

Feedlot Vision



Feedlot Record Keeping and
Closeout Software from
Land O'Lakes Purina Feeds

Feedlot Record Keeping

- In our experience, record keeping is the single greatest tool we have to gain and keep feedlot clients.
- The closeout database is valuable to us as a team to do benchmarking for our clients
 - One on One: Turn data into beneficial knowledge and action at that feedyard
 - As a group, we can find trends that can help our feeders make more money



Why should I keep Feedlot Records?

- It serves your customers
 - Make management adjustments
 - Closeouts for comparing to benchmarks
- It helps you to gain new customers
- It ties the customer closer to you
 - Interpretation makes you the consultant
- Records can be a revenue source



Functions of the Feedlot Vision Program

- Monitor Cattle Performance
- Monitor Cattle Intakes
- Monitor Cost of Gain and Breakeven
- Monitor Ration Nutrients
- Monitor Cattle Transactions
- Bill for custom feeding
- Track grain bank use
- Detailed Closeouts for Analysis



Why monitor cattle?

- We can't manage what we don't measure.
- and we don't wait until the game is over to check the score.
- To make needed adjustments to rations and management while cattle are on feed.
- Monitor the breakevens and costs of gain to make better marketing decisions.
- Closeouts allow comparisons to the benchmarks to identify opportunities.



What can Feedlot Vision do for Feedlot Operations.

- By entering this data:
 - Purchase price
 - Purchase weight
 - Ownership info
 - Cattle & lot description
 - Feed use
 - Non Feed costs
 - Sale price
 - Sale weights
 - Carcass data



What can Feedlot Vision do for Feedlot Operations.

- You can get this data:
 - Average Daily Gain
 - Dry Matter Intake
 - DM Feed/Gain
 - Feed Cost of Gain
 - Total Cost of Gain
 - Projected end weights
 - Breakevens
 - Billings
 - Closeouts



Program Flexibility

- Feed entry
 - pounds of individual ingredients, or
 - total batch pounds of ration
 - 1-10 Rations/period
- Period length
 - A period can be 1 day to 1 year
 - 1 to 500 periods (or more) per lot
- Cost inputs
 - Yardage, Interest, Markup as cost/unit or total dollars



Program Flexibility

- Report ranges
 - You pick the periods to report
- Report content
 - You choose which reports to print
- Closeouts
 - Detailed or Summarized
- Billing
 - Rations or Ingredients
 - With or without Markup



Program Flexibility

- Vision works well for:
 - Feedlots
 - Backgrounding or starting yards
 - Heifer development
 - Dairy beef
 - Self Feeder cattle (for cost accounting and closeouts)
 - Pasture cattle (for cost accounting and closeouts)



Reports

- Monitoring Report
- Billing Options
- Dry Matter Intake Reports
- Budget Comparison Closeout Report
- Detailed & Summary Closeouts
- Performance Evaluation Report
- Lot Summary Report
 - All pens from the feedlot on one page



Let's Take a Look!

Feedyard Browser

Feedlot Vision™

Feedlot Vision

Feedyards - Sample Feedyard

FeedYards | Global Maintenance |

Feed Yard Browser

	Feedyard Name	Phone Number	Feed Representative	Dealer	Company	Active
	Conway Family Farms Feedlot	(641) 660-4612	John Wayne	FCA - Ainsworth	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Cook County Feeders	(976) 641-3512	John Wayne	Cook County Feed Shed	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Coon Rapids Land & Cattle	(763) 862-6450	John Wayne	Bobs Feed & Seed	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Grainland Feedyard	(648) 217-5354	John Wayne	Farmers Coop	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	HHDH Feeders	(641) 858-8346	John Wayne	SCE	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Jerry Podaril	(319) 430-2437	John Wayne	FCA Ainsworth	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	LC Farms	(641) 629-5463	John Wayne	HOI Coop	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Roze Farms	(641) 891-8615	John Wayne	SCE	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
▶	Sample Feedyard	(123) 456-7890	Your Name here	Your Coop or Dealer Name here	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Skunk River Feeders	(641) 594-4178	John Wayne	Farmers Elevator	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Sunrise Feedlots	(573) 428-9424	John Wayne	Farmers Coop	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Tall Grass Feeders	(431) 752-0468	John Wayne	Country Feed Store	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	V W, Inc	(641) 673-4831	John Wayne	HOI Coop	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>
	Waggoner & Sons	(515) 994-8912	John Wayne	Prairie Feed Center	Land O'Lakes Purina Feed	<input checked="" type="checkbox"/>

Add Feedyard

Edit Feedyard

Delete Feedyard

Copy Rations

Grain Banks

Summary Report

Show Inactive

Lots

Lot Periods

Lot Browser

Feedlot Vision™

Feedlot Vision

Feedyards - HHDH Feeders

Lots - 032809N2

Lots | Feed Libraries | Lot Maintenance

Lot Browser

	Lot Name	Description	Pen Description	Start Date	Cattle	Periods	Active
▶	032809N2	CattLink Heifers		3/28/2009	0	8	<input checked="" type="checkbox"/>
	041109B3	CattLink/Haywood	B3 Confinement at North Haywood	4/11/2009	0	7	<input checked="" type="checkbox"/>
	041409WC	CattLink Yearlings	West Small Confinement	4/14/2009	0	7	<input checked="" type="checkbox"/>
	060409	CattLink Light Steers		6/4/2009	312	5	<input checked="" type="checkbox"/>
	073009N3	CattLink/Haywood	N3	7/30/2009	137	4	<input checked="" type="checkbox"/>
	073109AJ7	CattLink/Haywood	Jaspers Confinement	7/31/2009	78	4	<input checked="" type="checkbox"/>
	081309SE	Missouri Heifers	SE Lot	8/13/2009	68	5	<input checked="" type="checkbox"/>
	111209J3	CattLink Heifers	Jaspers 3 & 4	11/12/2009	216	1	<input checked="" type="checkbox"/>
	112309AJA	CattLink/Haywood	Jaspers A & B	11/23/2009	211	1	<input checked="" type="checkbox"/>

Add Lot

Lot Budget

Show Inactive

Edit Lot

Copy Lot

Delete Lot

Assign Investors

Lot Periods

Period Browser

Feedlot Vision™

Feedlot Vision

Feedyards - Sample Feedyard

Lots - Sample Lot with Rations

Lot Periods - 1 - 4/1/2009 to 4/15/2009

Lot Periods

Periods Browser

Period Number	Begin Date	End Date	Start	Purchased	Sold	In	Out	Died	End	Starting Lbs/Head	Ending Lbs/Head
1	4/1/2009	4/15/2009	150	0	0	0	0	0	150	606.25	636.62
2	4/16/2009	4/30/2009	150	0	0	0	0	1	149	636.62	685.16
3	5/1/2009	5/15/2009	149	0	0	0	0	0	149	685.16	739.41
4	5/16/2009	5/31/2009	149	0	0	0	0	0	149	739.41	793.99
5	6/1/2009	6/15/2009	149	0	0	0	0	0	149	793.99	848.29
6	6/16/2009	6/30/2009	149	0	0	0	0	0	149	848.29	909.66
7	7/1/2009	7/15/2009	149	0	0	0	0	0	149	909.66	965.60
8	7/16/2009	7/31/2009	149	0	0	0	0	0	149	965.60	1017.01
9	8/1/2009	8/15/2009	149	0	0	0	0	0	149	1017.01	1069.82
10	8/16/2009	8/31/2009	149	0	0	0	0	0	149	1069.82	1125.74
11	9/1/2009	9/15/2009	149	0	0	0	0	1	148	1125.74	1177.77
12	9/16/2009	9/30/2009	148	0	0	0	0	0	148	1177.77	1232.01
13	10/1/2009	10/15/2009	148	0	38	0	0	0	110	1232.01	1255.31

Add Period

Edit Period

Delete Period

Non Feed Costs

Rations


Transactions


Reports

Implants

Feed Additives

Add/Edit Feedyard

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 Feedlot Vision™

Feedyards - Sample Feedyard

FeedYards | Global Maintenance |

Feed Yard

Feed Yard Name

Phone Number

Feed Yard Address

Address Line 1

Address Line 2

Address Line 3

City

State Zip Code

Feed Representative

Dealer

Company

Feedyard Active?



Add/Edit Lot

Lots | Feed Libraries | Lot Maintenance

Lot

Lot Name

Lot Description

Start Cattle Count

Start Lbs/Head Is Total weight?

Start Date

Purchase Price/Cwt Is Total \$?

Equity \$/Head

Shrink In %

Est. Shrink Out %

Pen Description

Origin Notes

Arrival Stress Score

Frame Score

Flesh Condition

Breed

Sex

Age Class

Lot Active?

Save

Return

Add/Edit Period

Feedyards - Sample Feedyard

Lots - Sample Lot with Rations

Lot Periods - 1 - 4/1/2009 to 4/15/2009

Lot Periods

Period Information

	Date	Head	Weight Lbs/Head	
Start	4/ 1/2009	150	606.25	
End	4/15/2009	150	636.62	<input checked="" type="radio"/> Predicted <input type="radio"/> Actual

Temperature Score

Additive

Mud Factor Score

Facility Type

% Gain Adjustment

Windbreaks?

Sheds?

Comments

Save

Return

Period Ration Ingredients

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Feedlot Vision

Feedyards - Sample Feedyard

Lots - Sample Lot with Rations

Lot Periods - 2 - 4/16/2009 to 4/30/2009

Lot Periods

Period Ration Ingredients

Ration: Ration 2

	Ration	Library	Name	Pounds	% DM	Price/Unit	UOM	MarkUp
▶	<input checked="" type="checkbox"/>	Producer	Cracked Corn*	2692.80	85.00	3.75	Bu	<input type="checkbox"/>
	<input checked="" type="checkbox"/>	Producer	Modified Wet Distillers Grains*	4613.40	50.00	75.00	Ton	<input type="checkbox"/>
	<input checked="" type="checkbox"/>	Producer	CoProduct Balancer R700*	217.80	93.24	460.00	Ton	<input type="checkbox"/>
	<input checked="" type="checkbox"/>	Producer	Ground Hay*	2376.00	87.00	100.00	Ton	<input type="checkbox"/>

Batch Weight

Ration Totals

Pounds

% DM

Price/Ton

Add Ingredient

Flush Tags

Delete Ingredient

Erase Ingredients

Browse

Edit Feed Ingredient

Retrieve Ration

Save Ration

Return

*FYI-Use Shift Key and Up or Down Arrow to move ingredient

Non-Feed Costs

Feedlot Vision™

Feedlot Vision

Feedyards - Sample Feedyard

Lots - Sample Lot with Rations

Lot Periods - 1 - 4/1/2009 to 4/15/2009

Lot Periods

Period Fixed Non-Feed Costs

Cattle Processing	<input type="text" value="1500.00"/>
Vet Charges	<input type="text" value="300.00"/>
Drugs	<input type="text" value="120.00"/>
Transportation	<input type="text" value="1200.00"/>
Other	<input type="text" value="0.00"/>
Total	3120.00

User Cost(s)

	User Cost Description	Amount
▶	Buyers Commission	480.00
	EID Cost	450.00
*		

Yardage/Head/Day	<input type="text" value="0.300"/>
Cattle Interest %	<input type="text" value="5.00"/>
Operating Interest %	<input type="text" value="5.00"/>
Feed Markup/Ton	<input type="text" value="0.00"/>

Yardage Total	<input type="text" value="675.00"/>
Cattle Interest Total	<input type="text" value="142.58"/>
Operating Interest Total	<input type="text" value="6.91"/>
Feed Markup Total	<input type="text" value="0.00"/>

Save

Return

Sales Transaction

Feedlot Vision™

Feedlot Vision

Feedyards - Sample Feedyard

Lots - Sample Lot with Rations

Lot Periods - 14 - 10/16/2009 to 10/31/2009

Lot Periods

Transaction Add/Edit

Transaction Type

Head Count

Sold Price \$/Cwt

Transaction Date

Average Wgt Lbs/Head

Entered total price

Entered total Wgt

Shrink

Description

Carcass Merit

	Merit Category	Carcass Type	Percent of Sale
▶	Grade	Choice	72.4
	Grade	Select	17.6
	Yield	Y-1	10.5
	Yield	Y-2	23.7

Packing Company

Packer Location

Sale Category

Actual Dressing %

Futures Price/Cwt

Save

Return

Monitoring Report

Feedyard Performance and Cost Monitor

Monitoring Reports

Performance Report

(Intake/Hd/Day)

End Date	End Weight	Adj. %	As Fed	Act DM	Exp DM	Add Code	NEg	ADG	DM F/G	Feed COG	Total COG	Break Even
10/15/2009	589.54	100.00	18.01	13.56	15.33	4	45.98	1.08	12.56	0.666	2.497	114.14
10/31/2009	634.42	100.00	22.76	15.06	16.04	4	50.75	2.34	6.44	0.406	0.565	111.53
11/15/2009	682.93	100.00	24.83	15.71	15.33	4	58.67	3.23	4.86	0.352	0.453	106.96
11/30/2009	732.71	100.00	25.48	16.11	15.68	4	61.78	3.32	4.85	0.363	0.462	102.96
12/15/2009	781.66	100.00	27.12	17.15	17.00	4	61.78	3.26	5.26	0.392	0.493	99.73
12/31/2009	833.16	100.00	28.18	17.82	17.83	4	61.78	3.22	5.53	0.413	0.517	96.90
1/15/2010	879.96	100.00	29.78	18.83	18.91	4	61.78	3.12	6.04	0.448	0.556	94.83
1/31/2010	925.53	100.00	28.80	18.21	19.65	6	61.78	2.85	6.39	0.474	0.684	93.67
2/15/2010	965.06	100.00	28.88	18.26	21.29	6	61.78	2.63	6.94	0.512	0.643	92.60
2/28/2010	1002.85	100.00	31.71	20.15	21.70	6	61.63	2.91	6.92	0.543	0.673	92.13
3/15/2010	1051.07	100.00	33.42	21.13	21.00	6	61.78	2.80	7.55	0.483	0.597	91.32
3/31/2010	1101.36	100.00	33.29	21.05	20.18	6	61.78	3.14	6.70	0.496	0.610	90.06
4/15/2010	1147.84	100.00	34.07	21.55	20.37	6	61.78	3.10	6.95	0.513	0.631	89.08
4/30/2010	1193.47	100.00	34.69	21.94	20.47	6	61.78	3.04	7.22	0.532	0.653	88.29
5/15/2010	1237.59	100.00	34.90	22.07	20.47	6	61.78	2.94	7.51	0.553	0.679	87.68



Closeout Budget Comparison

Feedyard Performance and Cost Monitor

Closeout Reports

Projected Budget Comparison

Lot Name: Sample Lot with Rations

Breed: Beef

Pen Description: South west lot

Age: Calf

Sex: Steers

	<u>Projected</u>	<u>Actual</u>
Sale Payweight (Lbs)	1275.00	1,273.01
Average Daily Gain (Payweight to Payweight) (Lbs)	2.86	2.73
Average Days on Feed	240.00	250.00
Net Weight Gain / Head (Lbs)	686.11	669.83
Dry Matter Fed/Lb Gain	6.80	6.95
Feed Cost for Lot/Cwt Gain	49.00	50.42
Processing Cost /Cwt Gain	3.21	3.34
Drug Cost /Cwt Gain	0.29	0.24
Vet Cost /Cwt Gain	0.29	0.07
Yardage Cost /Cwt Gain	10.49	10.98
Other Cost /Cwt Gain	0.73	0.75
Operating Interest Cost /Cwt Gain	3.71	1.57
Non Feed Cost /Cwt Gain	22.37	19.74



Detailed Closeout

Feedyard Performance and Cost Monitor

Closeout Reports

Detail Closeout

Feedyard:	Sample Feedyard	Breed:	Beef
Lot Name:	Sample Lot with Rations	Age:	Calf
Pen Description:	South west lot	Sex:	Steers

Non-Feed Costs

	Total Cost	\$/Hd Out	\$/Cwt Gain	
Cattle Processing	\$3,620.00	\$22.35	\$3.34	
Drugs	\$258.00	\$1.59	\$0.24	
Vet Charges	\$75.00	\$0.46	\$0.07	
Yardage	\$11,916.30	\$73.56	\$10.98	0.300 \$/Hd/Day
User	\$570.00	\$3.52	\$0.53	
Other	\$243.20	\$1.50	\$0.22	
Operating Interest	\$1,706.25	\$10.53	\$1.57	0.043 \$/Hd/Day
Total Non-Feed Cost of Gain	\$18,388.75	\$113.51	\$16.95	
Transportation	\$3,820.00	\$23.58	\$3.52	
Cattle Interest	\$3,028.10	\$18.69	\$2.79	0.076 \$/Hd/Day
Total Non-Feed Cost	\$25,236.86	\$155.78	\$23.26	



Dry Matter Intake

4/1/2010

Feedyard Performance and Cost Monitor

Dry Matter Intake Report

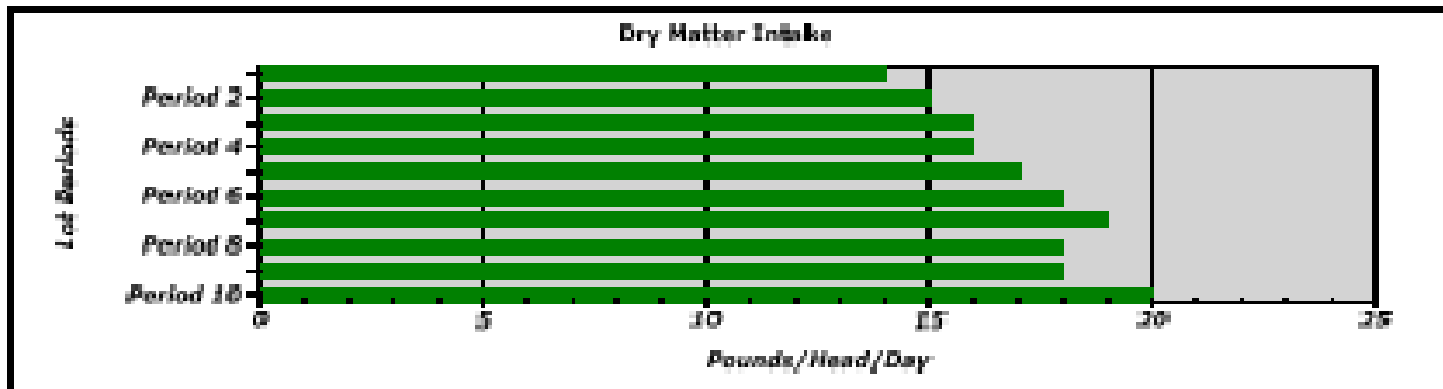
Periods 1 - 10

(10/6/2009 - 2/28/2010)

Lot Name: Sample Lot with Rations **Start Wgt:** 583.00
Pen Description: South west lot **Start Head Count :** 85.00
Date in Lot: 10/6/2009

< As Fed Intake >

End Date	End Head Ct	End Weight	Days	Total	Lbs/Hd/Day	NEg McCwt	DM Lbs Hd /Day
10/15/2009	165	589.54	10	25400.00	18.01	45.98	13.56
10/31/2009	163	634.42	16	59600.00	22.76	50.75	15.06
11/15/2009	163	682.93	15	60700.00	24.83	58.67	15.71
11/30/2009	163	732.71	15	62300.00	25.48	61.78	16.11
12/15/2009	163	781.66	15	66300.00	27.12	61.78	17.15
12/31/2009	163	833.16	16	73500.00	28.18	61.78	17.82
1/15/2010	163	879.96	15	72800.00	29.78	61.78	18.83
1/31/2010	163	925.53	16	75100.00	28.80	61.78	18.21
2/15/2010	163	965.06	15	70600.00	28.88	61.78	18.26
2/28/2010	163	1002.85	13	67200.00	31.71	61.63	20.15



Billing

4/1/2010

Feedyard Billing

Periods 10 - 11

(2/16/2010 - 3/15/2010)

Bill To: Sample Investor

From/Fee: Sample Feedyard

Lot: Sample Lot with Rations

Cattle Initial: 163 **Cattle Current:** 162

Purchased: 0 **Sold:** 0

Transfer In: 0 **Transfer Out:** 0 **Died:** 1

Number	Name	Pounds	Average Price	Unit	Dollar Amounts
1	Corn Rolled*	62,730.00	\$3.65	Bu	\$4,088.65
2	Corn Gluten Feed, Wet*	73,800.00	\$45.00	Ton	\$1,660.50
3	Co-Prod Ball R700*	3,690.00	\$380.00	Ton	\$701.10
4	Mixed Hay*	7,380.00	\$80.00	Ton	\$295.20
5	Aureo 10 Crumbles	800.00	\$625.00	Ton	\$250.00
Ingredient Total:		148,400.00			\$6,995.45

Cattle Processing: \$0.00

Vet Charges: \$0.00

Drugs: \$0.00

Transportation: \$0.00

Other: \$0.00

Yardage: \$1,364.70

Total Non-Feed Costs \$1,364.70

User Cost Description	Cost
Rendering	\$30.00
Total:	\$30.00

Grain Bank Ingredient Name	Date	Pounds	Price	Unit	Grain Credit
Corn Rolled	2/16/2010	-28,220.00	\$3.65	Bu	(\$1,839.34)
Corn Rolled	3/1/2010	-34,510.00	\$3.65	Bu	(\$2,249.31)
Transactions Total:		-62,730.00	\$130.36	Ton	(\$4,088.65)

Total Cost Due: \$4,301.50



New Functions on Feedlot Vision

- Windows compatible, including Vista
- Can print through a USB cable
- Can import the feedyards feeds and rations from DNS
- All input fields are in the program, no more hand writing additional information on closeouts



New Functions on Feedlot Vision

- Unlimited Feedyards, Lots and Periods
- Can easily e-mail reports & closeouts
 - To your LOLPF consultant or specialist
 - To customers
 - To the databases (LOLPF and Benchmark)



New Functions on Feedlot Vision

- Can track mixed sex pens by %s
- Can split bills for multiple owners by percent of ownership
- Can track grain bank use at the feedyard for multiple owners
- Can handle multiple cattle transactions in the same period



New Functions on Feedlot Vision

- Additional carcass data on sales
- Can sell cattle on a live or carcass weight basis
- Can electronically transfer cattle from one lot to another
- Easier import and export of Feedyards and Lots



New Functions on Feedlot Vision

- Purchase and sale dollars can be entered as per cwt or total dollars
- Purchase and sale weights can be entered as per head or total pounds
- User defined non-feed costs
 - Can choose not to show on the bills



New Functions on Feedlot Vision

- Added Performance Evaluation Report
- Added Feed Usage Report
- Scheduling function; for scheduling re-implants, Optaflexx use, etc.



Feedlot Vision

- Cost is \$549 purchase, plus \$50/year maintenance fee
- Can be purchased by Land O'Lakes Purina Feeds salespeople, dealers, coops, and producer/customers
- This is not a full scale accounting program so it may not fit the need for larger commercial feedyards.



Feedlot Vision



See your way to Growth