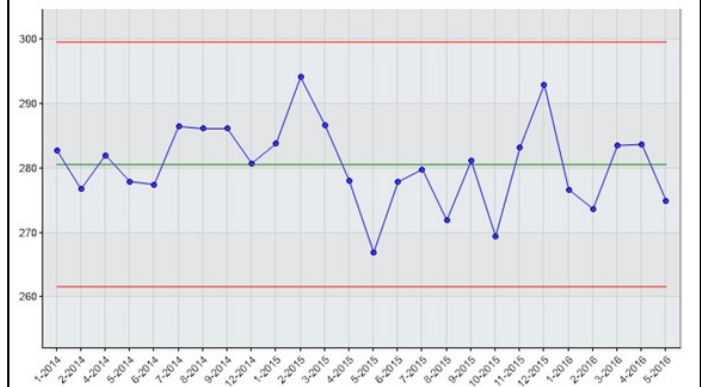
Load Weights -- 201543F

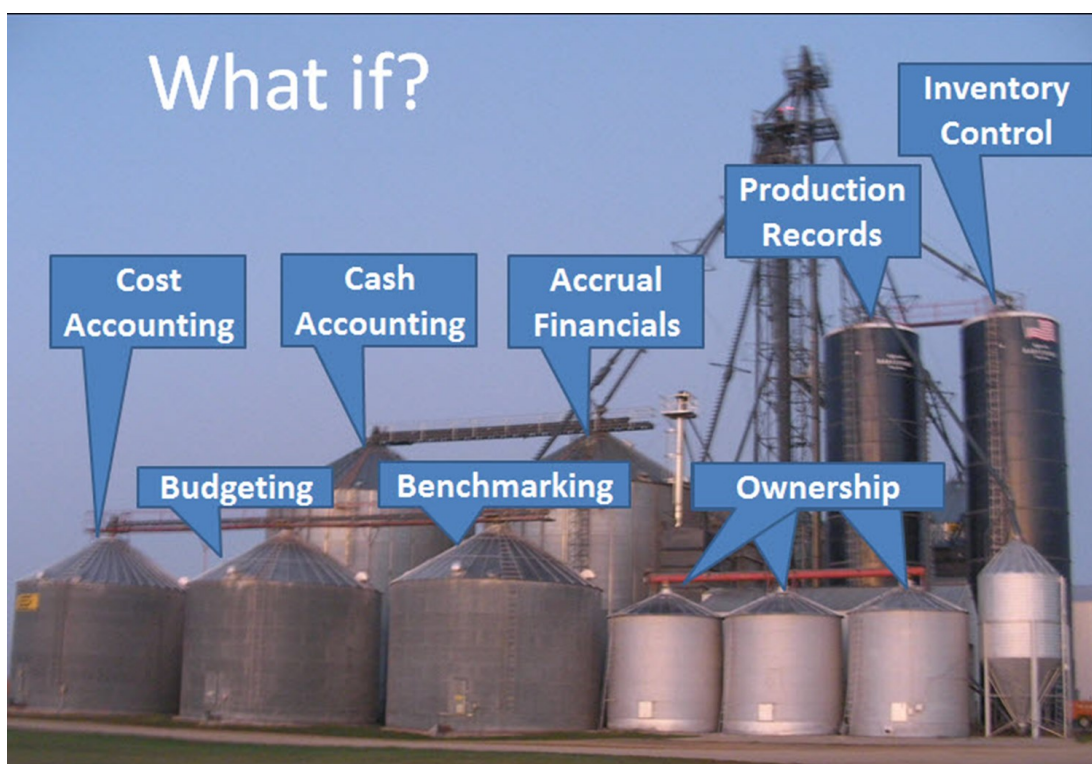


SPC Trend Analysis



Custom Reports Across Farms, Sites, Groups





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.



FBS
SYSTEMS

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