

# e.CLIPSE™



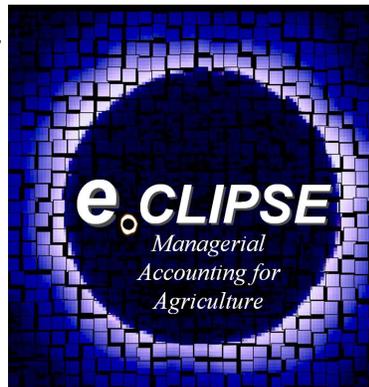
## Integrated Managerial/Financial Accounting System

**Perfect name for near-perfect software for producers, accountants and advisors in the livestock industry**

Imagine early man's reaction to his first solar eclipse. But knowledge and understanding turned fear to festivity. Today we celebrate the phenomenon with telescopes and cameras. We also gave eclipse a second definition, one synonymous with outdo, surpass, excel.

At first sight the MIS called *e.CLIPSE* may perplex, even overwhelm. A closer look and a little experience with the software dispel those impressions and show you why you need the system.

The roots of *e.CLIPSE* date back to our 1982 introduction of integrated production-financial records—an innovation in linking data yet to be matched by any competitor.



Our livestock production clients represent the larger, more growth-oriented operations. Some are the biggest in the business. Through the years they've relied on our software, especially the financials, to bring them through toughest times. They'll readily tell you FBS is best.

We're constantly making improvements in the evolving design of our software to comply with National Pork Board (formerly NPPC) standards. Finally we adopted the name *e.CLIPSE* to signify modernity and mastery in the marketplace.

So why didn't we just go ahead and label *e.CLIPSE* perfect? We thought about it but realized perfect software never needs upgrading.

## The only integrated MIS that meets National Pork Board / Farm Financial Standards Council managerial accounting standards

Windows-based *e.CLIPSE* gives you inventory valuation and cost accounting. It's also the only system that truly integrates your production and financial data.

The system uses Activity Based Costing (ABC) logic to determine how resources, such as facilities, feed processing and indirect labor, should be allocated to each production stage or location in an operation.

By linking directly with production data, *e.CLIPSE* automatically maintains critical details relating to animal inventories and movements to activate predetermined "cost drivers" and to accurately assign indirect costs through the life of each feeding group.

Direct costs—feed, drugs and lease payments—are even easier since they can be posted directly to groups through *TransAction Plus™* accounting program.

*e.CLIPSE* also automatically posts work in process (WIP) to the balance sheet at the end of each accounting period and computes cost of goods at each sale or transfer between production stages. It works with group or location level accounting and with any combination of breeding, nursery, finishing or wean-to-finish stages. It also interfaces with *PigCHAMP®* and *Smart Breeder™* for cost assignment to gestating and lactating pigs.

## The real benefit of uniting production, inventories, managerial, financial and tax accounting within a single management information system

Only *e.CLIPSE's* unique design allows you to achieve real-time integration of these critical tasks. How important is this? It's the *only* way to stay on top of the dynamics of modern livestock production. That means *instant* access to current animal inventories and costs by location/group (even load), the ability to "drill down" to source data that supports production and financial reports. You'll soon be doing trend analysis, identifying problems and best management practices and benchmarking

total performance by farm. And your production, accounting and corporate team members will all be on the same page, working for the same goals.



## Only **e.CLIPSE** offers stand-alone and Internet solutions for pork producers and allied industries

In addition this remarkable system:

- features *SinglePointÔ* data entry information need be entered only *once*, reducing keyboard time)
- consistently delivers records that are more complete, up-to-date and accurate
- allows quick, easy access to data for urgent management decisions
- provides a convenient and economical means for accountants and consultants to remotely support client through web-hosted *FarmSERVER* access
- permits e-commerce links with buyers and suppliers
- incorporates *PROMISÔ*, the system linking *PigCHAMP®* to a cost accounting capability

## You can connect with feed mills, packers, benchmarks and the Internet

### Feed Mills

- Totally automate the highest volume event
- Can import feed tickets directly into payable/feeding histories
- Currently support seven feed accounting formats and seven electronic mill formats
- Offer integrated feed budgets and delivery schedules

### Packers

- Automated capture of qualitative detail
- Can import lot data directly into receivables/feeding histories
- Currently support seven different formats
- Will be adding linked carcass-level database
- Opportunity to link "forward" down value chain

## Basic programs of **e.CLIPSE** and a quick check of important features

### Smart Feeder™

Group-based and location reports feeding and financial performance reports. It provides livestock, feed and drug inventories and costs linked directly to *TransAction Plus*. It integrates with *Smart Breeder* and *PigCHAMP* (transfers weaned pig to nursery and breeding animals to financial inventories). It also imports feed tickets from on-farm feed mills.

- Incorporates NPB standards
- Windows based
- Growing animal reports
- Managerial accounting focus
- Standardized reporting functions
- Custom reporting functionality
- Inventory adjustments
- Work-in-process (WIP) allocations

### TransAction Plus™

The accounting hub of **e.CLIPSE** integrates with *accounts payable*, *accounts receivable*, *payroll*, *asset depreciation*, *Smart Feeder* and *Crop Audit*. It imports feed tickets from commercial feed mills and kill sheets from packers. It also automates cost center and work-in-process allocations when linked to *Smart Feeder* and Inventory Valuation.

- Incorporates NPB standards
- Windows based
- Managerial accounting focus
- Standardized reporting functions
- Custom reporting functionality
- Inventory adjustments
- ~~Work-in-process (WIP) allocations~~

## Now let's take closer look at how integrated records make your job easier

How many times do you find yourself inputting the *same* information into your records system?

You should never have to load a set of data more than once. But if you're operating several programs, say production records, an accounting module and a spreadsheet—all stand-alone—this won't be the case. When you make an entry in one, you must repeat the step for the other two. Time-consuming. Unnecessary. And a higher risk of error.

And suppose you do make an error in a repetitive entry. Think of the extra time you'd spend in finding where you made the mistake and correcting it.

But if your programs were *integrated* or "linked," they would automatically *share* information. For example, when you record a sale in accounting, the entry simultaneously updates your production inventory. Multiple modules. *One* entry. We call it *SinglePointÔ* data entry.

While you'd be cutting keyboard time by weeks through the year, your records would be more complete and accurate. And you could access them instantly at any time for urgent decisions.

FBS pioneered this concept 19 years ago and has taken it to levels that will probably never be matched.

## In the final analysis, **e.CLIPSE** may be the only way you'll meet all NPB standards for growth and profitability

A brief review. **e.CLIPSE** is a complete management information system that concurrently maintains production and financial information with one set of entries for every phase of a pork or diversified operation. It automates time-consuming or difficult chores such as feed entries and cost allocations. It also gives you detailed cost-of-production information on every phase of your operation.

**e.CLIPSE** performs all these MIS functions and does them as quickly, easily and accurately as possible. Do you know any other software you can start working with now—or in the foreseeable future—that will do this for you?

**(BFH05) Change: F525 H. FIN. FACILITIES**

Allocation: 3 Standard Cost \$/Unit

Crops: 1 Operation Acres 0.0000

Livestock: C \$/Head/Year (by loc) 36.0000

Production Centers: n/a

525 Home Finisher	1.0000
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Automatically charges:  
 (\$36 annual rent x location capacity) / 365 days X group days in month and prorates between overlapping groups within location

**(BFH05) Change: 5F FINISHING OVERHEAD**

Allocation: 3 Standard Cost \$/Unit

Crops: 1 Operation Acres 0.0000

Livestock: 7 Quantity In/Purchased 1.6000

Production Centers: n/a

502 Finisher 0	1.0000
51U Finisher 1	1.0000
515 Finisher 2	1.0000
516 Finisher 3	1.0000
520 Finisher 4	1.0000
525 Finisher 5	1.0000
540 Finisher 6	1.0000
545 Finisher 7	1.0000
550 Finisher 8	1.0000

Automatically charges \$1.60 per head moved in / purchased

Total Allocated: 100.0000

*e.CLIPSE* offers 17 production cost drivers for precisely allocating indirect costs to groups or continuous livestock flows. The example on the left depicts how rented / owned facility costs are automatically allocated to groups. The example on the right shows how a Finishing Overhead support operations center assigns a \$1.60 charge against each animal moved in or purchased.

200037G	Move In	10/25/2000			220	11,308.00	3,424.74
200037G	Move In	10/25/2000	503	Transfer Cost	220	11,308.00	4,872.19
					440	22,616.00	8,296.93
200037G	Wip	10/25/2000	502	Inventory Adj.	-220	11,308.00	-8,296.93
200037G	Wip	10/31/2000	681	Cont.Finishers, IN			-1,100.00
200037G	Wip	10/31/2000	TRANS	Transportation OSC			-220.00
200037G	Wip	10/31/2000	538	Feed Expense Adj.			-821.50
							-10,438.43
				Period Feed			821.50
				Period Expense			1,320.00
				External Move In (Wipped)			8,296.93
				Wip Inventory Adjustment			-8,296.93
				Wip Expense Adjustment			-1,320.00
				Wip Feed Adjustment			-821.50
				Total Expenses			2,141.50

*e.CLIPSE* automatically posts all work in process (WIP) adjustments.

*e.CLIPSE* Inventory Valuation links with PigCHAMP or Smart Breeder to automatically determine inventory changes of gestating and pre-weaned pigs and computes and posts transfer costs to the nursery segment.

**(NPC00) Current Totals Entry 3 of 42**  
 Enterprise: 34 BREEDING HERD  
 Cost/Head: 20.44  
 34 BREEDING HERD - 34

	January	February	March	April	May	June	July	August	September	October	November	December
Number out	863	1,031	992	1,231	708	1,057	1,445	980	1,058	1,377	1,053	1,154
Equivalent unit change	-98	-179	26	-480	194	143	-411	68	-289	-261	-11	-163
Feed	8.00	7.25	6.72	8.22	6.28	5.38	4.97	4.96	7.80	5.35	5.31	6.12
Contractor Payments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accrued Facilities	5.64	6.05	4.87	8.20	3.92	4.40	6.99	4.68	6.88	6.17	5.05	5.82
Breeding Expense	4.06	-0.55	2.77	3.58	3.10	2.37	3.04	2.87	1.89	2.51	3.41	2.40
Livestock Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Vet Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Veterinary Services	0.90	0.97	0.78	1.31	0.63	0.70	1.12	0.75	1.10	0.99	0.81	0.93
Feed Processing	0.87	0.84	0.80	1.01	0.77	0.66	0.67	0.68	0.97	0.71	0.70	0.82
Transportation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shop	0.56	0.61	0.49	0.82	0.39	0.44	0.70	0.47	0.69	0.62	0.51	0.58
Nutrient Management	0.56	0.54	0.52	0.65	0.49	0.42	0.43	0.44	0.63	0.46	0.45	0.53
Breeding Stock Depre	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Breeding Stock Gain	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
General Pork	3.38	3.63	2.92	4.92	2.35	2.64	4.19	2.81	4.13	3.70	3.03	3.49
Unit Price	23.99	19.35	19.87	28.71	17.94	17.02	22.10	17.65	24.08	20.50	19.27	20.70
Total Dollars	18,351.19	16,484.96	20,225.75	21,563.14	16,181.19	20,422.37	22,846.59	18,492.82	18,517.02	22,882.22	20,079.06	20,513.21

Summary By Group													
Center	540	540	540	540	540	540	540	540	540	540	540	540	540
Group Id	200329B	200329G	200343B	200343G	200345B	200345G	200347B	200347G	200348B	200348G	200350B	200350G	Totals
Remaining	2	2	237	208	240	204	233	216	236	207	110	212	2,107
Feed	96.85	62.82	36.83	38.08	30.72	32.08	27.52	28.77	23.23	26.93	9.74	14.83	27.90
Drugs/Medication	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contractor Payments	5.41	5.05	5.06	5.10	5.00	5.20	5.02	5.00	5.04	5.02	9.64	2.83	5.07
Facilities	11.79	11.01	10.59	10.66	10.46	10.87	10.50	10.46	10.55	10.51	0.00	7.99	9.76
Breeding Expense	1.80	1.68	1.83	1.84	1.81	1.88	1.82	1.81	1.82	1.82	0.00	1.53	1.70
Livestock Supplies	0.03	0.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Vet Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Veterinary Services	0.50	0.43	0.25	0.25	0.25	0.26	0.25	0.25	0.25	0.25	0.00	0.21	0.23
Feed Processing	1.59	1.49	2.00	2.00	2.00	2.00	2.00	1.99	2.00	2.00	0.00	1.20	1.82
Transportation	1.08	1.01	1.01	1.02	1.00	1.04	1.00	1.00	1.01	1.01	0.00	1.00	1.01
Shop	0.69	0.65	0.53	0.54	0.53	0.55	0.53	0.53	0.53	0.53	0.00	0.37	0.49
Nutrient Management	1.01	0.94	1.27	1.28	1.25	1.30	1.26	1.25	1.27	1.26	0.00	0.76	1.15
Breeding Stock Depre	0.43	0.40	0.42	0.42	0.41	0.43	0.41	0.41	0.41	0.41	0.00	0.31	0.38
Breeding Stock Gain	-0.06	-0.06	-0.88	-0.89	-0.87	-0.91	-0.87	-0.87	-0.88	-0.88	0.00	-0.85	-0.83
General Pork	10.18	8.83	5.25	5.28	5.18	5.39	5.20	5.18	5.23	5.21	0.00	4.30	4.88
Finishing Site Expen	0.14	0.11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Finishing Supervisio	0.81	0.76	0.76	0.76	0.75	0.78	0.75	0.75	0.76	0.75	0.75	0.75	0.76
Purchases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	0.00	2.09
Sales Cost Reducer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Inv. Cost/Head	132.25	95.14	64.94	66.37	58.47	60.93	55.40	56.53	51.22	54.82	61.12	35.20	56.41
Total Inv. @ Cost	264.49	190.28	15,390.08	13,804.41	14,033.78	12,429.30	12,908.13	12,209.76	12,087.45	11,348.13	6,723.64	7,463.43	118,858.89
Totals													118,858.89

Tracks all costs per group

Posts by center to Transaction Plus (General Ledger)

**e. CLIPSE** allocates and maintains cost detail by location or group through every stage of production.

Generate comparative cost analyses and closeouts for any combination of groups, farms, production stages and time periods based on full cost absorption. "Drill-down" to the production and/or accounting detail behind any number on the report.

	Finisher 1	Finisher 2	Finisher 3	Finisher 4	Finisher 5	Totals
Quantity:	1,621	6,379	1,015	4,360	1,719	1,056
Weight:	336,500	976,874	114,530	923,880	340,994	237,860
<b>NET SALES</b>						
Market Hog Sales	134.97	127.76	138.25	134.15	131.06	131.58
Carcass Premium	6.54	6.82	10.59	7.10	7.06	6.95
Sort Loss	-3.76	-3.35	-1.12	-4.13	-3.16	-3.54
Low Value Hogs	0.45	0.70	0.00	0.37	0.05	0.46
No Value Hogs	0.12	0.40	0.53	0.13	0.00	0.23
Freight & Trucking	-1.32	-1.46	-2.03	-1.84	-1.87	-1.67
Marketing Expense	-0.85	-0.79	-1.12	-0.78	-0.81	-0.81
<b>Total NET SALES</b>	<b>136.16</b>	<b>130.07</b>	<b>145.11</b>	<b>134.99</b>	<b>132.33</b>	<b>133.19</b>
<b>DIRECT PRODUCTION EX</b>						
Purchased Pigs	0.00	4.43	63.90	0.00	0.00	3.87
Nursery Stage Costs	20.32	13.76	0.00	16.19	17.51	15.15
Breeding Stage Costs	28.14	24.13	0.00	24.72	25.88	23.98
Inv. Adjustment	0.00	-6.52	-32.23	-1.14	-3.50	-4.28
Feed	52.01	44.08	71.33	60.38	43.22	51.42
Feed Adjustment	0.00	2.17	-12.69	-5.85	-1.38	-1.89
Contract Growers	15.76	16.52	10.36	13.30	18.09	15.51
<b>Total DIRECT PRODUCTION EX</b>	<b>116.23</b>	<b>98.57</b>	<b>100.67</b>	<b>107.61</b>	<b>99.82</b>	<b>103.75</b>
<b>DIRECT PROFIT</b>	<b>19.93</b>	<b>31.50</b>	<b>44.44</b>	<b>27.39</b>	<b>32.51</b>	<b>29.44</b>
<b>SUPPORT OPERATIONS</b>						
Finisher Site Costs	0.00	0.14	0.00	0.01	0.00	0.05
Finisher Overhead & Transportation	0.82	1.13	1.46	0.17	0.87	0.73
Veterinary Services	1.07	1.48	0.00	0.21	1.14	0.88
General Pork	0.15	0.24	0.19	0.16	0.20	0.19
<b>Total SUPPORT OPERATIONS</b>	<b>4.01</b>	<b>6.19</b>	<b>1.65</b>	<b>2.68</b>	<b>4.76</b>	<b>4.35</b>
<b>PRODUCTION PROFIT</b>	<b>15.92</b>	<b>25.31</b>	<b>42.79</b>	<b>24.71</b>	<b>27.75</b>	<b>25.09</b>
<b>COST OF PRODUCTION</b>	<b>120.24</b>	<b>104.76</b>	<b>102.32</b>	<b>110.29</b>	<b>104.58</b>	<b>108.10</b>
<b>OPERATING PROFIT</b>	<b>15.92</b>	<b>25.31</b>	<b>42.79</b>	<b>24.71</b>	<b>27.75</b>	<b>25.09</b>
<b>NET INCOME</b>	<b>15.92</b>	<b>25.31</b>	<b>42.79</b>	<b>24.71</b>	<b>27.75</b>	<b>25.09</b>



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