

PROOF: ACCU-ARM® WEIGHING PAYS!

**SEND THE RIGHT WEIGHT TO THE RIGHT PACKER
AND GAIN OVER \$2.50 PER HWT. IN PREMIUM!**

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!

PREMIUM EARNED PER LIVE CWT.							
DATE	# HEAD	WT/HEAD	YIELD	GRADE	YIELD	SORT	TOTAL
04/17/90	40	226.38	73.51	1.23	0.30	-1.43	0.10
06/27/90	38	220.92	73.39	3.93	0.50	-1.62	2.81
08/30/90	27	235.37	75.06	1.50	1.34	-0.12	2.72
09/12/90	24	226.46	73.87	1.16	0.59	-1.10	0.65
09/12/90	15	228.00	74.97	1.17	1.34	-1.18	1.33
09/19/90	75	242.45	73.78	1.27	0.28	-0.83	0.72
09/27/90	82	226.52	75.87	3.93	2.48	-0.77	5.64
09/27/90	23	237.83	74.86	3.80	1.67	-1.26	4.21
10/03/90	30	230.50	76.40	3.16	2.98	-0.63	5.50
10/03/90	48	221.25	75.32	3.79	2.09	-0.25	5.63
10/09/90	39	220.38	75.92	3.13	2.54	-0.30	5.37
10/09/90	39	221.92	74.13	4.09	1.08	-0.70	4.47
Before Weighing							
04/15/91	84	220.30	73.95	3.95	0.82	-0.89	3.88
04/26/91	27	220.00	75.84	3.36	2.22	-1.03	4.54
05/10/91	72	221.11	75.38	3.81	1.97	-0.62	5.16
05/24/91	80	231.56	73.77	3.89	0.75	-0.55	4.09
05/31/91	37	217.97	73.99	4.54	0.89	-1.49	3.93
05/24/91	51	227.06	77.11	3.27	3.31	-0.59	5.98
05/31/91	119	223.00	76.01	2.77	2.43	-0.57	4.63
After Weighing							
Shipper Tot./Avg.	2846	226.63	75.54	3.22	2.01	-0.66	4.56
S.M.S. Tot./Avg.	66656	231.81	74.75	1.53	1.09	-0.70	1.92

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!

ACCU-ARM® WEIGHING PAYS BIG DIVIDENDS!



If any questions arise, please contact your Osborne Dealer
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