

DAIRY ADVANCE PROJECTED BENEFIT WORKSHEET

PRODUCER'S NAME		Date	12/19/2003
Number of cows Milking	100	Current yearly production	21900 2,190,000
Number of cows Dry lot	20	Average production	60
Number of cows in sick bay	2	Production being dumped	120 87,600
Saleable Ave lb production	57.60	Value of milk/cwt.	12
Percentage in sick pen	10.00%	Value of milk	\$262,800
		Value of milk dumped	\$10,512
		Cut sick rate by 50%	\$5,256
Somatic Cell Count Below 350,000 =	\$0.07	x	2,190,000
Somatic Cell Count Below 200,000 =	\$0.10	x	
Production Increase by 1lbs	36500	x	\$14.00
Cull Rate Decrease			
Current Percentage Rate	38.00%	x	100
culls and death rate decrease to	33%	savings of	5
Eliminate BST from the herd			
Number of Cows 70% of herd	70	@ \$10/ month	x 12
			\$8,400

Estimated Yearly Savings to the Producer

\$26,299

This still doesn't take into account the labor and frustration of employees and owners or the risk of using needles to spreading disease. Cost of open cows for a longer period.
Advance Nutrition Products

	Sell price	Volume	Discount	Cost	Cost/oz
Dairy Gold 40 lbs.	\$105	10.00%	5.00%	\$89.78	\$0.140
Diary Green 40 lbs.	\$85	10.00%	5.00%	\$72.68	\$0.114
Dairy Green B-20 40 lbs.	\$105	10.00%	5.00%	\$89.78	\$0.140

	# Cows	# Days	Ounces/head	Cost/day	Total cost
Dairy Gold 40 lbs.	2	365	4	\$0.56	\$410
Total bags of Dairy Gold required	5				
Diary Green 40 lbs.	100	365	2	\$0.23	\$8,289
Total bags of Dairy Green required	114				

Dairy Green B-20 40 lbs.	20	365	2	\$0.28	\$2,048
Total bags of Dairy Green B-20 required	23				

Total Estimated Feed Cost per Year	\$10,747	\$107.47
Total Estimate Water Cost per Year	\$11,826	\$118.26
Total Estimated Cost per year	\$22,573	\$225.73
Net return	\$3,726	\$37.26

In addition Dairy Advance products would replace the Yeast, Probiotics, Additional spike zinc and 4-plex in ration

Volume discounts apply only to producers who buy 10 bags at a time and given in the form of an additional bag of product. Cash discount only applies to customers who pay at time of delivery.

FIND, FIX AND PREVENTION

Advanced Nutrition WATER CONDITIONER

Livestock Type	MILKING COWS
# of head	120
Estimated Purchase Weight	
Estimated Selling Weight	
Estimated days on feed	365
Total Gallons Water Conditioner	219.00
Gallons Grand Slam	
Total Cost	\$11,826

Net cost per gallon		\$65	\$54
Water amount to Gallon	1000	5000	5000
Estimated avg. daily consumption			25
average days			365
daily consumption			0.64
total consumption			9125
consumption oz			233.600
cost per oz		\$0.51	\$0.42
Daily cost per head			\$0.27
Total Cost per head			\$98.55

\$98.55

Mixing instructions for putting through injector at **128 to 1**

Clean Water per gallon of product	5000 to 1	25000 to 1
	ounces	ounces
Per Gallon container	3.3	0.7
Per Five gallon container	16.4	3.2

Mixing instructions for putting through injector at **100 to 1**

Clean Water per gallon of product	5000 to 1	25000 to 1
	ounces	ounces
Per Gallon container	2.6	0.5
Per Five gallon container	12.8	2.6

Producer understands these are estimates only and reflect the best efforts to obtain reliable information. No warranty of any kind expressed or implied, as to the successful or profitable use of this information. Any decisions made with respect to this information rest solely with the producer.