



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 control 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!

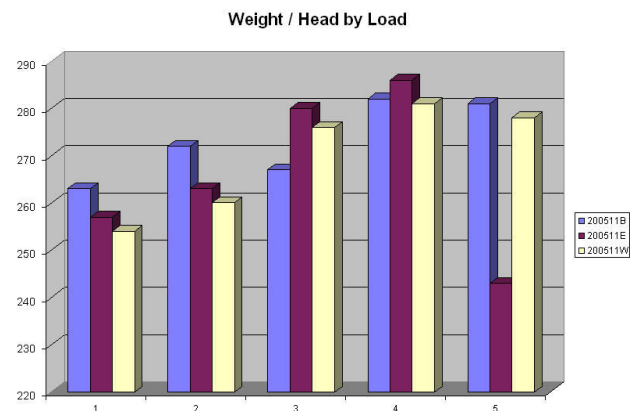
- ♦ *Accurate analyses of all production costs—feed, nonfeed, overhead*
 - ♦ *Automatic import of feed tickets from commercial and electronic feed mills*
- Combined cutout and financial performance in group closeouts PLUS ...*

- Perpetual feed, livestock and drug inventories
- Analysis by enterprise, 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
- Exports to spreadsheets and graphs
- Feed budgets and delivery schedules (optional)
- *Full Cost Analysis by group, farm, stage*
- *Integrates with cash, accrual and managerial accounting*
- *Automatic download from feed mills and packers*
- *User-Defined Report for group closeouts and carcass*

Even Greater Power, Flexibility, Simplicity in New Windows-Based Version 7.9

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 7.9 moves the system a notch higher:

- "Drill-down" to group setup from any group report
- Detail Inventory, Ticket/Ration and Drug Usage Reports flag entries out of group period
- Maintains USDA Premises ID by location
- Tracks drug withdrawal interval
- *Now synchronizes with handheld Windows® CE devices*
- *New PigPEN™ economical barn data collection*
- *Added year start date and global market prices to planning*
- Added more Cost Analysis options and columns
- Open Group Report includes prior stage days
- Added user-defined calculations, location capacity, prior stage costs and sales by load to the User Defined Report.



Excel graph created directly from new Sales Load #1-5 lines in the User Defined Report. You can also track sort/premium, carcass traits and cost of sales by load when integrated with TransAction Plus cash/financial accounting and e.CLIPSE Managerial accounting.



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 23 years ago and have taken it to levels that may never be matched. Build the system that does the job for you with these modules:

1 TransAction Plus™	1 Crop Audit™
1 E.CLIPSE™	1 Account Payable
1 Smart Feeder™	1 Accounts Receivable
1 Payroll	1 PigCHAMP®
1 Depreciation Plus	1 Ferguson System
1 Report Generator	1 Spreadsheets

PigCHAMP is a registered trademark of Farms.com.

Among the most popular Smart Feeder options are modules that automatically download feed tickets from 27 on-farm or commercial feed mills and kill sheets from 7 packer/processors.



Capture barn activity with any Windows® Mobile CE device (L) or the economical PigPEN™ digital paper system (R).

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.

"Like most operations, we used to manually enter feed twice (in accounting and production software). Now we're importing 85% of our feed invoice electronically. That translates to a savings of 3,000 hours per year."

Minnesota pork producer

www.fbssystems.com 800.437.7638

"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

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:

1000 centers/farms/classes of livestock

800 pens, buildings or locations

800 active feeding groups (unlimited inactive groups)

Two unlimited user-defined categories (group/pen/room/sex/ breed, etc.)

User-defined death loss codes

60 different treatments with repeat dates

60 death loss causes

200 drugs or vaccines

500 rations and 500 ingredients

25 feeds per ration or input by pound

Don't Stop With Smart Feeder ...

Integrate With TransAction Plus™ And You Can Monitor Profitability.

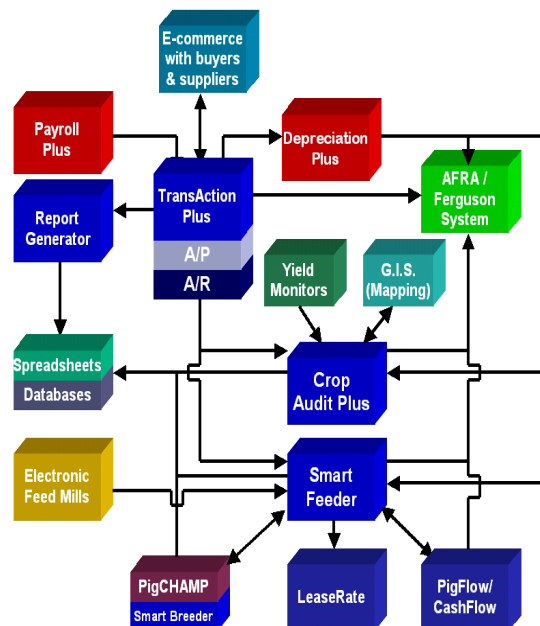
You're operating Smart Feeder now and getting those great cost analyses you've needed for so long. Now you're ready to track the most important (and elusive) statistic of all—

profitability. You do this easily by linking Smart Feeder with FBS's widely used accounting system, TransAction Plus™ (feed, livestock purchases and sales and overhead entries).

You'll have the most comprehensive cost analysis possible coupled with a simple method to measure profit.

Smart Feeder also integrates with:

- **Smart Breeder™**—FBS's swine breeding herd management system.
- **e.CLIPSE™**—full managerial accounting and inventory valuation.
- **PigCHAMP®** (updates breeding herd inventories).
- **Electronic/commercial feed mills**—on-farm feed tickets or commercial feed invoice purchases and sales.
- **Packer/processor**—updates inventories and carcass traits



Smart Feeder 7.9 is a key member of an exclusive integrated network designed for the sharing of production and financial information among component systems. It saves time and accomplishes work that just isn't possible through a "piecemeal" approach.

PigCHAMP is a registered trademark of Farms.com

"Integrating Smart Feeder and TransAction Plus cuts computer time as much as two weeks a year by eliminating double entry. And by measuring and comparing performances, Smart Feeder has helped us expand, grow and replicate. Its database gives us a baseline for performance comparisons between other units."

George Brauer, Brauer Pork Inc., Oakford, IL

(NPC00) Change Rate of Gain Table

Number: 100
Description: Barrows 57-260

Phase	Starting Weight	ADG	Days in Period	Gain/Animal	Feed Eff.	Pounds of Feed	Ration
1	57	1.75	17	29.75	2.14	63.67	4050 B 17 40/100
2		2.15	33	70.95	2.26	160.35	4060 B 15.8 100/150
3		1.90	31	58.90	3.13	184.36	4070 B 15 150/200
4		1.60	26	41.60	4.88	203.01	4080 B 13 200/MKT
5							
6							
7							
8							
9							
10							
11							
12							

Ending weight: 258

OK Cancel

Customizable Rate of Gain Tables permit up to 32 ration changes.

(NPC00) Active B (NPC00) Change Group

Group number: 200012N
Description: Nursery 2-12

Source of Pigs: HOME
Beginning date: 03/23/2000
Ending date: 05/08/2000

Enterprise: 36 NURSERY PIGS
Build: 52 NEW NURSERY # 2
Group type: 1 = Mixed
Rate of gain table: 10 Nursery 13&5
Building type: 999 MISCELLANEOUS
Genetic type: 999 MISCELLANEOUS

Move: ☐

OK Cancel

Current sort: Group Id Line 60 of 111

Add Delete Save Change Print Cancel

Exclusive Group Tracking system links production and accounting data.

Integrated, "drill-down" reports.

(NPC00) Feeding General Edit

Line	Entry Type	Date	Ent.	Build	Group	Cause	Number	Ave Wt	Weight	
1	08/17	1999	133	59	7.804	68.17	5.320.00	GROWER #1	LEFLER B2	199928

36 NURSERY PIGS 55 NEW NURSERY # 5

Save Cancel Add Entries

(NPC00) Feeding General Edit

Line	Entry Type	Date	Ent.	Build	Group	Cause	Number	Ave Wt	Weight
1	Death Loss	11/24	1999	1	LEFLER B2	199928	PNEUMONIA	1	220

510 GROWER #1 502 LEFLER B2 7 PNEUMONIA

Save Cancel Add Entries

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

Macro: 0 None
All Macros
Save entry as macro
Bank Balance: 0.00

Line	Acct	Ent	PC	Amount	Description	Quantity	Weight	Build	Group
1	510	510	5	3,704.07	199928	100.000	26.955.000	502	199928
2	311	510	5	383.78	199928	100.000	26.955.000	502	199928
3	318	510	5	-235.26	199928	100.000	26.955.000	502	199928
4	317	510	5	0.00	199928	100.000	1.000	502	199928
5	315	510	5	0.00	199928	100.000	74.600	502	199928
6	316	510	5	0.00	199928	100.000	26.955.000	502	199928
7	319	510	5	0.00	199928	100.000	47.400	502	199928
8	820	510	5	121.30	199928	100.000		502	199928
9	825	510	5	40.00	199928	100.000		502	199928
10	800	510	5	49.26	199928	100.000		502	199928
11	824	510	5	44.33	199928	100.000		502	199928

310 Hog Sales 510 GROWER #1 5 PORK DIVISION

Save Cancel Insert Line Delete Line

by Report

	No.	Ent. Desc	Group	Beg. Inv.	Moved In	Purchased	Died	Moved Out	Sold	Ending Inv.
B2	510	GROWER #1		0						0
B2	510	GROWER #1	199928		96					96
B2	510	GROWER #1	199928		133					229
B2	510	GROWER #1	199928				1			228
B2	510	GROWER #1	199928				1			227
B2	510	GROWER #1	199928				1			226
B2	510	GROWER #1	199928				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		0	439	0	4	0	225	210

Purchases and sales from accounting records

Smart Feeder 7.9 \$1495.00

64Mb memory and Windows XP/2000/2003 required.

Thirty-day trial FREE

User-Defined Reports \$595.00

Adds up to 20 custom reports with hundreds of options for closeouts and carcass traits; copies instantly to spreadsheets.

Group Input/Tracking System \$595.00

Facilitates group coding in TransAction Plus and Smart Feeder; includes "open" and "closed" group reports.

On-Farm Feed Mill Interface

\$1495.00

Works with 10 major electronic mill software/controllers.

Commercial Feed Mill Interface

\$1495.00

Automates feed accounting for 17 software formats. TransAction Plus and Accounts Payable required.

Packer Interface..... \$995.00

Downloads kill sheet and carcass traits from leading

packer-processors. TransAction Plus required.

Feed Budget and Feed Delivery

Report \$995.00

Generates and monitors real-time feed budgets by group and scheduled feed deliveries.

Group Monitor Report \$1195.00

Tracks death loss, feed consumption and animal growth by week or day.

CE Handheld Barn Record Input \$495.00

Captures movements, treatments and deaths on CE devices.

PigPEN Xpaper Import \$995.00

Captures movements, treatments and deaths in digital pens.

e.CLIPSE Inventory Valuation

\$2495.00

Uses Activity Based Costing to allocate overhead costs and maintain location /group costs and financial statements. TransAction Plus required.

Network and web-based versions available.

(NPC00) Cost Analysis					
	SHARE	ACTUAL VALUE	% of TOTAL	ACTUAL PER CWT	ACTUAL PER HEAD
NET SALES					
Market Hog Sales	100.00	309,843.41	93.69	42.69	110.50
Carcass Premium	100.00	19,254.38	5.82	2.65	6.84
Sort Loss	100.00	-3,250.85	-0.98	-0.45	-1.16
Hedging Gain/Loss	100.00	0.00	0.00	0.00	0.00
Low Value Hogs	100.00	164.80	0.05	32.00	82.40
No Value Hogs	100.00	192.80	0.06	13.53	27.54
Dead On Arrival	100.00	0.00	0.00		
Feeder Pig Sales	100.00	0.00	0.00		
Freight & Trucking	100.00	3,372.03	1.02	0.46	1.20
Marketing Expense	100.00	1,121.60	0.34	0.15	0.40
Internal Sales	100.00	0.00	0.00		
Total NET SALES		330,698.17	100.00	45.44	117.56

The complete Smart Feeder system gives you 19 flexible management reports.

If you demand profit from your livestock but don't want to spend a lifetime at the keyboard, Smart Feeder is the answer!

DIRECT PRODUCTION EX		(NPC00) User Report: Finishing Report							
		540	540	540	540	540	540		
		199942G	199952G	200002G	200004G	200006G	200007G	TOTALS	
Internal Transfers	100.00								
Breeding Stock Depre	100.00								
Gain on Cull BS Sale	100.00								
Feed	100.00								
Feed Hedges	100.00								
Total DIRECT PRODUCTION EX									
DIRECT PROFIT		PERFORMANCE							
Contract Growers	100.00								
Hired Labor	100.00								
Breeding Fees	100.00								
Vet Supplies	100.00								
SU									
B									
N									
F									
T									
V									

Industry standard cost analysis reports integrate production and accounting and automatically allocate inputs and overhead.

User-Defined closeout reports combine production, carcass and accounting measurements and can be sorted by stage, farm and animal type.

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

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

(NPC00) Group Monitor									
Group	Week	1	2	3	4	5	6	7	8
Budget		1.85	1.85	2.14					
Feed Cost/Cwt. Gain									
Actual									
Budget									
Feed Deliveries									
Actual Tons		6.02	3.00	3.01	3				
Actual Dollars		\$701	\$338	\$336	\$1				
Budget Tons		2.65	2.65	3.33	3				
Budget Dollars		\$477	\$477	\$650	\$1				
Cumulative Feed									
Actual Tons		6	9	12					
Actual Dollars		\$701	\$1,039	\$1,375	\$1,681				
Budget Tons		3	5	9					
Budget Dollars		\$477	\$955	\$1,605	\$2,210				
Inventory									
Ave. Wt./Head In		215	215	215					
Ave. Wt./Head Out		60							
Ave. Wt./Head Died									
Wt./Head									
Actual		60							
Budget		70							
Daily Live Weight Gain									
Actual		0.00							
Budget		1.86							
Feed/Head/Day									
Actual		4.00							
Budget		3.43							
Cumulative Feed/Head									
Actual		28							
Budget		24							

Exclusive Group Monitor option provides time-based analysis of animal growth, death and feed consumption events.

