# **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 fastergaining 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
  "I lear telegraph" record system allows easy editing
- "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/processer plant formats

### **Even Greater Power, Flexibility, Simplicity in Version 11**

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 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 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.

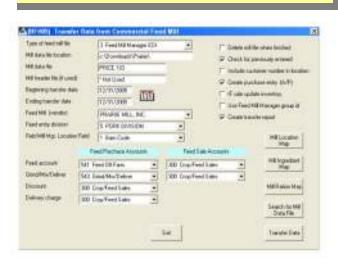
Yet you needn't be an accountant to run an integrated system. It's easier than you think. For example, interlinked modules function seamlessly as *one* unit. You only have to enter data *one* time. If you're operating three separate programs stand-alone, you know the advantage here. Just one time-saving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





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 growfinish. 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."

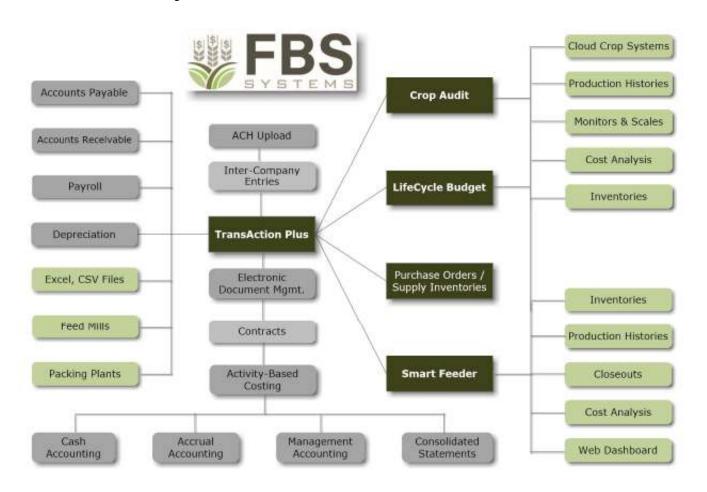
Doug Pohlman, Lake Park, Iowa

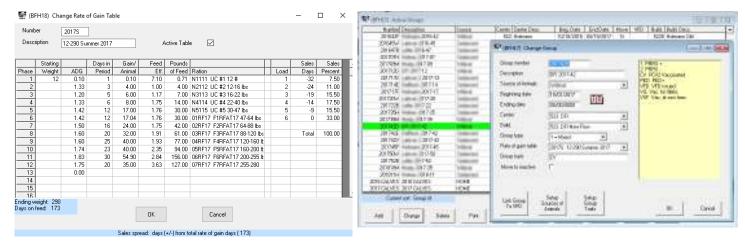
"The most important number I need to know is the cost of feed for a pig. Because FBS integrates with my financials when I pay the bills I absolutely know my feed costs are exact."

Scott Phillips, Phillips Family Farms, Drexel, Missouri

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

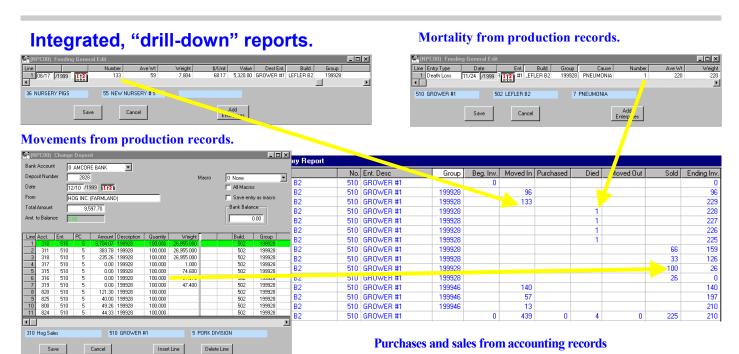
You're operating Smart Feeder now and getting those great cost analyses you've needed for so long. Now you're ready to track the most important (and elusive) statistic of all—profitability. You do this easily by linking Smart Feeder with FBS's widely used accounting system, TransAction Plus (feed, livestock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





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.



Smart Feeder Version 11.4 \$2,706\*/ \$740\*\*

4 GB of memory and Windows 10/Server 2012 required.

User-Defined Reports \$1,078\*/ \$327\*\*

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

**Group Input/Tracking System** \$1,078\*/\$327\*\*
Facilitates group coding in TransAction Plus and Smart Feeder; includes "open" and "closed" group reports.

On-Farm Feed Mill Interface \$2,706\*/ \$814\*\*

Works with 11 major electronic mill software/controllers.

Commercial Feed Mill Interface \$2,706/ \$814\*\*

Automates feed accounting for 23 feed mill formats. TransAction Plus and Accounts Payable required.

Feed Sales Module \$2,706\*/ \$814\*\*

For selling feed to internal entities or retail sales. TransAction Plus and Accounts Receivable required.

Packer Interface \$1,802\*/ \$540\*\*

Downloads kill sheet, carcass traits and weight breaks from 15 packer-processors formats. TransAction Plus required.

### Feed Budget/Delivery Report \$1,802\*/ \$540\*\*

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

**Group Monitor Report** \$1,802\*/ **\$540**\*\*

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

Import/Export Module \$2,706\*/ \$585\*\*

Imports feeding, movements, mortality and drug treatments from Excel, text or CSV files.

LifeCycle Budget \$1,802\*/ \$814\*\*

System-wide cash flow/animal flow projections.

Profit Center Dashboard \$362 / month Web-based graphical reporting.

### E.CLIPSE Management Accounting

\$6,317\*/ **\$1,897**\*\*

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

\* On premise license \*\*Cloud annual subscription

	ACTUAL VALUE	ACTUAL PER CWT	ACTUAL PER HEAD	DIVISOR CWT	DIVISOR
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	7,213,981.74	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
		- INPEGGI	User Proport	Finishing Re	part
FEED		And in column 2 is not a second			

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

Total COST OF SA	LES	1,835,882.24	14.41 41.32	127,398.60	44.42	8						
			<ul> <li>(NPC00) Unit Report</li> </ul>	T. Finishing S	tepart	Victor II						
FEED Com-Energy 1,401,170,43 Protein 1,000,432,72		1 401 170 42		540	540	540	540	540	540			
			199942G	199952G	2000025	2000045	2000065	2000075	TOTALS			
Base MixiOther		318,678.58 160.229.07	Total Sales	LOUD-Year	100000	2000000	- AUGUSTA	HANNAGE !		TOTAL		
Complete Medication		67,198.50	Quantity	207	209	219	210	201	204	2,102		
Feed GMD		230,467.47	Total Weight	52,419	53,085	56,095	53.285	50.655	51,280	538,989		
Feed Adjustment Feed Hedge		-64,384.48 -106,442.51	Average Weight	253	254	256	254	252	251	256		
Total FEED		2,967,345.78	Price/CWT	40.95	49.83	47.91	48.14	50.15	49.77	44.47		
Total Labor		2,507,240.70	Price/Head	103.70	126.57	122.71	122.15	126.39	125.12	114.02		
OTHER DIRECT CO	STS		PERFORMANCE	102.70	7800.00	166.11	788.10	(80.90	3,643,06			
Drugs/Medication		103,130.55	Avg. Days on Feed	111	108	112	114	113	102	111		
Direct Labor		8,404.58	Min. Days on Feed	100	98	94	107	99	100	92		
Total OTHER DIRECT COSTS 183,733		103,733.66	Max. Dave on Feed	112	115	114	115	113	113	115		
	DIRECT PROFIT 2,287,016.06		Min. Weight Out:	243	244	250	175	242	165	130		
DIRECT PROFIT			Max Weight Out	264	261	259	262	263	259	275		
SUPPORT OPERAT			ADG	1.67	1.77	1.72	1.68	1.67	1.79	1.76		
Facilities	NOM'S	1,010,683,17	Death Loss Quant.	4	6	5	8	9	2	45		
Finisher Supervisio		107,048.50	% Death Loss	1.90	2.70	2.22	267	4.20	0.97	2.10		
Allocated Vet. Serv General Pork		11,918.11	FEED		User-D	efined clos	eout repoi	<b>'ts</b> combine	production	١,		
Total SUPPORT O	Industry s	standard	Total Pounds Fed	134,765	1 carcass	and accou	inting meas	urements (	over 800	3,930		
CONTRACTOR SOUTH			Feed Per Head	651.04			Ü	oy stage, fa		11.27		
P-RICCUCTION MAI	Cost Anal	•	Feed/Lb Produced	3.53		•		, .	As with all	3.26		
	grate prod	duction	\$/CWT Feed	5.67						5.94		
COST OF PRODUC	units with	ac-	\$/Ton Feed Only	96.66		Smart Feeder reports you can instantly copy it to						
GAA	counting a	and includ-	\$/Ton W/Grind/Mix	113.49	Excel.					8.73		
ODERATING DROP	J		\$/CV/T Produced	20.06	1111000	69.90	10.02	400.71	69.10	19.36		
Finance	ing overhe	eau costs.	\$/Head Out	36.94	32.75	38.18	37.74	38.12	39.59	37.48		
NET INCOME			Feed/Head/Day	5.89	5.06	5.69	5.22	5.44	5.93	5.75		

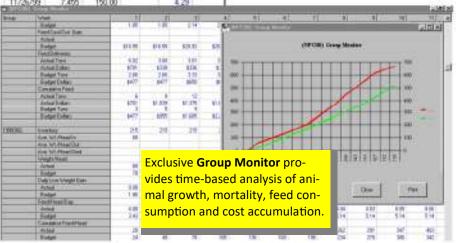
20 may	1011011	-	Hare .									
A	January	4000	100000	Budget	-Actual	Ortho	Delivery	FF5 C 3	Budget	Actual	Budge	Actual
Group Id.	Phone	Hatton-	Description	Amount	Amount	Date	Date	Fig Days	Feed/Hd	Feed/Hd	F/H/D	FAUD
1999406	S	4010	G 19 40/100	11,928		-	11/09/99	3,408	56.00		3.50	
	-t	4010	G 19 40/100		6.024		11/09/99	1,917		29.20	10000	3.14
	- 1	4010	G 19 40/100	_	6,024		11/10/99	639		20.20		2.43
	- 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	6 17.5 100/150		6,000		Street IV	-		100	-	il.
	2	the state of the same	6 17 5 100/150 6 17 5 100/150		6,003			Total		18	R 15	

6.000

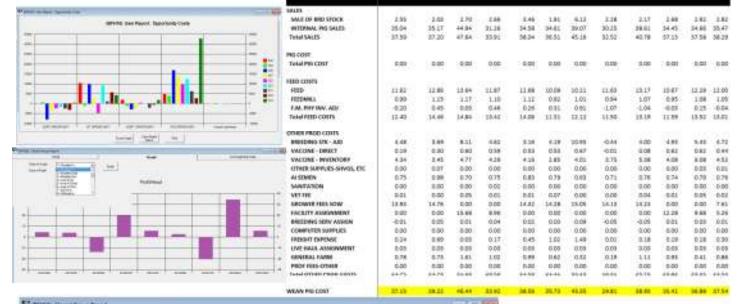
Optional **Feed Budget** verifies that the correct ration is delivered to the correct location at the correct time..

PHASE FOTALS 31,950 30,020

4020 6 17:5 100/150



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	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			DL% Open Grp: 0.40		51,232	11.98	0	3	7	18	26	37	53	41
Percent Per Week			DL% Closed Grp: 2.68				0.00	0.01	0.01	0.04	0.05	0.07	0.10	0.08
			922		-	1245 1808	2907	296	5901	3158 D40	4 20%	2790	ZWHA IZW	Ties



A DESIGNATION OF THE PERSON OF	and Mont					_				-				9 E ID	-
		Dan						Set Graph the Color							
		86	He		No.	Astroid			Arms	Feet	Tru	Other	Tale	Sile	14
Sexue Densiption	Some	liv.	Oled	DUN	Dist.	Days	A00	- 15			Cest		SHoot -	5/Det	
Letter 2015-45	Deduction	4,290	161	2.44	4,290	755	1,725	2:50			0.45		147.16	52.15	
Total: to Calle		4.396	-101	24	4200	.995	1700	270	450	光光	0.49	20.15	14716	規模	
DeBleck-2878-37	Deleter	4.794	- 90	1.0	4.775	346	1.604	1.79	42.00	7075	0.00	22,35	1408	98,00	
Totals by Defficial.		4,794	- 61	143	4.726	146	1804	2.39	42.00	70.75	0.0	22.30	14000	50,00	
Hote 2015 35	Water	2,390	41	110	2,398	149	1744	14	41.63	7129	210	25.29	tgr er	45.50	
Hody 2019.07	Without	7.700	26	1.00	2.95	1987	1700	242	41.61		1.71		166.05	59.54	
Totals to Hoday		4.29	76.	150	4,719	753	1.788	140		74.18	1.0		146 %	52.73	
Holinam 2015-43	Without	7.99	10	214	2377	750	1.003	133	41.77	72.98	038	27.75	149.25	9.79	- a
Total: for Hathwarn		2.50	- 84	234	2507	- 51	180	100	41.77	72.98	0.98	27.75	149.27	9.79	
Del 2010/20	White	2.400	40	1.70	2302	-81	1730	140	400	7408	0.00	2017	14418	9.60	
Totals for OFT		2.40	41	1.75	2,362	750	1738	16	41.03	74.69	05	28.57	144.18	9.80	
Hoteer Mood 37	Cedeosei	2.106	34	156	2152	755	1788	248	42.00	77.12	281	24.88	10579	40.75	
Hubert DODGOL	Cedeosii	2.200	67	3.94	2136	1905	1.094	24			1.00		17079	52.86	
Totals for Historia		4.300	189	130	4.288	751	17%	145			1.77	24.86	140104	93.00	
Laren 2019-40	Codement	2,419	23	11.94	2,424	118	180	110	42.00	7188	39	24.01	14525	91.16	
Total In Laborar		2,49	25		(BFH18	Drug	Invento	ry							
-	Bard Stee	28.797	160	214	No. D	YMQ			Тире	Date	No.	Center		No.	Buil
	THE PARTY	105.05		8.4			D imjectat			11/01/2017					

- 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.

1,900.00 DOSE 0.4310

775.80

1,800.00

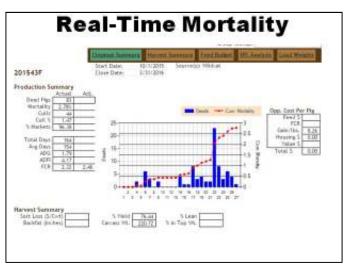


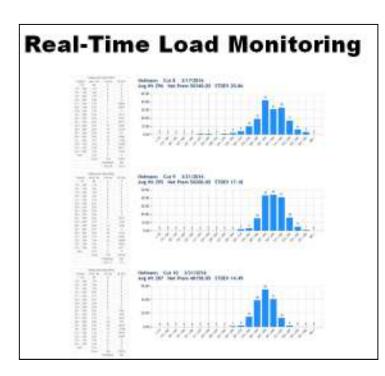
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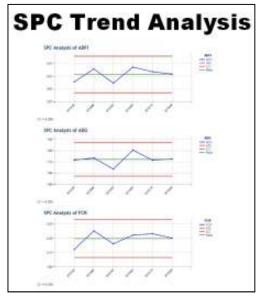
I	847700	Baytal 100 injectab	Plachate	11/20/2017					24.00	BOTTL	43.1000	1.034.40	4.200.00
1	841700	Baytil 100 injectab	Treat	11/07/2017	521	Motor	521	Hody New Flore	100.00	DOSE	0.4310	43.10	4.100.00
1	84Y700	Baytil 100 injectab	Treat	11/10/2017	522	Hollogen	5220	Holmann Old	100.00	DOSE	0.4310	43.10	4.000.00
	84Y700	Baytil 100 injectab	Treat	11/15/2017	523	DRI .	523	DFI Name Filters	100.00	DOSE	0.4310	43.10	3.900.00
	84Y700	Baytil 100 injectab	Treat	11/15/2017	521	Hody	521	Hody New Flow	200.00	DOSE	0.4310	86.20	3.700.00
	84Y700	Baytil 100 injectab	Treat	11/18/2017	520	Dellinik	520	Dellion	200.00	DOSE	0.4310	86.20	3.500.00
	84Y700	Baytil 100 injectab	Treat	11/20/2017	523	DIFE	523	OFI Name Flore	200.00	DOSE	0.4310	86.20	3.300.00
	84Y700	Baytil 100 injectab	Treat	11/20/2017	521	Mody	521	Hody New Flow	200.00	DOSE	0.4310	86.20	3.100.00
	84Y700	Baytil 100 injectab	Treat	11/23/2017	540	Holmen	540	Holmen	300.00	DOSE	0.4310	129.30	2.800.00
	841/100	Baytil 100 injectab	Treat	11/27/2017	522	Nahagen	522	Haltogen New Flow	600.00	DOSE	0.4310	258.60	2.200.00
	84Y700	Baytil 100 injectab											
	84Y700	Baytil 100 injectab				Beginning Inventory			1,900.00	DOSE	0.4310	775.90	
	841/100	Baytil 100 injectab				Pinchases			24.00	BOTTL	43,1000	1.034.40	
	84Y700	Baytil 100 injectab				Total Treatments			2,000.00	DOSE	0.4310	862.00	
	84Y700	Baytil 100 injectab				Net Change			400.00	DOSE		172.40	
	841/100	Baytil 100 injectab											
	BAY100	Baytil 100 injectab				Ending Inventors			2,200.00	DOSE	0.4310	948.20	

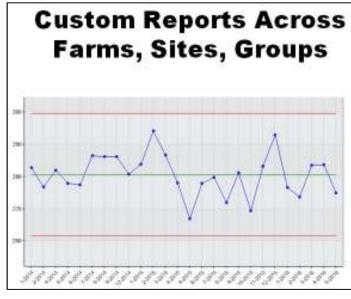














Discover how to make Smart Feeder the foundation of your integrated management system. Scan the code below, visit http://www.fbssystems.com/data-into-decisions or call 800.437.7638.





Box 185 601 SE 19th Ave. Aledo, IL 800.437.7638