



Feed Supervisor Software

A BETTER WEIGH TO REACH COMPLETE TMR FEED MANAGEMENT



*Featuring the Avery Weigh-Tronix
Model 2040 Batching Scale Indicator*



➤ If you run a dairy farm, can you be sure that the rations so carefully balanced by your nutritionist are the same ones your cows actually eat?

Are you confident that your employees are mixing the feed properly?

Would you like to monitor cleanup or weigh backs to determine the most profitable level for your business?

Do you want to keep track of feed on hand and reorder dates?

If you answered yes to any of these questions, you need **Feed Supervisor®**, a user-friendly Windows-based software program designed to help you manage your entire dairy feeding program. Feed Supervisor puts the tools you need to improve dairy farm operations at your fingertips.

A UNIQUE PRODUCT FROM A UNIQUE PARTNERSHIP

Feed Supervisor was developed by K.S. Dairy Consulting, an independent consulting firm providing nutrition-consulting services to medium and large-size dairies throughout the U.S.

Feed Supervisor software can be used as a standalone system or interfaced with the Avery Weigh-Tronix Model 2040 scale indicator.

Avery Weigh-Tronix has been a leading supplier of agricultural and industrial weighing equipment for over 35 years, providing quality weight-based solutions to demanding agricultural applications.

Together, the unique partnership of Avery Weigh-Tronix and Feed Supervisor software can provide you with a complete feed management package for your operation—whether you want to increase profits on an expanding dairy or need a management tool for a new dairy.



*Avery Weigh-Tronix
Model 2040 Indicator*

So how much can you save?

The Feed Supervisor software together with the reliability of the Avery Weigh-Tronix scale system will definitely help a progressive dairy producer become more profitable. The following Feed Supervisor Financial Analyzer shows some typical estimated savings that can occur on your dairy:

Feed Supervisor can help...	200 Cow Dairy	400 Cow Dairy	600 Cow Dairy	1000 Cow Dairy
Reduce clean-up by 4%	\$9,636	\$19,272	\$28,908	\$48,180
Reduce shrink by 3%	\$7,516	\$15,032	\$22,548	\$37,580
Reduce operator error by 20 lbs. per load <small>(on corn, protein and cottonseed)</small>	\$4,540	\$6,059	\$9,088	\$12,118
Total estimated annual savings	\$21,696	\$49,303	\$80,544	\$97,878

NOTES:

1. Estimated savings data based on findings of current Feed Supervisor Software users. Savings may vary.
2. Estimated savings based on ration and ingredient values as shown at right.
3. Milk response is not predicted in this example. However, by providing a more consistent ration, better herd health and enhanced milk production could follow.

INGREDIENT	AMOUNT FED	COST PER TON
Corn	13.0 lbs.	\$80
Protein Mix	8.5 lbs.	\$180
Cottonseed	4.5 lbs.	\$155
Mineral/Vitamin/Bicarb	1.4 lbs.	\$490
Tallow	0.5 lbs.	\$480
Haylage	37.0 lbs.	\$40
Corn Silage	37.0 lbs.	\$25

Feed Supervisor: Complete TMR Feed Management Software

RATION MANAGEMENT

- ➔ Ensure rations balanced by nutritionists are the same that cows eat
- ➔ Monitor dry matter intakes on a daily basis
- ➔ Analyze your herd and actual feed costs on a per-cow, per-group or per-herd basis
- ➔ Fine-tune feed costs through monitoring and calculation of income-over-feed costs, dry matter intake and feed costs per hundredweight
- ➔ Regulate rations to compensate for moisture changes, feed refusals and daily weather fluctuations

OPERATOR PERFORMANCE

- ➔ Monitor mixing of feed by individual operators
- ➔ Analyze employee/operator performance
- ➔ Record deviations in pounds and percentages

FEED BUNK MANAGEMENT

- ➔ Monitor cleanup and weigh backs to find the most profitable level
- ➔ Enhance feed bunk management

INVENTORY CONTROL

- ➔ Keep track of feed on hand and reorder dates
- ➔ Monitor the costly thief known as shrink
- ➔ Record incoming ingredients and daily feed out

Feed Supervisor Modules & Products

The Feed Supervisor base package includes the Ration Management and Operator Performance modules. Bunk Management and Inventory Management modules can be purchased at the same time or added later. Clients can also purchase a Weather-Visor module that interfaces with Feed Supervisor, and a Feed Supervisor Consultant version for dairy consultants or nutritionists.

Together these products and modules can help you fine-tune your dairy operation to be most efficient and profitable. Feed Supervisor is fully customizable, competitively priced and comes with free support for the first year of its use. Feed Supervisor also offers the most complete training program available.

RATION MANAGEMENT

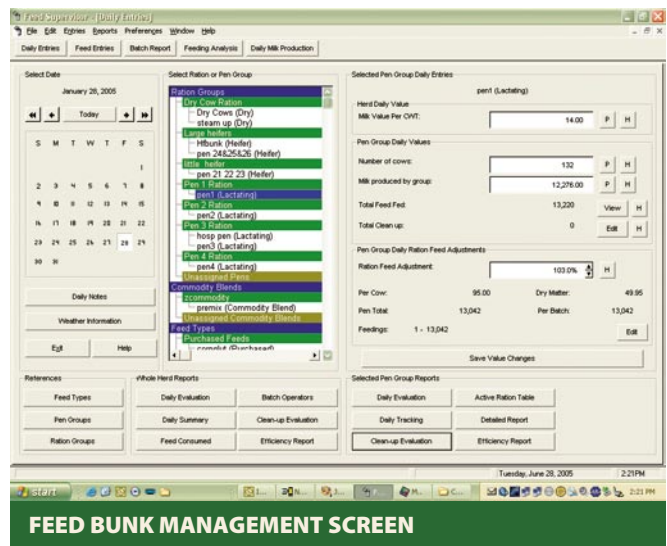
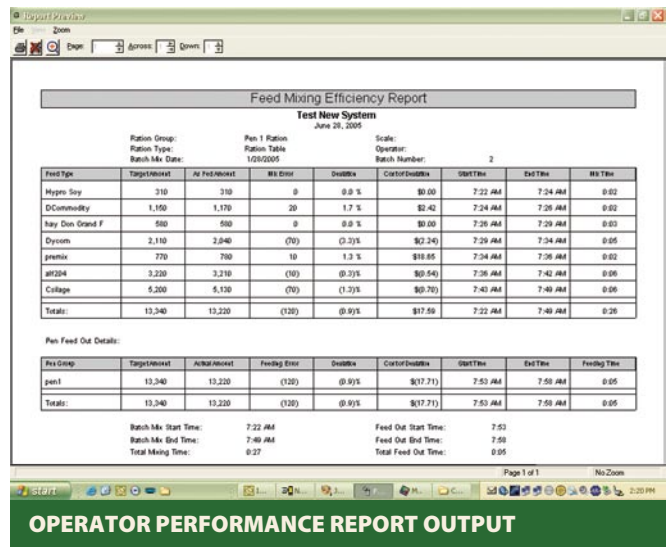
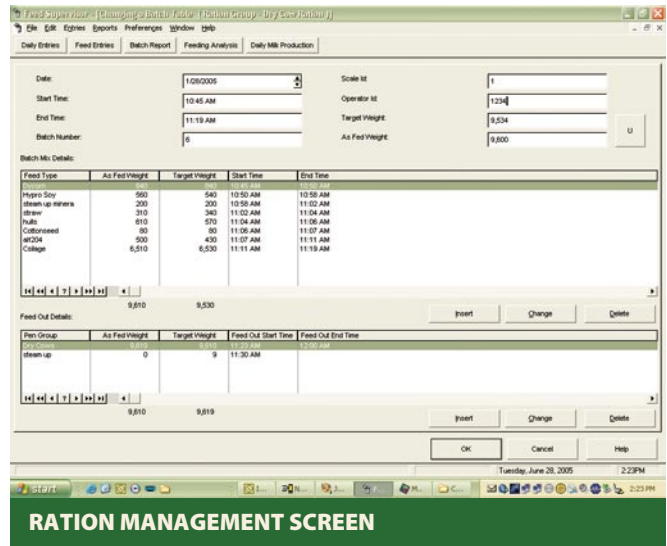
The most important factor in properly balancing a ration is determining the actual dry matter intake of the cows that will consume it. The base of the Feed Supervisor system is the Ration Management module, which helps you record daily dry matter intakes and easily regulate rations to compensate for moisture changes, feed refusals, and fluctuations in daily weather. (with purchase of the Weather-Visor module).

You can also use the module and its reports to make changes to rations on a per-cow or per-group basis; customize feedings each day to accommodate daily changes on your dairy; monitor percent overfed or projected cleanup; analyze dry matter intakes; make management decisions based on accurate data; and analyze feed efficiency ratios and critical costs like feed cost per cow, per hundredweight, and income over feed costs.

OPERATOR PERFORMANCE

On a dairy farm, accurately mixing and distributing feed is crucial to ensuring that a balanced ration is presented to your herd. A feed management system like Feed Supervisor can help you avoid mixing errors today that can cause problems such as displaced abomasums tomorrow. Since feed costs make up such a large component of operating expenses, having accountability with operators can save your dairy thousands of dollars.

The Operator Performance module of Feed Supervisor can help you eliminate costly mistakes and make employees accountable for each pound of feed that is fed. You can also use the module to set up employee incentive or bonus programs based on the performance of your feeders by identifying a baseline for them and making good decisions based on their employee performance report.



TESTIMONIAL: Inventory Control

"Oak Orchard was searching for an Inventory Control system that could measure our feeders' performance, dry matter intake and feed shrink. Feed Supervisor has streamlined the feeding process. The program has definitely cut down on feeder error. Not only has Feed Supervisor saved us money in regard to feeding error, but it has saved us over \$6400 with less feed shrink and \$1825 a year in labor savings.

**Curt Norton — Oak Orchard Dairy
Elba, New York — 1180 head**

FEED BUNK MANAGEMENT

One of the biggest management questions since the implementation of Total Mixed Rations has been how much to overfeed the cows and the economic impact that weigh back has on a dairy.

When it comes to efficiently managing cleanup, Feed Supervisor's Feed Bunk Management module becomes an invaluable tool allowing you to track cleanup versus dry matter intakes and milk production. This information allows your dairy to determine the cleanup level that will maximize milk production while limiting the amount of wasted feed.

INVENTORY CONTROL

Supplying quality feed remains the largest expense associated with operating a dairy. However, many farm managers do not have a system in place to monitor inventory and the "silent thief," otherwise known as shrink. Shrink adds thousands of dollars of "unaccountable" expenses to dairies each year.

The first step in eliminating shrink is identifying where it is taking place. Feed Supervisor's Inventory Control module provides you with an easy way to identify shrink as well as a powerful tool to monitor progress as you work to eliminate it.

WEATHER-VISOR

Turn your Feed Supervisor into a weather advisor by integrating it with K.S. Consulting's weather station and downloading your actual weather data directly into the dairy management program. Collect information on temperature, heat indexes, rainfall, wind speed and direction, barometric pressure, and humidity. Learn how weather affects cows, their eating habits and milk production. Then make adjustments to your feeding program based on accurate weather information.

FEED SUPERVISOR CONSULTANT VERSION

An advanced Feed Supervisor Consultant version of the software is also available for dairy consultants or nutritionists to help them better serve their customers. With this version, data can be analyzed and updated electronically without having to make a trip to the dairy operation. You can:

- ➔ Analyze actual data and make immediate changes
- ➔ Keep up-to-date results from dairy
- ➔ Cut down on actual visits to customers
- ➔ Plot graphs and generate reports
- ➔ Track performance of several dairies
- ➔ Validate the end results

Powerful Reporting

Feed Supervisor is a powerful reporting tool that creates detailed, ready-to-use printed reports. These reports let you manage data, monitor relationships and quickly see trends that could affect your dairy. Most reports can be produced by the day, week, month or year. Flexible and informative, the reports can be generated by pen, group of pens, or entire herd.

Herd Daily Clean Up Evaluation
KS Dairy Consulting, Inc.
April 27, 2005

Number of cows fed:	1,203
Feed Fed	146,030
Pounds of feed fed:	46.9%
Percent dry matter:	\$4,320.66
Cost per pound of feed fed:	\$3.59

Herd Daily Tracking
KS Dairy Consulting, Inc.
April 27, 2005 to April 30, 2005

Milk Price:	\$16.56						
Date	Cows Fed	Dry Matter Intake		Cost of Feed Consumed Per Cow	Milk Produced Per Cow	Cost of Feed Per CWT Milk Produced	Income Over Feed Cost Per Cow
4/27/2005	1,203.00	Lbs / Cow	Cost / Lb				
4/28/2005	1,203.00	55.09	\$0.0631	\$3.48	81.46	\$4.27	
4/29/2005	1,197.00						
4/30/2005	1,197.00						
Averages:	1,200.00						
Totals:	4,800.00						

Herd Daily Evaluation
KS Dairy Consulting, Inc.
April 27, 2005

Number of cows fed:	1,203
Feed Fed	146,030
Pounds of feed fed:	68.4%
Percent dry matter:	
Cost per pound of feed fed:	
Cost per pound of dry matter:	
Total cost of feed Fed:	\$4,320.66
Clean up	
Pounds of clean up:	4,600
Clean up as a percentage of feed fed:	
Cost of clean up:	
Feed Consumed	
Pounds of feed consumed by group:	
Pounds of dry matter intake by group:	141,430
Pounds of feed consumed per cow:	66,272
Pounds of dry matter intake per cow:	

Daily Feed Analysis
KS Dairy Consulting, Inc.

Feed Type	Feed Fed Ton	% Dry Matter	Dry Matter Fed
Feed Source: Commodity Blend			
FSHMIX	0.81	88.5%	
MLKMIX	8.69	86.2%	
Sub Totals:	9.50	86.4%	
Feed Source: Home Grown			
	28.07	33.0%	

Avery Weigh-Tronix Indicator Accessories

Feed Supervisor can be used as a standalone software system or interfaced with an Avery Weigh-Tronix Model 2040 or Model 2040XL scale indicator. The basic Model 2040 is designed for use inside a tractor or truck cab where the batching and feedout process is directed.

The Model 2040XL is designed for TMR mixers without remote displays. The large two-inch display makes it a dual-purpose indicator. It can be mounted on the TMR swing arm and easily viewed from the loader. Other Avery Weigh-Tronix equipment that works with the system includes:



TRANSFER DATA MODULE SYSTEM

The Transfer Data Module (TDM) allows the feeder to transfer ration and pen information from Feed Supervisor to the Model 2040 indicator. After feeding is completed, the batched data is transferred via the TDM back into Feed Supervisor at the feed manager's office computer.

REMOTE DISPLAYS

Back-lit Remote displays allow scale viewing from a secondary location. This is useful to streamline operations when operators are loading and cannot be near the main indicator. Standard and extra-large displays for long-range viewing are available. Wired and wireless remote models are available for maximum economy or versatility.

RD64XL REMOTE DISPLAY

The RD64XL remote display with its large two-inch display is compatible with the Model 2040 indicators and can show the feeder the feed type or pen with amounts to be loaded or delivered.



RD64M REMOTE DISPLAY

Designed for truck use, the RD64M remote display attaches to an outside truck mirror, making it easy for the driver to keep an eye on the unloading process. Units are available for any of the scale indicators.



RD125RF REMOTE DISPLAY

Wireless communications allow the RD125RF remote display to be placed right inside the loader cab. Operators no longer have to squint and strain to load accurately.



WIRELESS DATA TRANSFER

An RF wireless option allows data transfer between the Model 2040 and Feed Supervisor on the feed manager's office computer. This option enables automatic transfer by quickly updating all rations on the computer, as well as the return of batched data back to Feed Supervisor. It significantly simplifies data transfer for feeders without them having to remember to retrieve the data with the TDM or to connect a cable to initiate the transfer.



Model 2040XL Indicator with wireless data transfer option.

Q&A

How can I better manage my feeding program?

Innovations in the dairy industry keep improving. Feed Supervisor software is the perfect example of an innovation that helps progressive dairy producers become more profitable.

Is Feed Supervisor software hard to use?

The software is comprehensive yet surprisingly easy to learn. It is a Windows-based program making it easy to manipulate data and reports. It is the ultimate user-friendly program.

Who supports the system?

Feed Supervisor provides ongoing support for your system. Support is provided free of charge by telephone and computer for the first year following purchase of your new system. Additional support and updates can be purchased for \$300 per year.

Do you have a training program?

Feed Supervisor provides installation and training. Training sessions are available and recommended for your new Feed Supervisor system. A session for one mixer consists of two days. With two or more mixers, a training session is three days.

What hardware is required to interface to Feed Supervisor?

Feed Supervisor can be used as a stand alone software system or used exclusively with the Avery Weigh-Tronix Model 2040 to achieve a complete feed management system. No need for an onboard computer, as the powerful Model 2040 batching controller does the job of scale and computer. Data is transmitted to the Model 2040, which then leads the feeder through the entire batching and feed out process. All appropriate data is automatically recorded and then readily transferred back to Feed Supervisor.

TESTIMONIAL: Feeder Accuracy

"We bought Feed Supervisor because we did not have enough control over what our feeders were putting in the truck. Before, the feeders looked at the numbers on paper (batch sheets), but we had a question about the accuracy. After we installed the system with its Operator Performance module, the first few days we noticed how much they were off. This changed fast and allowed us to save some money—a conservative estimate would be about \$100 per pen per day. Count the profits! I'm glad we put the system in."

**Jack Kempenaar — Still Meadow Dairy, Inc.
Como, Texas — 1650 mature cows, 1400 young stock**

TESTIMONIAL: Cleanup Improvement

"When we first started using Feed Supervisor, our cleanups were around 10-12 percent. Now we're closer to 3 percent. We use the Feed Bunk Management features to keep our cleanup low. This program has saved us over \$30,000 this year by helping us monitor cleanup and make changes based on those numbers. By dropping cleanup, we have lowered our feed costs dramatically and our cows are actually milking more. I would not be without this program."

**Dan Scheps — Scheps Dairy
Almena, Wisconsin — 600 head fed**

How is data transferred from the Model 2040 indicator to Feed Supervisor software?

There are three data transfer options: 1) Cable connect, the least expensive means of transferring data; 2) Data module, where data is transferred by a transfer data module (TDM); and 3) Radio frequency (RF), the most convenient way to transfer data by pushing a button on the scale or computer.

TESTIMONIAL: Consistency of Feeding

"One of the biggest benefits of Feed Supervisor software is the consistency of feeding. I like knowing that the cows are being fed consistently everyday and getting what our nutritionist recommends. Since we've used the Ration Management module of the software, we have even seen an improvement in the health of our cows."

**Paul Legler — MPM East Farm
Wayne, Nebraska — 2000 head fed**

What are the system recommendations?

- ➔ IBM-compatible Pentium or higher
- ➔ Microsoft Windows 98, Me, 2000, XP Home or XP Pro
- ➔ Minimum of 32 megabytes of RAM (64 preferred)
- ➔ Minimum of 100 megabytes available hard disk space
- ➔ VGA or higher monitor (800x600 resolution preferred)
- ➔ Standard mouse or trackball
- ➔ 9-pin serial port

Does Feed Supervisor work with any dairy herd management software systems?

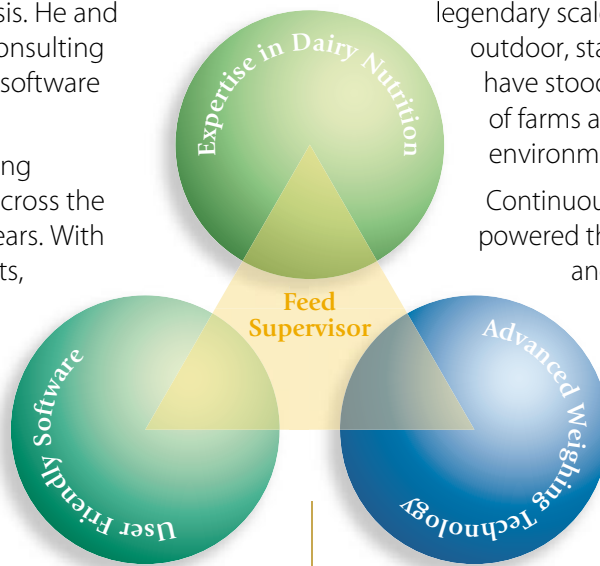
Interfaces with other herd management software systems. Consult Feed Supervisor for a list of software that is currently compatible.

A Unique Partnership

K.S. Dairy Consulting: Developer of Feed Supervisor & Dairy Nutrition Expert

Dairy nutritionists understand the need for producers to know the actual feed-related costs of their dairy as well as dry matter intakes. But for most dairies, it has been an educated guess at best. Keith Sather, owner of K.S. Dairy Consulting, recognized the need for a program that could calculate and track feed costs and dry matter intakes on a daily basis. He and his associates at K.S. Dairy Consulting developed Feed Supervisor software to meet that need.

Feed Supervisor has been assisting successful dairy producers across the United States for over ten years. With input from our current clients, we are continuously working to improve Feed Supervisor software, which can be purchased through a menu- or module-type system. This allows you to purchase a tailor-made system designed to meet the exact needs of your specific dairy. For more information, or a free demo disk of Feed Supervisor software, call **888-259-8949** or email us at support@feedsupervisor.com, or visit us on the web at www.feedsupervisor.com.



Avery Weigh-Tronix: Serving the Agricultural Industry For over 35 Years

Avery Weigh-Tronix provides quality weight-based solutions to demanding agricultural applications, including TMR mixers, grain carts, animal bin and truck scales, squeeze chutes, weigh wagons, grinder/mixers, cotton buggy, catfish feeding, logging and the list goes on. Every day, agricultural producers harvest benefits from legendary scale performance whether indoor or outdoor, stationary or mobile. Our products have stood the test of time on thousands of farms and are ready to handle any environment.

Continuous process improvement has powered the growth of Avery Weigh-Tronix and influences every detail of the way we do business. Avery Weigh-Tronix is a member of the world community in which ISO 9001 has become a recognized standard of business operation to a growing number of our customers. It requires disciplined attention to detail, careful documentation of processes, and continuous checks against variation in product or procedure—business practices that the world marketplace values and insists upon, and that we provide. For more information, call **800-368-2039** or visit the Avery Weigh-Tronix web site at www.ag scales.com.



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