An Osborne ACCU-ARM® scale customer has shared his discovery that an extra $2.64 per hundred weight profit is gained simply by weighing pigs. He now realizes that good management includes the last day when the product is marketed.

This customer manages six separate swine farms and acts as a buying station for neighboring farms. On one of these farms an ACCU-ARM® scale was installed and used to weigh all the market animals. The animals were then shipped to packers based upon the weight preference of each packer. The actual computer print-out for this farm (shown at right) graphically shows the importance of weighing.

Notice that prior to 9/27/90, the day weighing started, the average premium was $1.23 per hwt. for 219 head. From 9/27/90 until 5/31/91 with weighing and selective marketing for premium, the average premium jumped to $4.84 per hwt. on 2,846 market hogs! During this one eight-month period, ACCU-ARM® scales and good management on the last production day earned an extra $28,786 return or nearly $11.00 per animal. Subtracting the investment in the scales and the labor of weighing each animal leaves a profit of $26,000, a 933% return on investment! Obviously this producer recognizes that good equipment and one person on staff to simply weigh pigs full time means profit!

Incidentally, during the same period, two of his other farms with identical high-quality genetics, but without weighing, marketed 1,045 and 626 head each. Average premiums were $2.63 and $2.57, respectively. Notice that the average difference between weighed and unweighed premium is $4.84 less $2.61, or $2.23 per hwt. more for exactly the same quality of animals!

On his other three farms and the buying station, all without weighing, the average return for 74,000 mixed quality animals was $1.80 per hwt. Notice that top quality genetics produced only an 81 cent bonus compared to mixed hogs without weighing ($2.61 less $1.80)! This means that an investment in quality animals is only marginally beneficial without weighing!

The key to profitable weighing is trouble-free movement of the animals through the ACCU-ARM® scale and the reliable, quick-reading ability of the E500 series of digital meters. Another producer tells us that the ACCU-ARM® is so easy to use and reliable that his 11-year old son does the weighing and grouping for market!