

# Profit Optimizer Y

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## A Tool to Predict Optimal Market Weight of Pigs

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### Overview of Profit Optimizer Y

- Predicts optimal selling weight for a population of pigs based on margin over feed cost
- Utilizes producer's feed costs, growth curves, carcass/live prices, packer payment matrix, and carcass/live data
- Allows for custom grid build within tool to establish specific weight and grade breaks
- Requires categorized carcass/live data for weight and/or grade
- Takes categorized carcass/live data and determines average and standard deviation of carcass/live weight
- Determines value for hitting profit optimizing weight and value for reducing variation in live weight
- Allows user to run "what if" scenarios for changes in feed cost, carcass/live price, and variation in live weight

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### **User Inputs the following Data into Profit Optimizer Y**

- Packer payment grid
- Growth curve data
- Group carcass data – monthly
- Feed budget and costs
- Carcass/Live price

### **Access to Profit Optimizer Y**

- Web-based tool – secure Elanco website
- Account Team will have login and password
- Account Team defines who within their account team has access to the tool & enters data
- Account would not have access to tool

## Login to Profit Optimizer Y

### Step 1

Swine Login - Microsoft Internet Explorer provided by Utility and Company

https://solutions.elanco.com/\_layouts/Elanco/SwineLogin.aspx?ReturnUrl=%2fswine%2fswine%2fdefault.aspx

Elanco

FULL VALUE PIGS™

**PLEASE LOGIN**

USERNAME  
Forgot Username

PASSWORD  
Forgot Password

LOGIN

Terms of Use Privacy Policy

- Enter username
- Enter password
- Click "LOGIN"

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### Step 2

Elanco

FULL VALUE PIGS™

HOME | LOG OUT

FVP DATA ENTRY

FULL VALUE PIGS™

- For tool & growth parameter access, click "FULL VALUE PIGS"
- Growth parameters must be set prior to data entry

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## Growth Parameters Setup

### Step 1

**1. Click "Growth Parameters"**

**2. Select "Company" from drop down list**

**3. To develop a new performance parameter, click "New"**

Company:  Performance Parameter:

**Growth and ADFI Adjustment:**

Week Post Weaning	Weight	Default, lbs	Marginal, lbs	Cumulative, lbs

Average Customized:   0

Week Post Weaning > 30:

Cull Percent of Base:

Cull Performance: 0 0 0

Mortality Percent of Base:

Mortality Performance: 0 0 0

**Feeding Program:**   **Adjustments:**

### Step 2

**• Enter "Performance Parameter Name"**

**• Click "OK"**

Company: FVP XYZ dollar kg Performance Parameter:

**Growth and ADFI Adjustment:**

Week Post Weaning	Weight	Default, lbs	Marginal, lbs	Cumulative, lbs

Average Customized:   0

Week Post Weaning > 30:

Cull Percent of Base:

Cull Performance: 0 0 0

Mortality Percent of Base:

Mortality Performance: 0 0 0

**Feeding Program:**   **Adjustments:**

**Notice**

Please Name the Performance Parameters Item You Want to Create First!

Performance Parameters Name:

## Step 3

**Elanco**

User Inputs > Growth Parameters Language: English Export Home

Company: FVP XYZ dollar kg Performance Parameter: Demo New Save Save As Delete

**Growth and ADFI Adjustment:**

Week Post Weaning	Weight	Default,kg		Marginal,kg		F/G	Cumulative,kg			Feed Cost	Weight Gained	Feed Cost/kg
		ADG	ADFI	Customized ADG	Customized ADFI		ADG	ADFI	F/G			
1	8.943	0.227	0.249				0.500	0.550	1.100	\$0.00	3.500	\$0.00
2	13.493	0.295	0.408				0.575	0.725	1.261	\$0.00	8.050	\$0.00
										\$0.00	14.000	\$0.00
										\$0.00	20.951	\$0.00
										\$0.00	29.351	\$0.00
										\$0.00	38.801	\$0.00
7	55.094	0.703	1.188				1.013	1.568	1.547	\$0.00	49.651	\$0.00
8	67.204	0.785	1.415				1.103	1.762	1.598	\$0.00	61.761	\$0.00

Average Customized: 0.000 0.000 0.000  
 Week Post Weaning > 30: 0.680 3.402  
 Cull Percent of Base: 0% 0%  
 Cull Performance: 0.000 0.000 0.000  
 Mortality Percent of Base: 0% 0%  
 Mortality Performance: 0.000 0.000 0.000

- If customer has customized ADG & ADFI, these can be entered (optional)
- If no customized entries needed, click "Save"

## Step 4

**Elanco**

User Inputs > Growth Parameters Language: English Export Home

Company: FVP XYZ dollar kg Performance Parameter: Demo New Save Save As Delete

**Growth and ADFI Adjustment:**

Week Post Weaning	Weight	Default,kg		Marginal,kg		F/G	Cumulative,kg			Feed Cost	Weight Gained	Feed Cost/kg
		ADG	ADFI	Customized ADG	Customized ADFI		ADG	ADFI	F/G			
1	8.943	0.227	0.249				0.500	0.550	1.100	\$0.00	3.500	\$0.00
2	13.493	0.285	0.408				0.575	0.725	1.261	\$0.00	8.050	\$0.00
							0.544			\$0.00	14.000	\$0.00
							0.703			\$0.00	20.951	\$0.00
							0.862			\$0.00	29.351	\$0.00
							1.023			\$0.00	38.801	\$0.00
							0.924	1.393	1.507	\$0.00	38.801	\$0.00
							1.013	1.568	1.547	\$0.00	49.651	\$0.00
8	67.204	0.785	1.415				1.103	1.762	1.598	\$0.00	61.761	\$0.00

Average Customized: 0.000 0.000 0.000  
 Week Post Weaning > 30: 0.680 3.402  
 Cull Percent of Base: 0% 0%  
 Cull Performance: 0.000 0.000 0.000  
 Mortality Percent of Base: 0% 0%  
 Mortality Performance: 0.000 0.000 0.000

Click "Yes" to use default growth values

**Notice**  
Do you want to apply default values to blank cells?  
Yes No

## Step 5

**Elanco** User Inputs > Growth Parameters Language: English Export Home

Company: FVP XYZ dollar kg Performance Parameter: Demo New Save Save As Delete

**Growth and ADFI Adjustment:**

Week Post Weaning	Weight	Default.kg		Marginal.kg		F/G	ADG	Feed Cost/kg
		ADG	ADFI	Customized ADG	Customized ADFI			
1	8.943	0.227	0.249	0.227	0.249	0.909	0.500	\$0.00
295	0.408	0.227	0.249	0.227	0.249	0.722	0.575	\$0.00
386	0.544	0.386	0.544	0.386	0.544	0.708	0.667	\$0.00
450	0.703	0.450	0.703	0.450	0.703	0.641	0.748	\$0.00
544	0.862	0.544	0.862	0.544	0.862	0.632	0.839	\$0.00
612	1.023	0.612	1.023	0.612	1.023	0.598	0.924	\$0.00
703	1.188	0.703	1.188	0.703	1.188	0.592	1.013	\$0.00
785	1.415	0.785	1.415	0.785	1.415	0.554	1.103	\$0.00
Average Customized:		0.785	2.192	0.785	2.192	2.793		
Week Post Weaning > 30:		0.680	3.402	0.680	3.402			
Cull Percent of Base:		0%	0%	0%	0%	0.000		
Cull Performance:		0.000	0.000	0.000	0.000	0.000		
Mortality Percent of Base:		0%	0%	0%	0%	0.000		
Mortality Performance:		0.000	0.000	0.000	0.000	0.000		

Adjustment can be made to cull and mortality pig performance (optional)

Please consult TC prior to adjustment

Default growth values will populate in customized columns

## Step 6

**Elanco** User Inputs > Growth Parameters Language: English Export Home

Company: FVP XYZ dollar kg Performance Parameter: Demo New Save Save As Delete

**Growth and ADFI Adjustment:**

Week Post Weaning	Weight	Default.kg		Marginal.kg		F/G	Cumulative.kg					
		ADG	ADFI	Customized ADG	Customized ADFI		ADG	ADFI	F/G	Feed Cost		
1	8.943	0.227	0.249	0.227	0.249	0.909	0.500	0.550	1.100	\$0.00	3.500	\$0.00
							0.575	0.725	1.261	\$0.00	8.050	\$0.00
							0.667	0.883	1.325	\$0.00	14.000	\$0.00
							0.748	1.050	1.403	\$0.00	20.951	\$0.00
							0.839	1.220	1.455	\$0.00	29.351	\$0.00
							0.924	1.393	1.507	\$0.00	38.801	\$0.00
							1.013	1.568	1.547	\$0.00	49.651	\$0.00
							1.103	1.762	1.598	\$0.00	61.761	\$0.00
Average Customized:		0.785	2.192	0.785	2.192	2.793						
Week Post Weaning > 30:		0.680	3.402	0.680	3.402							
Cull Percent of Base:		90%	90%	90%	90%	2.795						
Cull Performance:		0.706	1.973	0.706	1.973	2.795						
Mortality Percent of Base:		80%	90%	80%	90%	3.142						
Mortality Performance:		0.628	1.973	0.628	1.973	3.142						

If working with grow-finish data, click "Grow-Finish Curve Adjustment"

See release updates to reference "Grow-Finish Curve Adjustment" guidelines

Grow-Finish Curve Adjustment

## Step 7

**Feeding Program:**

→ **Add Diet** **Delete** ←

<input type="checkbox"/>	Post Weaning Feed Diets	Cost/Metric Ton, \$	Feed Budget, kg
<input type="checkbox"/>	Diet 1	800.00	3.00
<input type="checkbox"/>	Diet 2	600.00	20.00
<input type="checkbox"/>	Diet 3	400.00	30.00
<input type="checkbox"/>	Diet 4	350.00	40.00
<input type="checkbox"/>	Diet 5	320.00	60.00
<input type="checkbox"/>	Diet 6	340.00	70.00
<input type="checkbox"/>	Diet 7	360.00	50.00

Average Customized: 452.86 39.00

- Profit Optimizer Y will require Feeding Program entry
- Enter Post Weaning Feed Diet names, cost, and budgeted units
- To add diet, click “Add Diet” and enter required information
- To remove a diet, select the diet you wish to remove by clicking on the boxes located on left side, then click “Delete”

## Step 8

**Adjustments:**

→ **Add Adjustment** **Delete** ←

<input type="checkbox"/>	Item	Start Week	End Week	ADG adj, %	ADFI adj, %
<input type="checkbox"/>	Item 1	21	30	10%	0%

- Optional adjustments to the growth curve may be entered as appropriate
- Enter item name, start week, end week, ADG adj %, and ADFI adj %
- To add adjustment, click “Add Adjustment” and enter required information
- To remove adjustment, select the item you wish to remove by clicking on the boxes located on left side, then click “Delete”



## Step 9

User Inputs > Growth Parameters Language: English Export Home

Company: FVP XYZ dollar kg Performance Parameter: Demo New Save Save As Delete

Growth and ADFI Adjustment:

Week Post Weaning	Weight	Default, kg		Marginal, kg			Cumulative, kg					
		ADG	ADFI	Customized ADG	Customized ADFI	F/G	ADG	ADFI	F/G	Feed Cost	Weight Gained	Feed Cost/kg
1	7.032	0.227	0.249	0.227	0.249	1.097	0.227	0.249	1.097	\$1.39	1.589	\$0.88
2	9.097	0.295	0.408	0.295	0.408	1.383	0.261	0.329	1.259	\$3.36	3.654	\$0.92
3	11.799	0.386	0.544	0.386	0.544	1.409	0.303	0.400	1.323	\$5.64	6.356	\$0.89
4	14.949	0.450	0.703	0.450	0.703	1.562	0.340	0.476				
5	18.757	0.544	0.862	0.544	0.862	1.585	0.380	0.553				
6	23.041	0.612	1.023	0.612	1.023	1.672	0.419	0.632				
7	27.962	0.703	1.188	0.703	1.188	1.690	0.460	0.711	1.547	\$19.14	22.519	\$0.85
8	33.457	0.785	1.415	0.785	1.415	1.803	0.500	0.799	1.597	\$23.10	28.014	\$0.82

Average Customized: 0.785 2.192 2.793 Grow-Finish Curve Adjustment

Week Post Weaning > 30:  
Cull Percent of Base:  
Cull Performance:  
Mortality Percent of Base:  
Mortality Performance:

Once all entries and adjustments are complete, click "Save"

The Performance Parameter successfully saved!

A prompt will appear to confirm the Performance Parameters have been saved successfully, click "OK"

Adjustments:

Item	Start Week	End Week	ADG adj, %	ADFI adj, %
Item 1	21	30	10%	0%

## Assumptions Setup

## Step 1

Notice

The Performance Parameters has been successfully saved, Please go to the Assumptions page to fill in the assumption parameters!

Yes No

Cull Percent of Base: 90% 90%

- A prompt will appear to confirm the Performance Parameters have been saved successfully
- Now, the assumption parameters must be set.
- If this is the initial setup, click "Yes"
- If setup is already complete and you wish to bypass, click "No"

## Step 2

User Inputs > Assumptions Home

Company: FVP XYZ dollar kg

Performance Parameters: Demo

**Baseline Data**

Carcass Base Price, \$/kg: 2.05

Period Marketings: 8000

Entry Pig Cost, \$/hd: 35.00

**Attrition Economics**

DOAs Live Price, \$/kg: 0.00

Non-Ambulatory Live Price, \$/kg: 1.03

Culls Live Price, \$/kg: 0.82

Save

Not required

- Select appropriate Company and Performance Parameter
- Enter Carcass Base Price (appropriate units of measure) & Period Marketings (# of pigs)
- It is not necessary to enter the identified parameters for Profit Optimizer Y
- Once complete, click "Save"

## Step 3

User Inputs > Assumptions Home

Company: FVP XYZ dollar kg

Performance Parameters: Demo

**Baseline Data**

Carcass Base Price, \$/kg: 2.05

Period Marketings: 8000

Entry Pig Cost, \$/hd: 35.00

**Attrition Economics**

DOAs Live Price, \$/kg: 0.00

Non-Ambulatory Live Price, \$/kg: 1.03

Culls Live Price, \$/kg: 0.82

Save

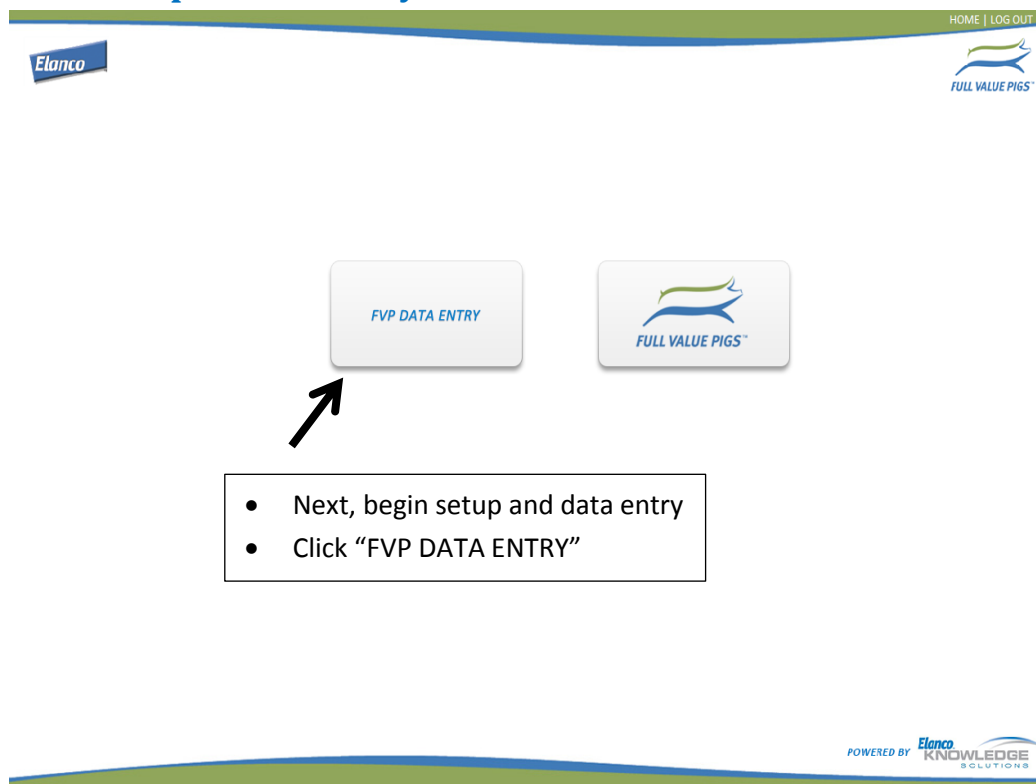
The Assumptions successfully saved!

OK

• A prompt will appear to confirm the assumptions were successfully saved

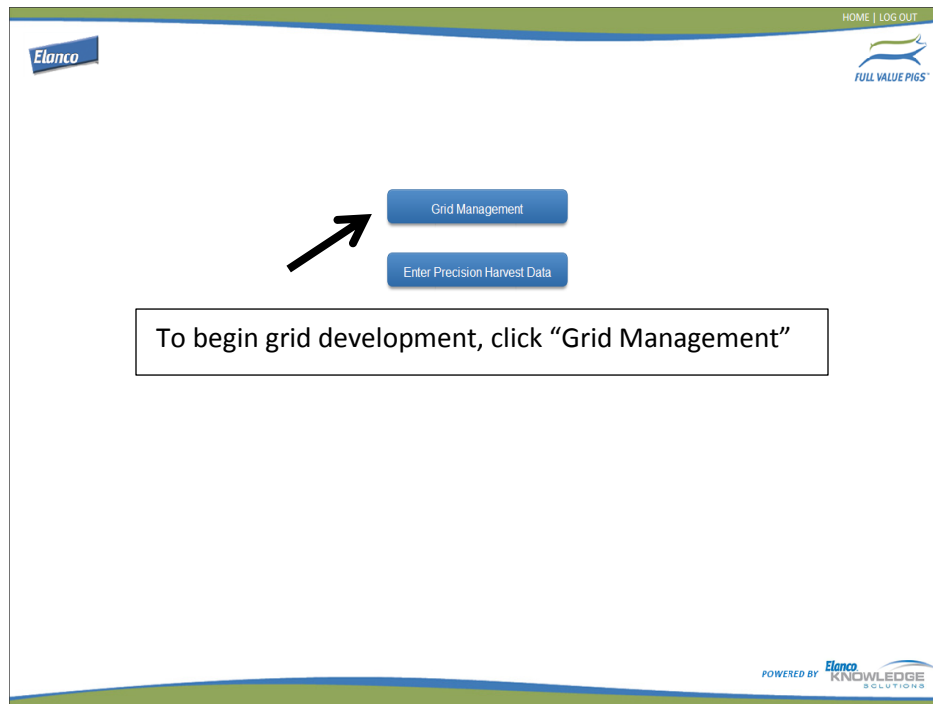
• Click "OK"

## Begin Grid Setup & Data Entry



## Payment Grid Setup

### Step 1



### Step 2



### Step 3

FVP DATA ENTRY > Grid Management Language English Back Home

Company: FVP XYZ dollar kg Payment Grid: Test grid New Save Save As Delete

Weight Type: ☒ Live Weight ☐ Carcass Weight ☐ Percent of Base Price (%) ☒ Value per weight

Grid Type: ☒ Live Weight ☐ Carcass Weight ☐ Percent of Base Price (%) ☒ Value per weight

Payment Grid (\$/kg)

Live Weight (kg)	< 70	70 - 75	75 - 80	80 - 85	85 - 90	90 - 95	95 - 100	100 - 105	105 - 110	110 - 115	115 - 120	120 - 125
Quality												
N/A	-6.50	-4.50	-4.50	-4.00	-3.50	1.50	1.50	1.50	1.50	1.50	1.50	10.00

**Notice**

Please Name the Payment Grid You Want to Create First!

Grid Name:

OK Cancel

- Enter "Grid Name"
- Click "OK"

### Step 4

FVP DATA ENTRY > Grid Management Language English Back Home

Company: FVP XYZ dollar kg Payment Grid: demo New Save Save As Delete

Weight Type: ☒ Live Weight ☐ Carcass Weight ☒ Percent of Base Price (%) ☐ Value per weight

Grid Type: ☒ Live Weight ☐ Carcass Weight ☒ Percent of Base Price (%) ☐ Value per weight

- Select "Weight Type" – Live Weight or Carcass Weight
- Select "Grid Type" – Percent of Base Price (%) or Value per weight
- Begin building grid by defining weight ranges & adding quality ranges

## Step 5

FVP DATA ENTRY > Grid Management Language English Back Home

Company: FVP XYZ dollar kg Payment Grid: demo New Save Save As Delete

Weight Type: ☒ Live Weight ☐ Carcass Weight Grid Type: ☒ Percent of Base Price (%) ☐ Value per weight

Payment Grid

Live Weight (kg)	0 - 85		85 - 100		100 - 106		106 - 120		120 - 135		135 - 140		140 - 145		145 - 155		155 +		Delete
Quality	0	- 85	85	- 100	100	- 106	106	- 120	120	- 135	135	- 140	140	- 145	145	- 155	155	+	
N/A	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	

Add Weight Range Add Quality Range

- Set initial weight range (example 0 kg – 85 kg)
- Click “Add Weight Range” to insert additional grid weight ranges

## Step 6

FVP DATA ENTRY > Grid Management Language English Back Home

Company: FVP XYZ dollar kg Payment Grid: demo New Save Save As Delete

Weight Type: ☒ Live Weight ☐ Carcass Weight Grid Type: ☒ Percent of Base Price (%) ☐ Value per weight

Payment Grid

Live Weight (kg)	0 - 85		85 - 100		100 - 106		106 - 120		120 - 135		135 - 140		140 - 145		145 - 155		155 +		Delete
Quality	0	- 85	85	- 100	100	- 106	106	- 120	120	- 135	135	- 140	140	- 145	145	- 155	155	+	
Delete 1	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	
Delete 2	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	
Delete 3	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	
Delete N/A	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	0.00	%	

Add Weight Range Add Quality Range

- If grid is weight only grid, no quality grade is needed
  - Proceed to entering premium/discount values
- If grid includes quality ranges, then enter initial quality value and click “Add Quality Range”

## Step 7

FVP DATA ENTRY > Grid Management Language: English Back Home [Icon]

Company: FVP XYZ dollar kg Payment Grid: demo New Save Save As Delete

Weight Type: Grid Type:

☒ Live Weight ☐ Carcass Weight ☒ Percent of Base Price (%) ☐ Value per weight

Payment Grid

Live Weight (kg)		0 - 85		85 - 100		100 - 106		106 - 120		120 - 135		135 - 140		140 - 145		145 - 155		155 +		Delete	
Quality																					
Delete	1	70	%	80	%	95	%	108	%	0.00	%	0.00	%	0.00	%	0.00	%	50	%		
Delete	2	70	%	80	%	99	%	110	%	0.00	%	0.00	%	0.00	%	0.00	%	50	%		
Delete	3	70	%	80	%	97	%	108	%	0.00	%	0.00	%	0.00	%	0.00	%	50	%		
Delete	4	70	%	80	%	95	%	102	%	0.00	%	0.00	%	0.00	%	0.00	%	50	%		
Delete	5	70	%	80	%	93	%	95	%	0.00	%	0.00	%	0.00	%	0.00	%	50	%		
Delete	6	70	%	80	%	90	%	90	%	0.00	%	0.00	%	0.00	%	0.00	%	50	%		

Add Weight Range Add Quality Range

Begin entering premium/discount values for each grid cell

## Step 8

FVP DATA ENTRY > Grid Management Language: English Back Home [Icon]

Company: FVP XYZ dollar kg Payment Grid: demo New Save Save As Delete

Weight Type: Grid Type:

☒ Live Weight ☐ Carcass Weight ☒ Percent of Base Price (%) ☐ Value per weight

Payment Grid

Live Weight (kg)		0 - 85		85 - 100		100 - 106		106 - 120		120 - 135		135 - 140		140 - 145		145 - 155		155 +		Delete	
Quality																					
Delete	1	70	%	80	%	95	%	108	%	108	%	108	%	104	%	95	%	72	%		
Delete	2	70	%	80	%	99	%	110	%	112	%	112	%	112	%	100	%	72	%		
Delete	3	70	%	80	%	97	%	108	%	110	%	110	%	110	%	100	%	72	%		
Delete	4	70	%	80	%	95	%	102	%	108	%	110	%	105	%	95	%	72	%		
Delete	5	70	%	80	%	93	%	95	%	95	%	95	%	95	%	93	%	72	%		
Delete	6	70	%	80	%	90	%	90	%	90	%	90	%	90	%	90	%	72	%		

Add Weight Range Add Quality Range

- Make sure negative signs ( - ) are used for discounts in value per weight grids
- Once premium/discount values are entered, click "Save"

## Step 9

FVP DATA ENTRY > Grid Management

Language: English

Company: FVP XYZ dollar kg Payment Grid: demo

Weight Type: ☒ Live Weight ☐ Carcass Weight ☐ Percent of Base Price (%) ☐ Value per weight

Grid Type:

Payment Grid

Live Weight (kg)	Quality	0 - 85	85 - 100	100 - 106	106 - 120	120 - 135	135 - 140	140 - 145	145 - 155	155 +	Delete					
Delete 1	70	%	80	%	95	%	108	%	108	%	104	%	95	%	72	%
Delete 2	70	%	80	%	99	%	110	%	112	%	112	%	100	%	72	%
Delete 3	70	%	80	%	97	%	108	%	108	%	108	%	100	%	72	%
Delete 4	70	%	80	%	95	%	102	%	108	%	108	%	95	%	72	%
Delete 5	70	%	80	%	93	%	95	%	93	%	93	%	93	%	72	%
Delete 6	70	%	80	%	90	%	90	%	90	%	90	%	90	%	72	%

Add Weight Range Add Quality Range

The Payment Grid successfully created!

OK

- A prompt will alert that the grid has been saved correctly
- Click “OK”
- Then click “Back” to continue with data entry
- Or click “Home” to begin tool access

## Data Entry

## Step 1

Elanco

HOME | LOG OUT

Grid Management

Enter Precision Harvest Data

To begin data entry, click “Enter Precision Harvest Data”

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## Step 2

**FVP DATA ENTRY > Enter Precision Harvest Data** Language: English Back Home

Company:  Performance Parameter:  Payment Grid:

Year:  Month:  Save

Once 1 month's data has been collected

- Select "Company"
- Select "Performance Parameter"
- Select "Grid"
- Select "Year" for closed groups
- Select "Month" for closed groups

## Step 3

**FVP DATA ENTRY > Enter Precision Harvest Data** Language: English Back Home

Company: FVP XYZ dollar kg Performance Parameter: Demo Payment Grid: demo

Year: 2013 Month: 12 Save

**Closeout Data Entry**

Pigs Placed, #  Finishing Mortality, #

Total Weight Placed, kg  Culls, #

Feed Cost per kg of gain, \$/kg  Total Cull Weight, kg

Last Finishing Diet Cost, \$/Metric Ton  Transportation Losses, #

Live Base Price, \$/kg

**Number of Head per Weight Break**

Yield, %:  %

Live Weight (kg)	< 85	85 - 100	100 - 106	106 - 120	120 - 135	135 - 140	140 - 145	145 - 155	155 +
1	6	77	247	323	281	164	58	9	4
2	8	158	529	980	1031	739	347	136	30
3	2	27	182	370	481	431	286	116	44
4	1	4	16	65	89	93	76	47	19
5	0	1	0	11	6	13	11	4	4
6	0	0	0	0	1	0	5	2	0

- Enter the required entries in "Closeout Data Entry"
- Enter values into grid categories in "Number of Head per Weight Break"

## Step 4

**FVP DATA ENTRY > Enter Precision Harvest Data** Language: English Back Home

Company: FVP XYZ dollar kg Performance Parameter: Demo Payment Grid: demo  
 Year: 2013 Month: 12 Save

**Closeout Data Entry**

Pigs Placed, # 8000 Finishing Mortality, # 253  
 Total Weight Placed, kg 43636 Culls, # 74  
 Feed Cost per kg of gain, \$/kg 0.85 Total Cull Weight, kg 5500  
 Last Finishing Diet Cost, \$/Metric Ton 308.00 Transportation Losses, # 46  
 Live Base Price, \$/kg 1.54

**Number of Head per Weight Break**  
 Yield, %: 75 %

Live Weight (kg)	< 85	85 - 100	100 - 106	106 - 120	120 - 135	135 - 140	140 - 145	145 - 155	155 +
1	6	77	247	323	281	164	58	9	4
2	8	158	529	980	1031	739	347	136	30
3	2	27	182	370	481	431	286	116	44
4	1	4	16	65	89	93	76	47	19
5	0	1	0	11	6	13	11	4	4
6	0	0	0	0	1	0	5	2	0

- Once all values are finalized and verified, click "Save"
- Saved data for a month cannot be changed

## Step 5

**FVP DATA ENTRY > Enter Precision Harvest Data** Language: English Back Home

Company: FVP XYZ dollar kg Performance Parameter: Demo Payment Grid: demo  
 Year: 2013 Month: 12 Save

**Closeout Data Entry**

Pigs Placed, # 8000 Finishing Mortality, # 253  
 Total Weight Placed, kg 43636 Culls, # 74  
 Feed Cost per kg of gain, \$/kg 0.85 Total Cull Weight, kg 5500  
 Last Finishing Diet Cost, \$/Metric Ton 308.00 Transportation Losses, # 46  
 Live Base Price, \$/kg 1.54

**Number of Head per Weight Break**  
 Yield, %: 75 %

The Data Entry successfully saved!  
 OK

Live Weight (kg)	< 85	85 - 100	100 - 106	106 - 120	120 - 135	135 - 140	140 - 145	145 - 155	155 +
1	6	77	247	323	281	164	58	9	4
2	8	158	529	980	1031	739	347	136	30
3	2	27	182	370	481	431	286	116	44
4	1	4	16	65	89	93	76	47	19
5	0	1	0	11	6	13	11	4	4
6	0	0	0	0	1	0	5	2	0

- Data Entry Success prompt will populate, click "OK"
- Page will automatically update to a blank data entry option (see next slide)
- Once data is saved, it will be stored and available for future access

## Step 6

**FVP DATA ENTRY > Enter Precision Harvest Data** Language: English Back Home

Company: FVP XYZ dollar kg Performance Parameter: Demo Payment Grid: demo  
 Year: 2013 Month: 11 Save

**Closeout Data Entry**

Pigs Placed, #  Finishing Mortality, #   
 Total Weight Placed, kg  Culls, #   
 Feed Cost per kg of gain, \$/kg  Total Cull Weight, kg   
 Last Finishing Diet Cost, \$/Metric Ton  Transportation Losses, #   
 Live Base Price, \$/kg

**Number of Head per Weight Break**

Yield, %: 75 %

Live Weight (kg)	< 85	85 - 100	100 - 106	106 - 120	120 - 135	135 - 140	140 - 145	145 - 155	155 +
Quality 1	0	0	0	0	0	0	0	0	0
Quality 2	0	0	0	0	0	0	0	0	0
Quality 3	0	0	0	0	0	0	0	0	0

- A new data entry sheet will appear, select year/month to continue with data entry
- Click “Back” to continue to FVP Data Entry page
- Click “Home” to continue to tool access

## Select Data to Pull

**Elanco** Profit Optimizer Y > Home Home

User Inputs

After month's data has been saved, go to home page, click “Home”

**Profit Optimizer Y**

Home

Market Weight Optimization

Marketed Animals in Matrix

MOFC Summary

Growth and FI Curves

Export PowerPoint

**Full Value Pig Profit Optimizer Y**

Date Range:  -

Company:

Payment Grid:

Performance Parameter:

Number of Records:  Get Data

- Select date range, company, payment grid, and performance parameter
- Select number of records, you have option of 2,000 or 10,000
  - If number of records is less than number selected, tool will get all data
  - If number is more than number selected, tool will get a representative sub-sample of the data
- Click “Get Data”

## Pulling Data from Elanco Database

Profit Optimizer Y > Home Home

**Full Value Pig Profit Optimizer Y**

Date Range: 12/1/2013 - 12/31/2013

Company: FVP XYZ dollar kg

Getting Data

Performa

Number of Records: 10000 Get Data

## Data Pulled Successfully from Elanco

Profit Optimizer Y > Home Home

**Full Value Pig Profit Optimizer Y**

Date Range: 12/1/2013 - 12/31/2013

Company: FVP XYZ dollar kg

Payment Grid: demo

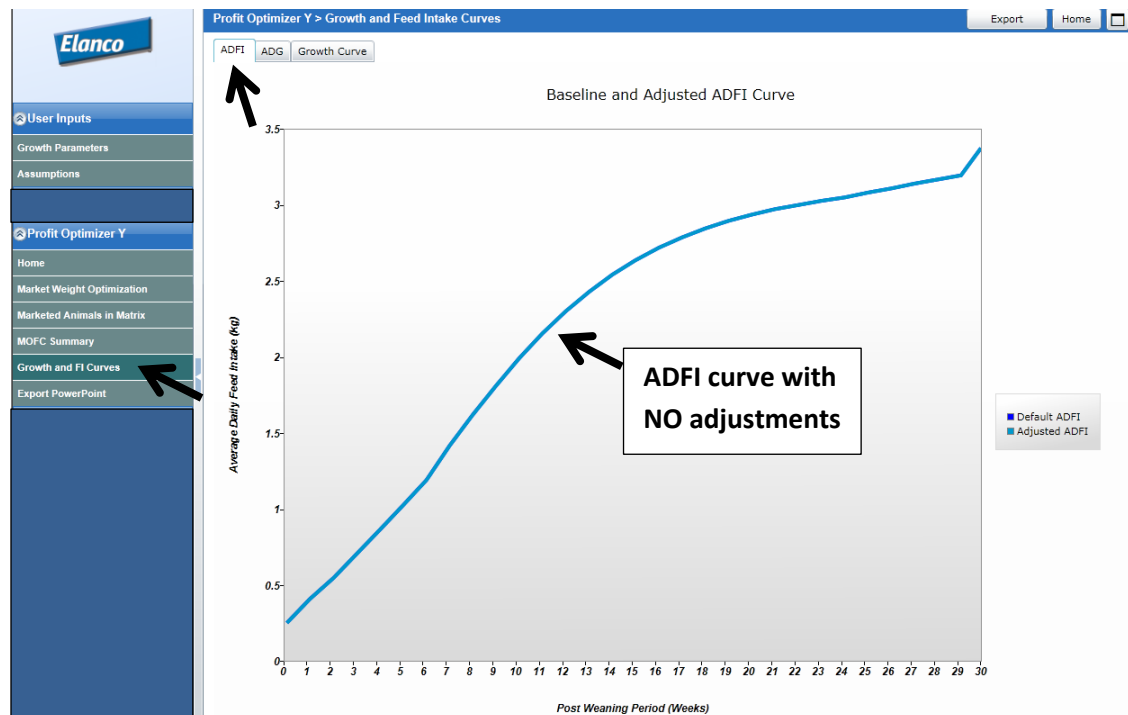
Performance Parameter: Demo

Number of Records: 10000 Get Data

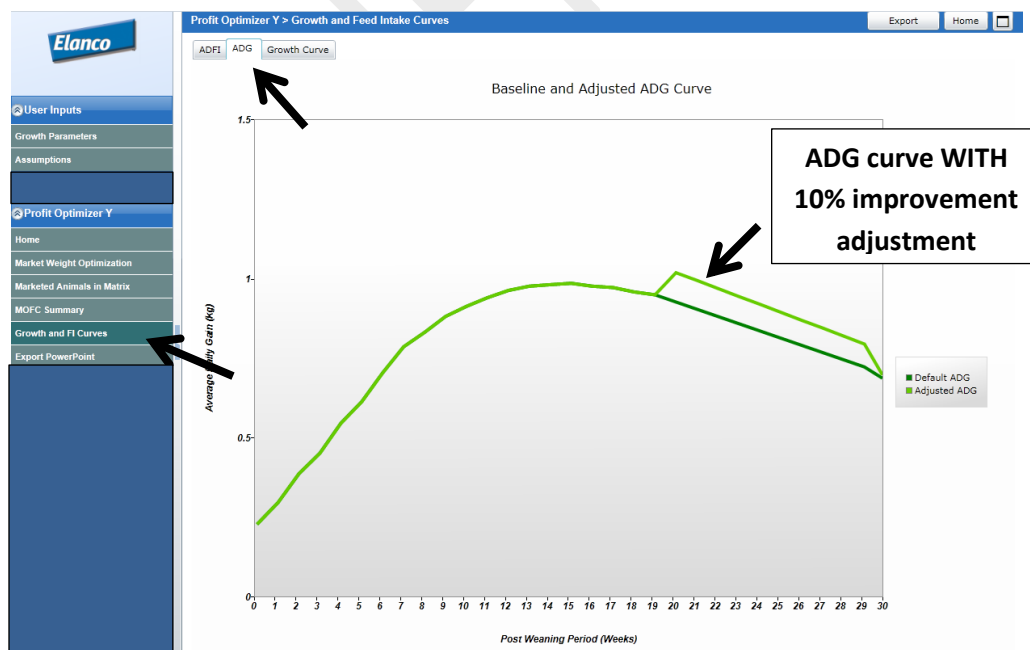
Last loading data at : 2/6/2014 1:32:37 PM

## Growth Curve Metrics

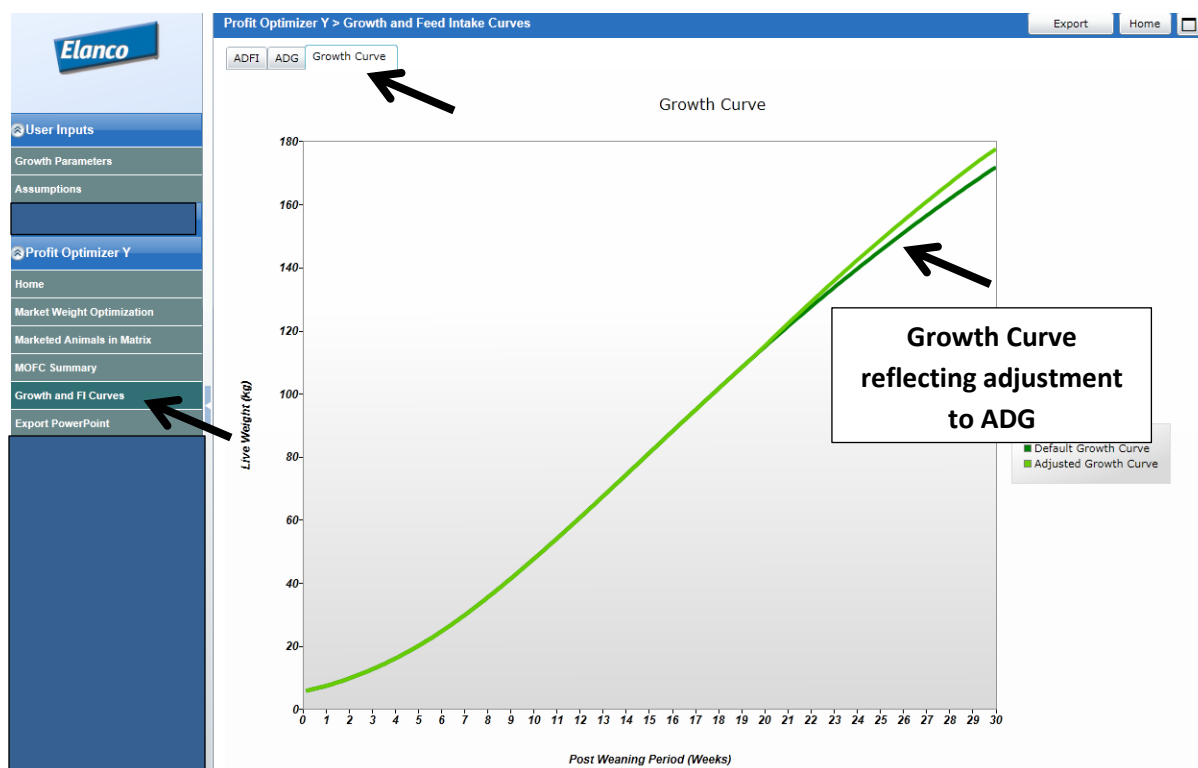
### ADFI



### ADG



## Growth Curve



## Payment Grid

Profit Optimizer Y > Marketed Animals in Packer Matrix

Packer Matrix As Marketed in Matrix

"demo" - Premiums and Discounts to Base Carcass Price

Live Weight	<84	85-99	100-105	106-119	120-134	135-139	140-144	145-154	155+
1	70.00%	80.00%	95.00%	108.00%	108.00%	108.00%	104.00%	95.00%	72.00%
2	70.00%	80.00%	99.00%	110.00%	112.00%	112.00%	112.00%	100.00%	72.00%
3	70.00%	80.00%	97.00%	108.00%	110.00%	110.00%	110.00%	100.00%	72.00%
4	70.00%	80.00%	95.00%	102.00%	108.00%	110.00%	105.00%	95.00%	72.00%
5	70.00%	80.00%	93.00%	95.00%	95.00%	95.00%	95.00%	93.00%	72.00%
6	70.00%	80.00%	90.00%	90.00%	90.00%	90.00%	90.00%	90.00%	72.00%

Click and drag

- Once data is pulled, click on "Payment Grid"
- Please confirm all grid metrics meet expectations

## Marketed Animals in Payment Grid

Profit Optimizer Y > Marketed Animals in Packer Matrix

100% Export Home

Packer Matrix As Marketed in Matrix

Marketed Animals in "demo"

Live Weight	<84	85-89	100-105	106-119	120-134	135-139	140-144	145-154	155+	Number	Percent
1	6	77	247	323	281	164	58	9	4	1169	15.5%
2	8	158	529	860	1031	739	347	136	30	3958	52.5%
3	2	27	182	370	481	431	286	116	44	1939	25.7%
4	1	4	16	65	89	93	76	47	19	410	5.4%
5		1		11	6	13	11	4	4	50	0.7%
6					1		5	2		8	0.1%
Number	17	267	974	1749	1889	1440	783	314	101	7534	100.0%
Percent	0.2%	3.5%	12.9%	23.2%	25.1%	19.1%	10.4%	4.2%	1.3%	100.0%	

Click and drag

Population of marketed animals will be pulled into Payment Grid

## Market Weight Optimization

Profit Optimizer Y > Market Weight Optimization

Export Home

ELANCO Full Value Pig Analysis demo

Total Sample Analyzed: 7534 Hd

ADJUSTMENTS

Reduce STDEV of Marketings by: 0.00%

Average Feed Cost/Metric Ton, \$: 371.43

Base Carcass Price \$/kg: 2.05

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

Reset Feed Cost

Reset Base Price

Solve For Optimal Weight

Save Target Weight

Reset All

Result

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	124.39 kg	0.00 kg
Standard deviation:	15.91	15.91	0
Carcass weight:			
Average:	93.29 kg	93.29 kg	0.00 kg
Standard deviation:	11.93	11.93	0
Price Received:	\$3.12	\$3.12	\$0.00
Revenue/Head:	\$290.72	\$290.72	\$0.00
Feed Cost/Head:	\$104.32	\$104.32	\$0.00

- Click on "Market Weight Optimization" to begin setup
- "Average Feed Cost/Metric Ton" will be populated as weighted average from growth parameter "Post Weaning Feed Diets"
- Base Carcass Price will be populated from the "Assumptions" setup

## Market Weight Optimization – Current

**ELANCO Full Value Pig Analysis**

demo

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by: 0.00%

Average Feed Cost/Metric Ton, \$: 308.00

Base Carcass Price \$/kg: 2.05

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

**Result**

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	124.39 kg	0.00 kg
Standard deviation:	15.91	15.91	0
Carcass weight:			
Average:	93.29 kg	93.29 kg	0.00 kg
Standard deviation:	11.93	11.93	0
Price Received:	\$3.12	\$3.12	\$0.00
Revenue/Head:	\$290.72	\$290.72	\$0.00

- See “Total Sample Analyzed” (notice all pigs from January represented since <10,000)
- Begin entering values for your scenario

## Summary of Current Conditions

Parameter	Values
Market conditions	
Average feed cost / Metric Ton, \$	\$308.00
Base carcass price, \$/kg	\$2.05
Yield, %	75.00%
Base live price, \$/kg	\$1.54
Market weight	
Average, kg	124.39 kg
Standard deviation, kg	15.91 kg
Return over feed cost, \$/pig	\$117.41



## Market Weight Optimization – Solve for Optimal Weight

**ELANCO Full Value Pig Analysis** demo

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by: 0.00%

Average Feed Cost/Metric Ton, \$: 308.00 Reset Feed Cost

Base Carcass Price \$/kg: 2.05 Reset Base Price

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

Solve For Optimal Weight Save Target Weight Reset All

**Result**

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	129.29 kg	4.90 kg
Standard deviation:	15.91	16.54	0.63
Carcass weight:			
Average:	93.29 kg	97.00 kg	3.71 kg
Standard deviation:	11.93	12.41	0.47
Price Received:	\$2.19	\$2.16	(\$0.03)
Revenue/Head:	\$203.91	\$209.41	\$5.50
Feed Cost/Head:	\$86.51	\$91.10	\$4.60
Margin Over Feed Costs:	\$117.41	\$118.31	\$0.90
Period Opportunity:			\$7227

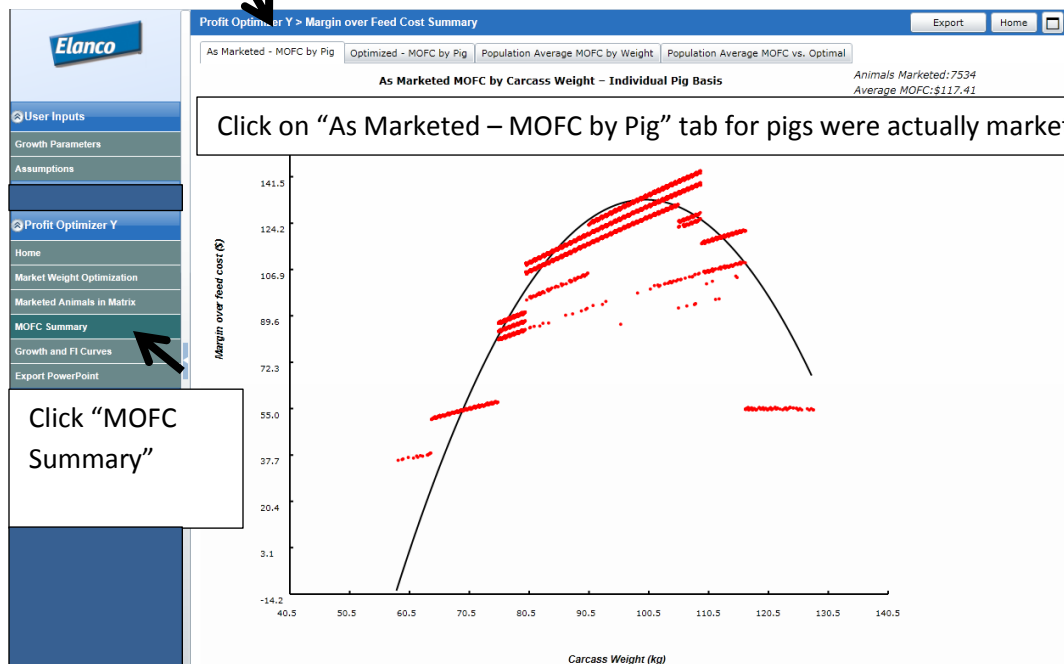
- Click “Solve For Optimal Weight”
- See “As Marketed” vs. “Optimized” metrics based on inputs

### How does Profit Optimizer Y solve for optimal weight?

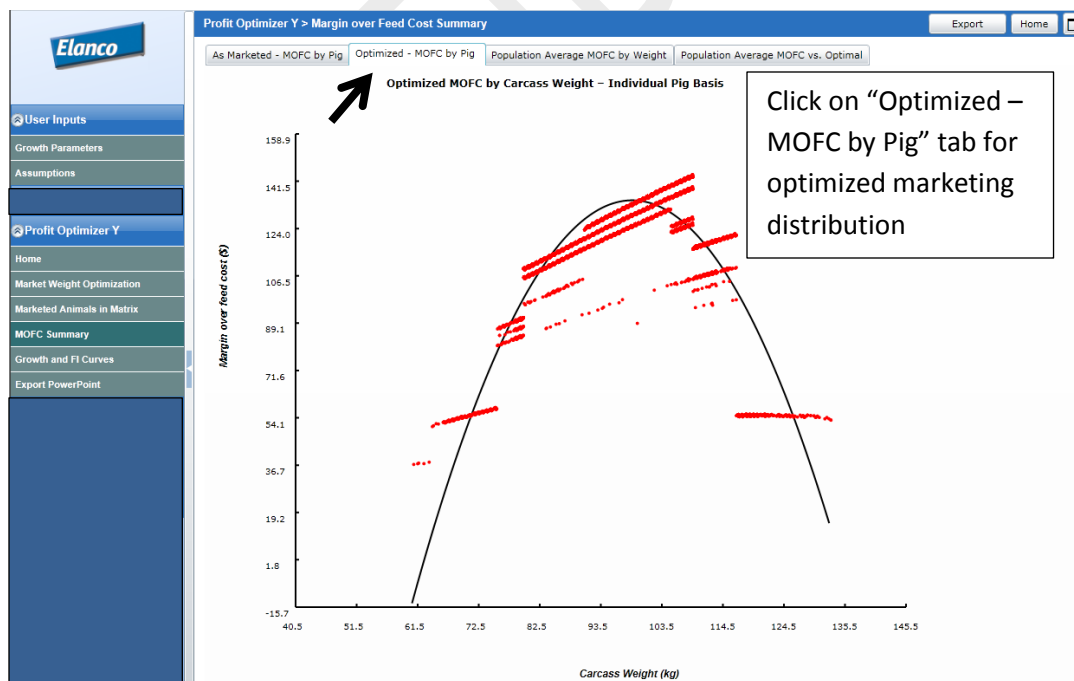
- Utilizes the population of pigs (2,000 or 10,000 pigs)
- Keeps CV of carcass weight the same, but will adjust standard deviation of carcass weight based on the new mean
- Calculates average margin over feed cost for the population of pigs on 1 kg intervals for carcass weights of 68 to 118 kg (plus or minus 25 kg of the average carcass weight)
  - As the average live weight changes, growth rate, feed intake, carcass yield, and lean percentage are adjusted
- Identifies the average live weight of the population that maximizes MOFC, which is the profit optimizing weight

## Margin Over Feed Cost Summary

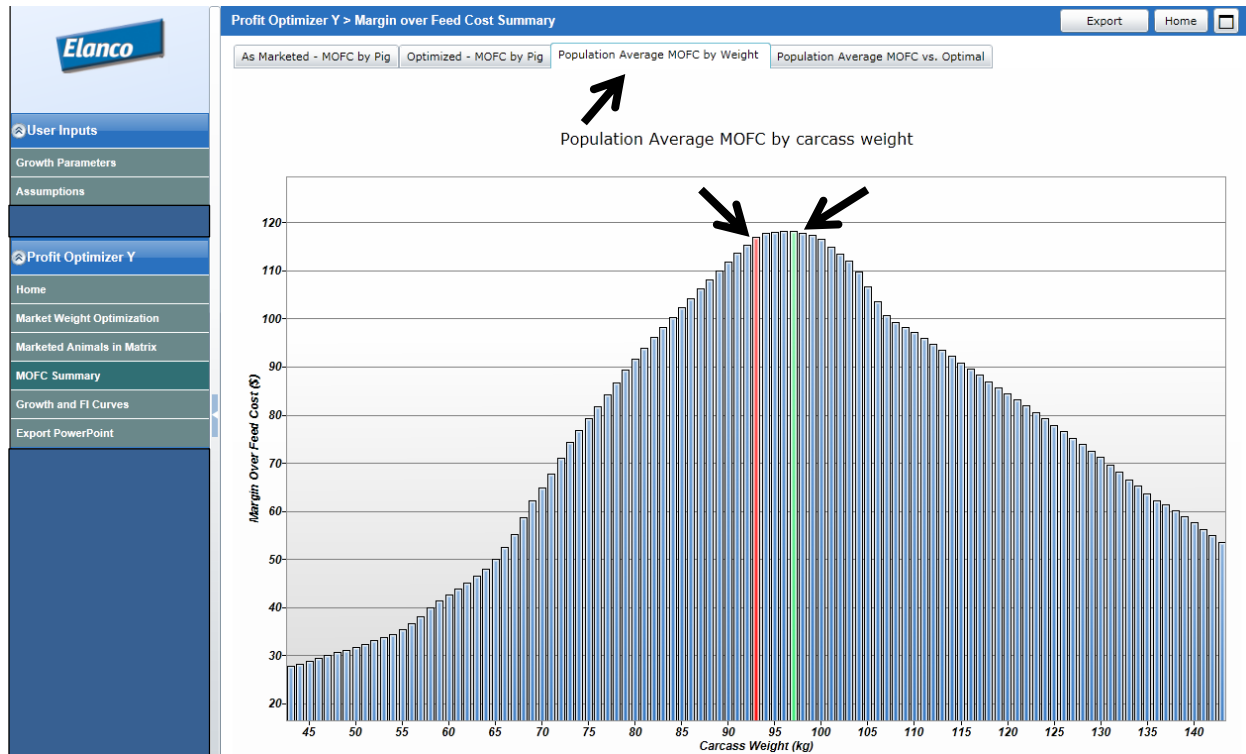
### Market Weight Optimization – As Marketed



### Market Weight Optimization – Optimized

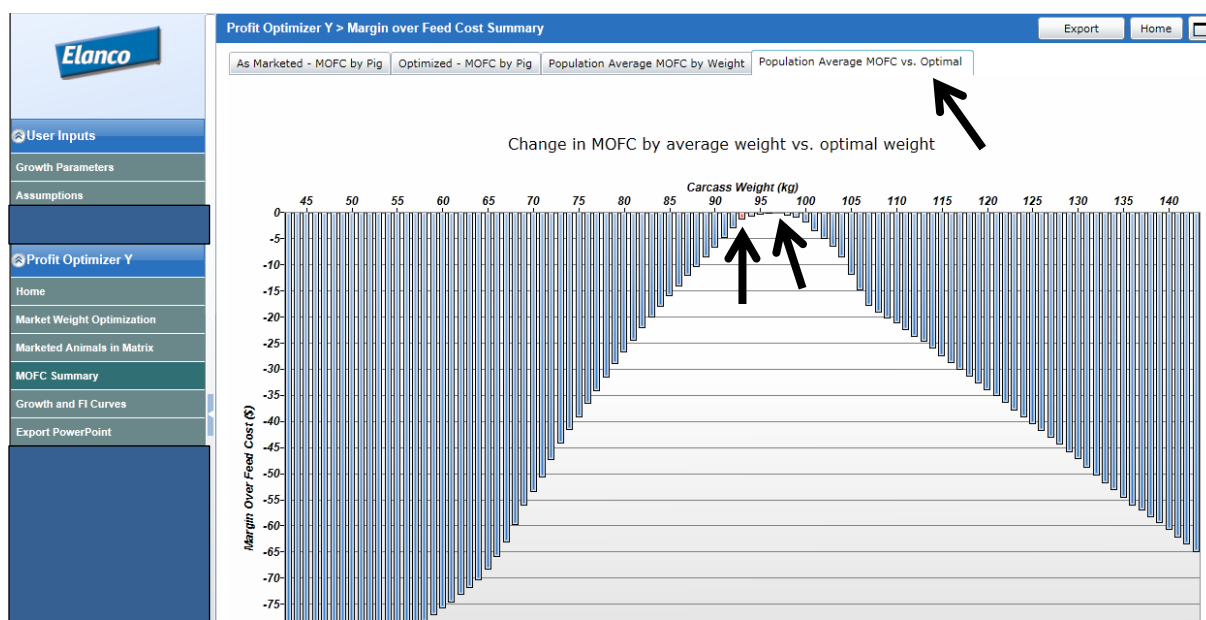


## Market Weight Optimization – Population Avg MOFC by Weight



- Click “Population Average MOFC by Weight”
- Red bar = MOFC for “As Marketed”
- Green bar = MOFC for “Optimized”
- All other bars represent MOFC by shifting population in 1 kg increments

## Market Weight Optimization – Population Avg MOFC vs. Optimal



- Click “Population Average MOFC vs. Optimal”
- Red bar = difference in MOFC for “As Marketed” vs. “Optimized”
- No bar = “Optimized” or value is “0”
- All other bars represent difference in MOFC vs. Optimal by shifting population in 1 kg increments

## Summary of Market Weight Optimization

Parameter	Current	Optimized
Market conditions		
Average feed cost / Metric Ton, \$	\$308.00	\$308.00
Base carcass price, \$/kg	\$2.05	\$2.05
Yield, %	75.00%	75.00%
Base live price, \$/kg	\$1.54	\$1.54
Market weight		
Average, kg	124.39 kg	129.29 kg
Standard deviation, kg	15.91 kg	16.54 kg
Return over feed cost, \$/pig	\$117.41	\$118.31

## Market Weight Optimization

Improve Standard Deviation by 25%

Profit Optimizer Y > Market Weight Optimization Export Home

**ELANCO Full Value Pig Analysis** demo

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by:  Reset Feed Cost

Average Feed Cost/Metric Ton, \$:  Reset Base Price

Base Carcass Price \$/kg:  Solve For Optimal Weight

Yield: 75.00% Save Target Weight

Select ADG/ADFI adjustments to disable:  Reset All

**Result**

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	124.25 kg	-0.14 kg
Standard deviation:	15.91	11.92	-3.99
Carcass weight:			
Average:	93.29 kg	93.29 kg	0.00 kg
Standard deviation:	11.93	8.95	-2.98
Price Received:	\$2.19	\$2.23	\$0.05
Revenue/Head:	\$203.91	\$208.44	\$4.53
Feed Cost/Head:	\$86.51	\$86.19	(\$0.31)
Margin Over Feed Costs:	\$117.41	\$122.25	\$4.84
Period Opportunity:			\$38735

- Click on “Market Weight Optimization” to run new scenario
- Let’s improve STDEV of live weight by 25%
- See changes in calculations

## How does Profit Optimizer Y reduce standard deviation?

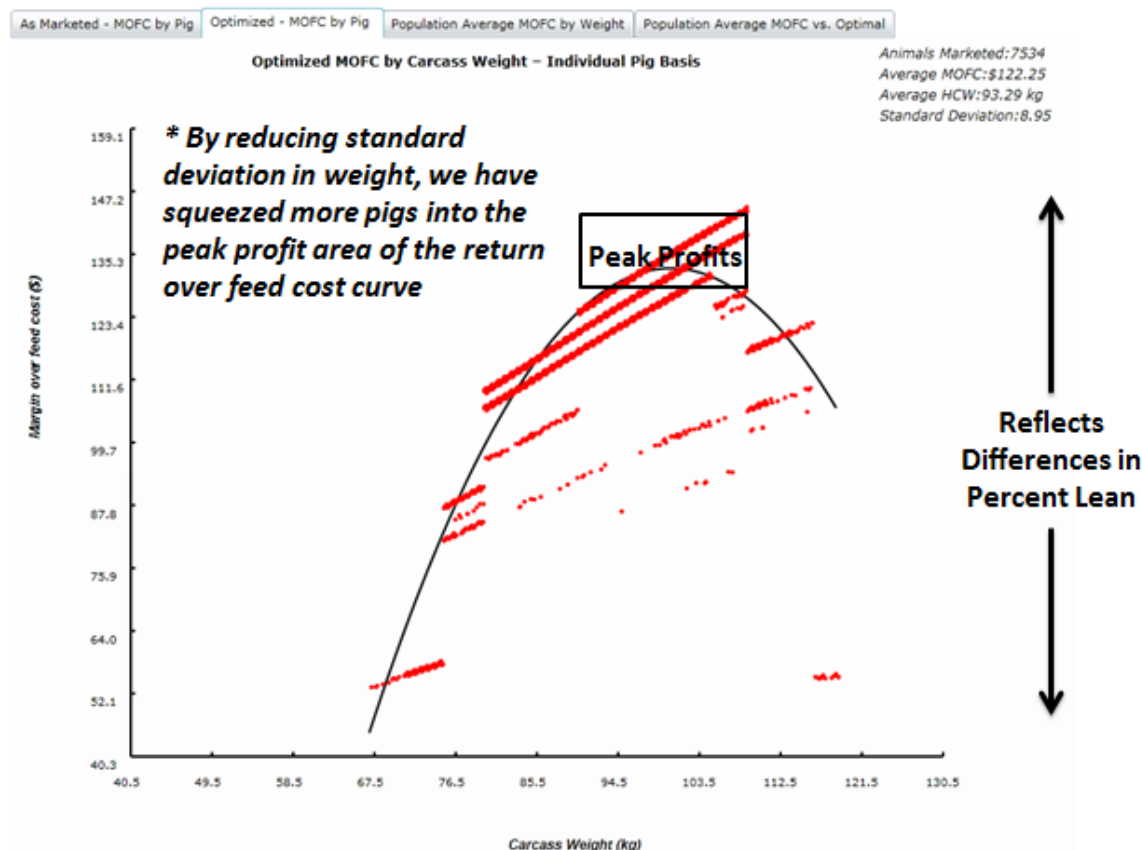
### Example 1

- Calculates the difference between each observation and the mean
  - Mean = 124.39 kg; individual observation = 130.00 kg
  - Mean difference = -5.61 kg
- Difference from the mean is multiplied by the adjustment (25%)
  - $-5.61 \text{ kg} \times 0.25 = -1.40 \text{ kg}$  closer to the mean
- Adjusted difference is then added/subtracted to the observation
  - $130.00 \text{ kg} - 1.40 \text{ kg} = 128.60 \text{ kg}$
- The adjusted weight (128.60 kg) is then adjusted for carcass yield

### Example 2

- Calculates the difference between each observation and the mean
  - Mean = 124.39 kg; individual observation = 110.00 kg
  - Mean difference = 14.39 kg
- Difference from the mean is multiplied by the adjustment (25%)
  - $14.39 \text{ kg} \times 0.25 = 3.60 \text{ kg}$  closer to the mean
- Adjusted difference is then added/subtracted to the observation
  - $110.00 \text{ kg} + 3.60 \text{ kg} = 113.60 \text{ kg}$
- The adjusted weight (113.60 kg) is then adjusted for carcass yield

## Standard Deviation Reduced 25%



## Summary of Analyses

Parameter	Current Scenario	Solved for Optimal	Reduce Standard Deviation by 25%
Market conditions			
Average feed cost / Metric Ton, \$	\$308.00	\$308.00	\$308.00
Base carcass price, \$/kg	\$2.05	\$2.05	\$2.05
Yield, %	75.00%	75.00%	75.00%
Base live price, \$/kg	\$1.54	\$1.54	\$1.54
Market weight			
Average, kg	124.39 kg	129.29 kg	124.25 kg
Standard deviation, kg	15.91 kg	16.54	11.92 kg
Return over feed cost, \$/pig	\$117.41	\$118.31	\$122.25
<b>Change from current, \$/pig</b>	---	<b>\$0.90</b>	<b>\$4.84</b>

## Re-optimize weight for reduced variation

**Elanco**

Profit Optimizer Y > Market Weight Optimization

Export Home

**ELANCO Full Value Pig Analysis**

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by: 25.00%

Average Feed Cost/Metric Ton, \$: 308.00

Base Carcass Price \$/kg: 2.05

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

**Result**

Click "Solve For Optimal Weight"

Solve For Optimal Weight

Reset Feed Cost

Reset Base Price

Save Target Weight

Reset All

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	124.25 kg	-0.14 kg
Standard deviation:	15.91	11.92	-3.99
Carcass weight:			
Average:	93.29 kg	93.29 kg	0.00 kg
Standard deviation:	11.93	8.95	-2.98
Price Received:	\$2.19	\$2.23	\$0.05
Revenue/Head:	\$203.91	\$208.44	\$4.53
Feed Cost/Head:	\$86.51	\$86.19	(\$0.31)
Margin Over Feed Costs:	\$117.41	\$122.25	\$4.84
Period Opportunity:			\$38735

Calculation in Progress

**Elanco**

Profit Optimizer Y > Market Weight Optimization

Export Home

**ELANCO Full Value Pig Analysis**

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by: 25.00%

Average Feed Cost/Metric Ton, \$: 308.00

Base Carcass Price \$/kg: 2.05

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

**Result**

Notice changes in calculations

Solve For Optimal Weight

Reset Feed Cost

Reset Base Price

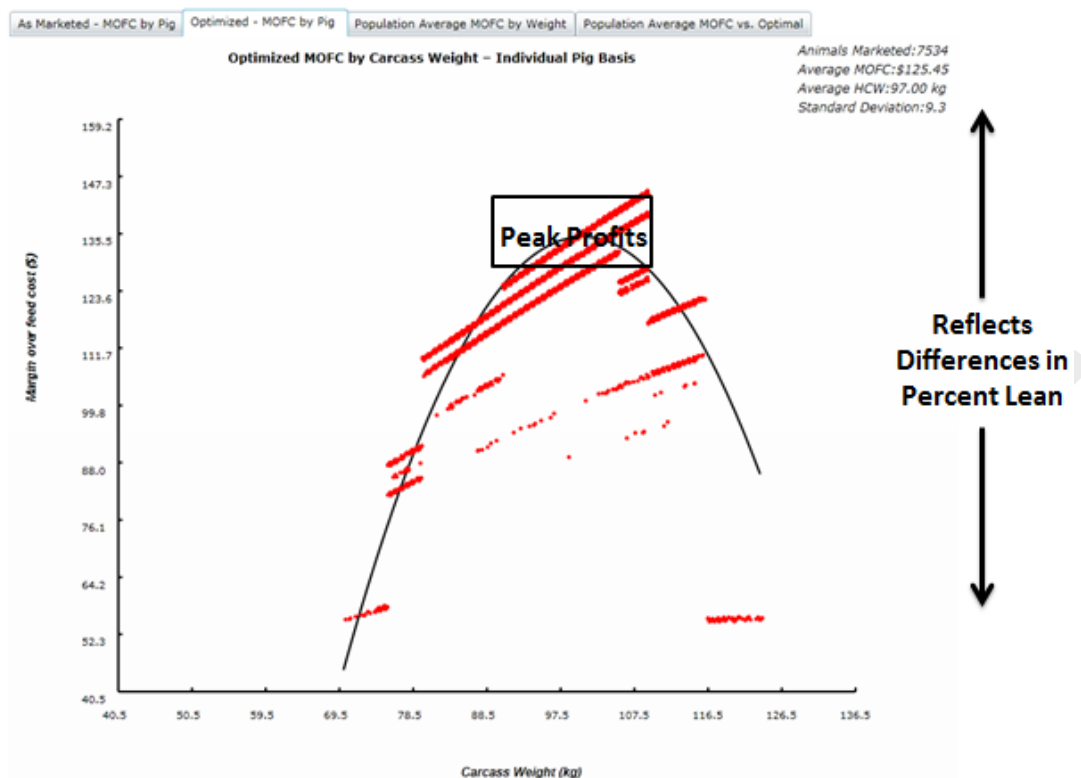
Save Target Weight

Reset All

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	129.14 kg	4.75 kg
Standard deviation:	15.91	12.39	-3.52
Carcass weight:			
Average:	93.29 kg	97.00 kg	3.71 kg
Standard deviation:	11.93	9.3	-2.63
Price Received:	\$2.19	\$2.23	\$0.04
Revenue/Head:	\$203.91	\$216.19	\$12.28
Feed Cost/Head:	\$86.51	\$90.74	\$4.24
Margin Over Feed Costs:	\$117.41	\$125.45	\$8.04
Period Opportunity:			\$64323



## Optimized MOFC by Carcass Weight



## Summary of Analyses

Parameter	Current Scenario	Solved for Optimal	Reduce Standard Deviation by 25%	Re-optimize with 25% reduction in Std. Dev.
Market conditions				
Average feed cost / Metric Ton, \$	\$308.00	\$308.00	\$308.00	\$308.00
Base carcass price, \$/kg	\$2.05	\$2.05	\$2.05	\$2.05
Yield, %	75.00%	75.00%	75.00%	75.00%
Base live price, \$/kg	\$1.54	\$1.54	\$1.54	\$1.54
Market weight				
Average, kg	124.39 kg	129.29 kg	124.25 kg	129.14 kg
Standard deviation, kg	15.91 kg	16.54	11.92 kg	12.39 kg
Return over feed cost, \$/pig	\$117.41	\$118.31	\$122.25	\$125.45
<b>Change from current, \$/pig</b>	---	<b>\$0.90</b>	<b>\$4.84</b>	<b>\$8.04</b>

## Market Weight Optimization – Setting the Target

### Step 1

Elanco

Profit Optimizer Y > Market Weight Optimization

Export Home

ELANCO Full Value Pig Analysis demo

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by: 25.00%

Average Feed Cost/Metric Ton, \$: 308.00

Base Carcass Price \$/kg: 2.05

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

Reset Feed Cost

Reset Base Price

Solve For Optimal Weight

Save Target Weight

Reset All

**Result**

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	129.14 kg	4.75 kg
Standard deviation:	15.91	12.39	-3.52
Carcass weight:			
Average:	93.29 kg	97.00 kg	3.71 kg
Standard deviation:	11.93	9.3	-2.63
Price Received:	\$2.19	\$2.23	\$0.04
Revenue/Head:	\$203.91	\$216.19	\$12.28
Feed Cost/Head:	\$86.51	\$90.74	\$4.24
Margin Over Feed Costs:	\$117.41	\$125.45	\$8.04
Period Opportunity:			\$64323

Click "Save Target Weight"

### Step 2

Elanco

Profit Optimizer Y > Market Weight Optimization

Export Home

ELANCO Full Value Pig Analysis demo

Total Sample Analyzed: 7534 Hd

**ADJUSTMENTS**

Reduce STDEV of Marketings by: 25.00%

Average Feed Cost/Metric Ton, \$: 308.00

Base Carcass Price \$/kg: 2.05

Yield: 75.00%

Select ADG/ADFI adjustments to disable: No items selected

Reset Feed Cost

Reset Base Price

Solve For Optimal Weight

Save Target Weight

Reset All

**Save Target Weight**

Target Date Range: 1/1/2014 - 2/28/2014

OK Cancel

Enter date range you wish to save the target optimal weight

Click "OK"

Measurement	As Marketed	Optimized	Difference
Live weight:			
Average:	124.39 kg	129.14 kg	4.75 kg
Standard deviation:	15.91	12.39	-3.52
Carcass weight:			
Average:	93.29 kg	97.00 kg	3.71 kg
Standard deviation:	11.93	9.3	-2.63
Price Received:	\$2.19	\$2.23	\$0.04
Revenue/Head:	\$203.91	\$216.19	\$12.28
Feed Cost/Head:	\$86.51	\$90.74	\$4.24
Margin Over Feed Costs:	\$117.41	\$125.45	\$8.04
Period Opportunity:			\$64323

### Step 3

- Set target success prompt will populate, click “OK”
- This will allow the “Optimized” target weight to be saved in tool
- Optimized target can be resaved if desired

### Step 4

- In the event the target was already saved and a new target is desired, the option is available to overwrite
- A prompt will appear indicating a previous target has been set
- Click “Yes” to save new target
- Click “No” to avoid saving new target

## Export to Power Point

### Step 1

Elanco

Profit Optimizer Y > Export PowerPoint

Home

Generate PowerPoint Slide Thumbnails

3. Click "Generate PowerPoint Slide Thumbnails"

2. Select slides to export (default set to all)

1. Click "Export PowerPoint"

General Information & Adjustments

As Marketed vs. Optimized

Packer Matrix

Marketed Animals in Packer Matrix

As Marketed - MOFC by Pig

Optimized MOFC - by pig

Average MOFC by Weight

Population Average MOFC vs. Optimal

ADFI

Growth Curve

ADG

Market Weight Optimization

Marketed Animals in Matrix

MOFC Summary

Growth and FI Curves

Export PowerPoint

### Step 2

Elanco

Profit Optimizer Y > Export PowerPoint

Home

Generate PowerPoint Slide Thumbnails

General Information & Adjustments

As Marketed vs. Optimized

Packer Matrix

Marketed Animals in Packer Matrix

As Marketed - MOFC by Pig

Optimized MOFC - by pig

Population Average MOFC by Weight

Population Average MOFC vs. Optimal

ADFI

ADG

Growth Curve

Preparing Thumbnails...

Market Weight Optimization

Marketed Animals in Matrix

MOFC Summary

Growth and FI Curves

Export PowerPoint



## Step 5

**Profit Optimizer Y > Export PowerPoint**

Hide Thumbnails Export PPT Note: Only the checked thumbs will be exported into PPT file.

**General Information & Adjustments**

Packer Name: demo  
 Total Samples Analyzed: 1804  
 Sample 100% of Instance by: 10.00%

Pack Cost/Unit: \$100.00  
 Base Cost/Unit: \$1.00/kg  
 Weight: 10.00kg  
 Performance Parameters: Demo  
 Overall MOFC: 0.1000  
 Demo 1: 100kg from 11 to 20, ADG up 0.01%, ADF

Measurement	As Planned	Optimized	Difference
Live weight	100.00 kg	100.00 kg	0.00 kg
Average	100.00	100.00	0.00
Standard deviation	10.00	10.00	0.00
Car case weight	22.22 kg	22.22 kg	0.00 kg
Average	22.22	22.22	0.00
Standard deviation	10.00	10.00	0.00
Nett Pack Cost	\$2.00	\$2.00	(\$0.00)
Revenue/Head	\$100.00	\$100.00	\$0.00
Pack Cost/Head	\$100.00	\$100.00	\$0.00
Margin Over Pack Cost	\$0.00	\$0.00	\$0.00
Pack Weight/Unit	10.00	10.00	0.00

Exporting PowerPoint File...

☒ General Information & Adjustments ☒ Packer Matrix

- Once file is exported, go to folder where file is saved
- Open PowerPoint file to review presentation