

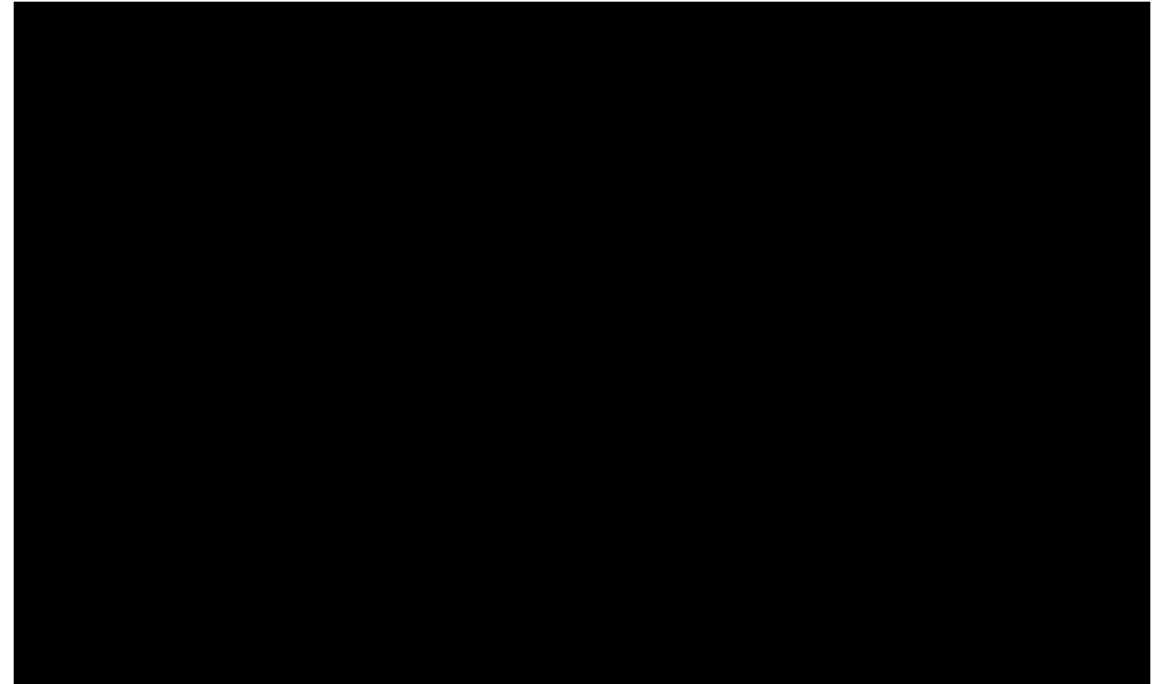
Gritty Solutions for Revenue Optimization



Revenue Streams on a Sow Farm



Weaned Pigs



Cull Sows

Ways to assess performance over time

- \$ of cull revenue/sow sold (\$/Hd)
- \$ of cull revenue/per pound sold (\$/CWT)
- \$ of cull revenue/# of sows in herd
- \$ of cull revenue/weaned pig
- Replacement rate and Sow Death Loss
- Net Revenue-234
- % of 234
- % of grade 1s

What do you need?

Date

of head

Description

Weight

Price

Checkoff

Trucking

Other expenses

Description	Head	Avg Wgt	Weight	Price	Extended
Sows / Medium (515-564)	3	541.7	1,625	60.00	975.00
Sows / Medium (465-514)	4	480.0	1,920	59.00	1,132.80
Sows / Lean (465-514)	10	484.5	4,845	56.00	2,713.20
Sows / Medium (300-399)	2	387.5	775	54.00	418.50
Sows / Medium (400-464)	6	438.3	2,630	54.00	1,420.20
Heavy Gilts (350-399)	1	365.0	365	54.00	197.10
Hogs / Minor Defects (200 Up)	6	302.5	1,815	52.00	943.80
Sows / Lean (400-464)	5	421.0	2,105	51.00	1,073.55
Sows / Lean (300-399)	9	385.0	3,465	51.00	1,767.15
Boning Sows / Minor Defects Medium	1	490.0	490	46.00	225.40
Boning Sows / Minor Defects Light	12	396.7	4,760	41.00	1,951.60
Boning Sows / Minor Defects Light	7	436.4	3,055	41.00	1,252.55
Light Hogs / Fat / Medium (180-199)	1	190.0	190	36.00	68.40
Boning Sows / Major Defects (300-399)	1	305.0	305	31.00	94.55
Light Hogs / Thumper (150-179)	3	156.7	470	31.00	145.70
Light Hogs / Major Defects (200 Up)	2	245.0	490	30.00	147.00
Light Hogs / Major Defects (170-199)	1	195.0	195	22.00	42.90
Light Hogs / Major Defects (150-169)	2	150.0	300	14.00	42.00
	76		29,800		\$14,611.40



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Study All KNIGHT

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Cull Sow Revenue per Weaned Pig Evaluation

- Other Considerations:
 - Pricing
 - # of cull sows
 - # of weaned pigs

\$/Weaned Pig	\$/CWT
\$ 1.90	\$ 23.58
\$ 1.97	\$ 30.09
\$ 1.97	\$ 35.60
\$ 2.05	\$ 34.22
\$ 2.26	\$ 36.93
\$ 2.32	\$ 26.53
\$ 2.32	\$ 31.16
\$ 2.39	\$ 29.19
\$ 2.57	\$ 25.22
\$ 2.67	\$ 24.26
\$ 2.68	\$ 33.41
\$ 2.78	\$ 33.00
\$ 2.98	\$ 26.88
\$ 3.22	\$ 33.90
\$ 3.25	\$ 31.16
\$ 3.38	\$ 36.81
\$ 3.44	\$ 27.30
\$ 3.99	\$ 30.52

Comparing Apples to Apples

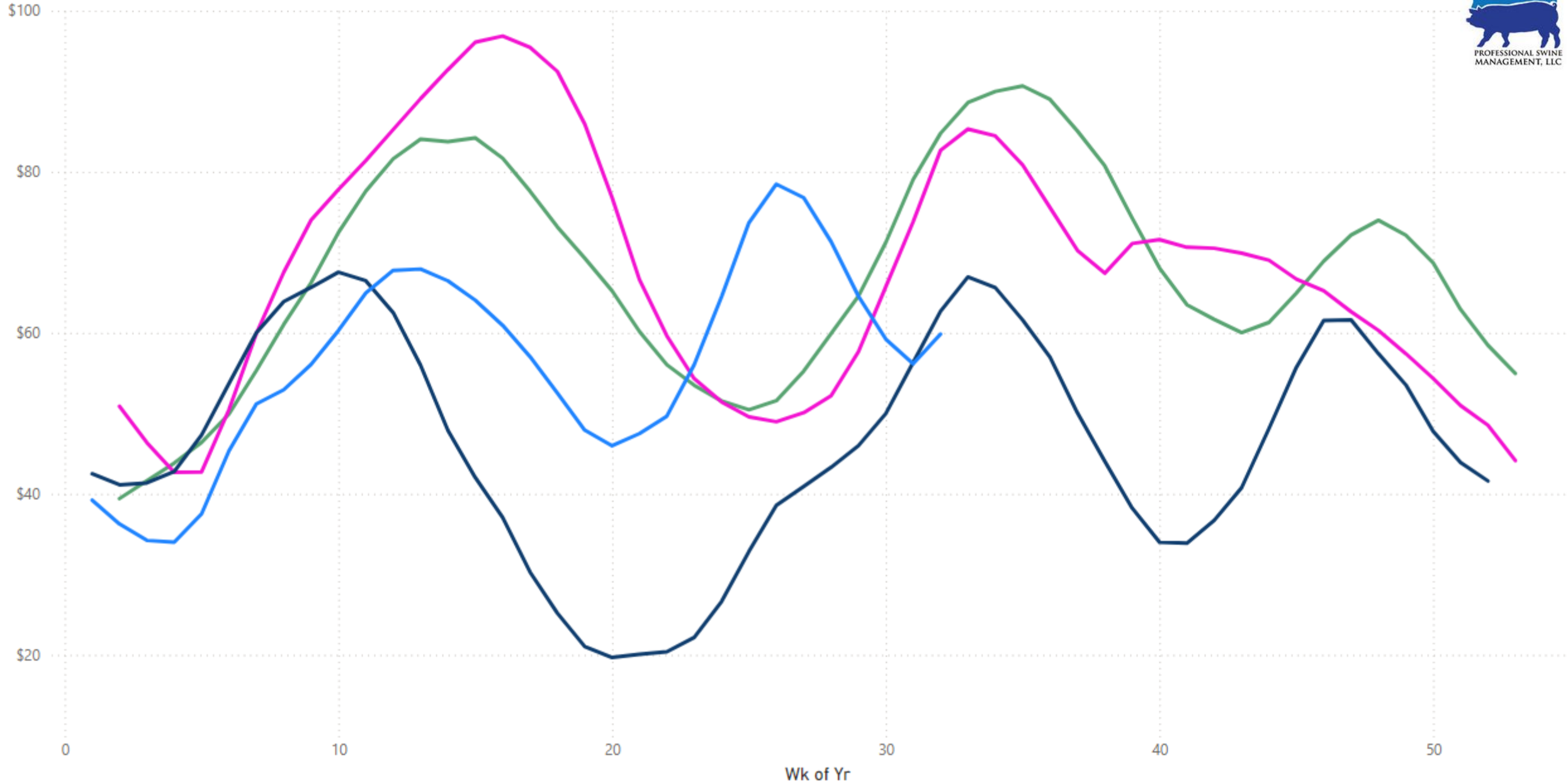
Net\$/Head	Net\$/CWT
1	1
2	2
3	3
4	4
5	8
6	6
7	9
8	7
9	5
10	11
11	10
12	12

Difference between
1 and 12 =
\$195 head

234 Average by Week



Year ● 2021 ● 2022 ● 2023 ● 2024



Comparing Apples to Apples

Net\$/Head	Net\$/CWT	400-449
1	1	2
2	2	3
3	3	4
4	4	5
5	8	9
6	6	6
7	9	8
8	7	12
9	5	7
10	11	10
11	10	11
12	12	1

Comparing Apples to Apples

Net\$/Head	Net\$/CWT	400-449	Grade 1
1	1	2	2
2	2	3	4
3	3	4	3
4	4	5	6
5	8	9	8
6	6	6	9
7	9	8	7
8	7	12	12
9	5	7	5
10	11	10	10
11	10	11	11
12	12	1	1

Comparing Apples to Apples

Net\$/Head	Net\$/CWT	400-449	Grade 1	Classification
1	1	2	2	1
2	2	3	4	3
3	3	4	3	2
4	4	5	6	6
5	8	9	8	8
6	6	6	9	9
7	9	8	7	7
8	7	12	12	12
9	5	7	5	5
10	11	10	10	10
11	10	11	11	11
12	12	1	1	4

- Timing
- Weight Class
- Grade
- Classification

Regardless of market conditions, focus on what can be controlled at the farm level!

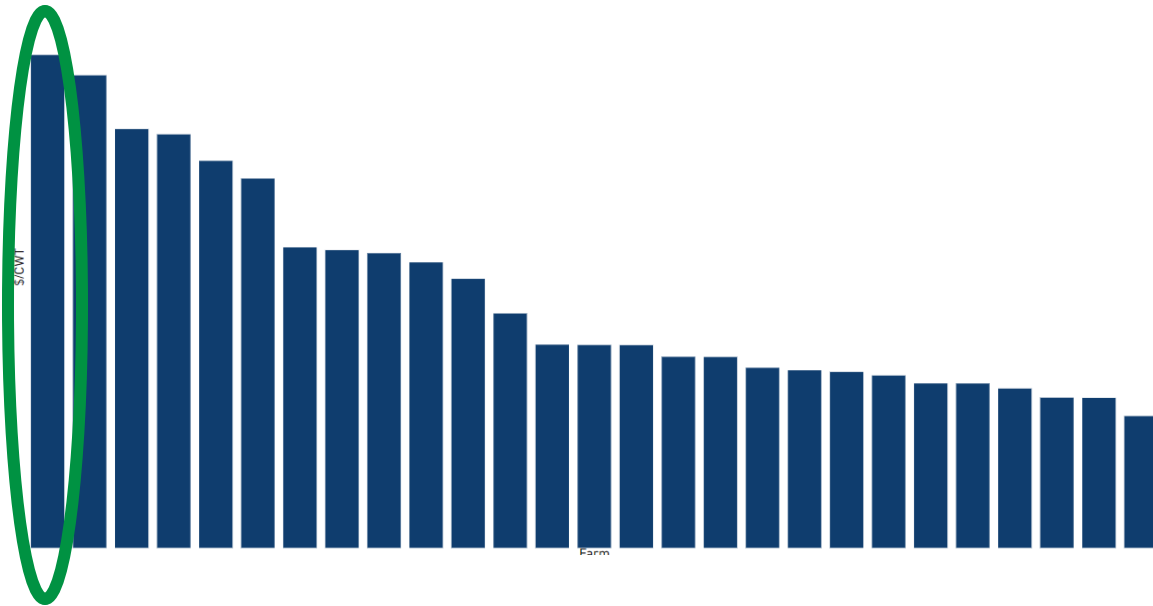
Increased trucking costs during the summer pays!

Trucking per load	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
# of head	95	90	85	80	70
Trucking/head	\$18.95	\$20.00	\$21.18	\$22.50	\$25.71
Revenue to make up...		\$ 5.26	\$22.29	\$25.00	\$45.38

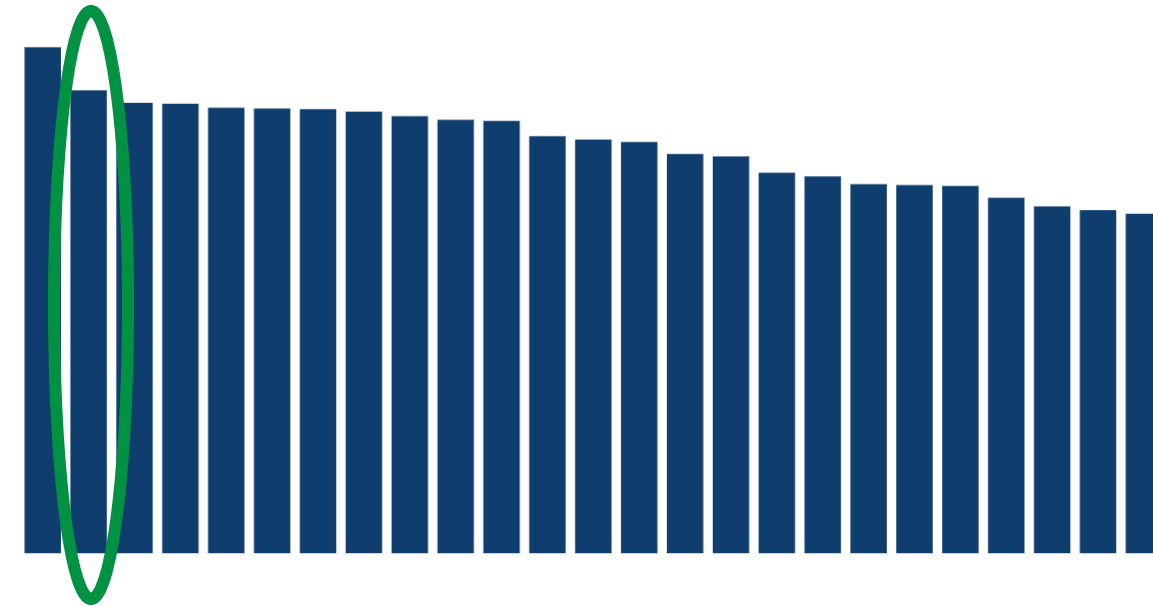
Dead Sow Wt	400				
Value if alive @ \$30/CWT	\$120.00				
Loads at reduced hd counts		22.8	5.4	4.8	2.6

Trucking further is sometimes better!

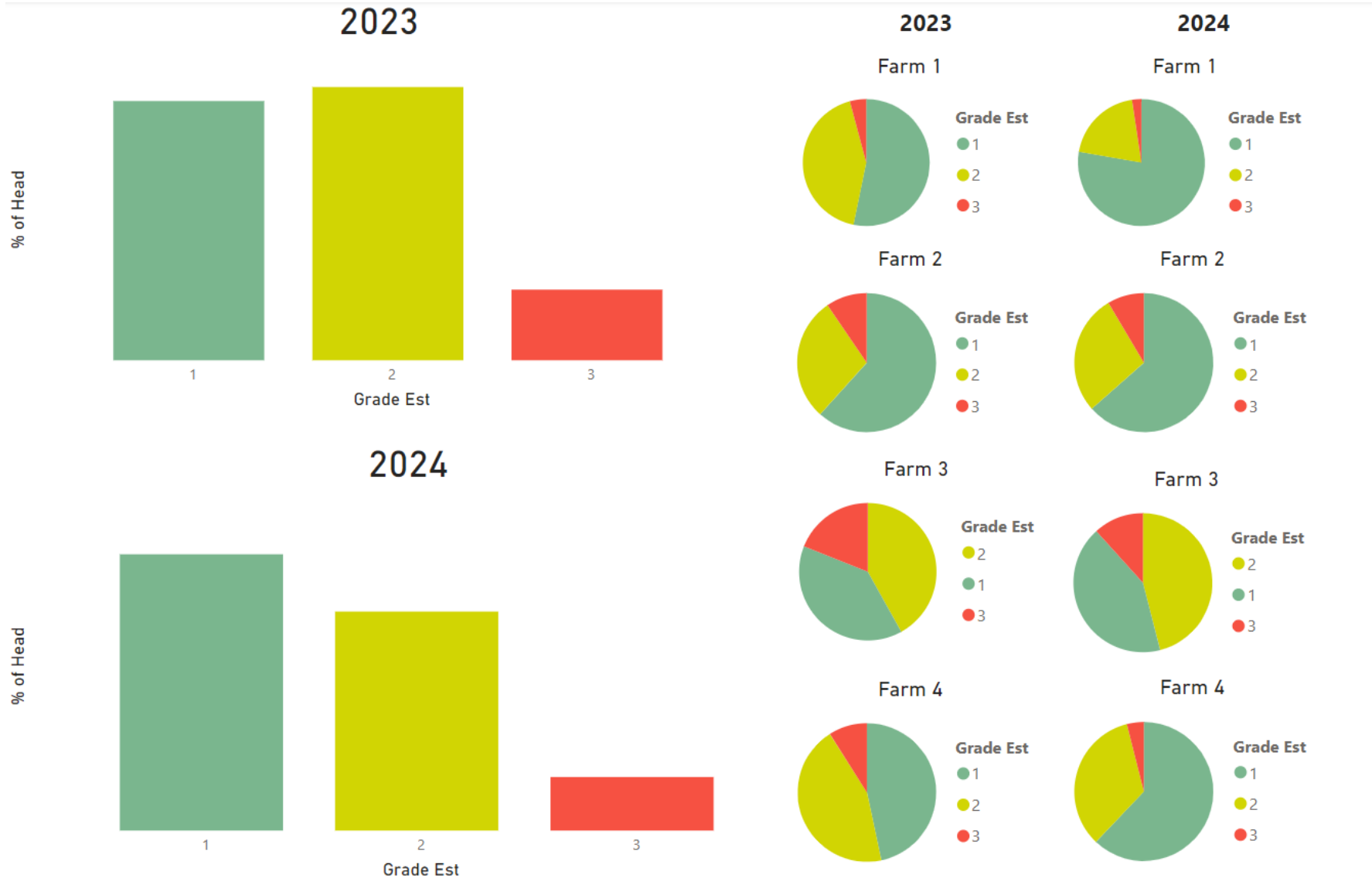
Year: 2024
Trucking Costs by Farm



Year: 2024
Net \$/CWT by Farm



Grade 1s- 7% improvement



CARTHAGE SYSTEM



PROFESSIONAL SWINE
MANAGEMENT, LLC

	Vendor 1	Vendor 2
Wet Sows	3%	3%
Avg Weight	450	450
Discount per pound	\$0.08	\$0.20
# of sows impacted	60	60
Discount per sow	\$36.00	\$90.00
Lost Opportunity in Wet Sows	\$ 2,160	\$ 5,400

Wet Sows

What shouldn't go on a cull truck?

- Prolapses
- Animals that can't put weight on all 4 legs
- Extremely thin sows
- Bred Sows

So, what if we don't get paid for them?

You still paid to have her hauled



Wean to Market Culling

Feed Cost per Pound of Gain vs. Market Value

40 lb. pig =\$4.90	Weight Breaks			
	100	130	170	285
Price/Head increase over 40 lbs.	\$ 11.35	\$ 20.13	\$ 51.63	\$ 89.96
Feed Cost after 40 lbs.	\$ 15.12	\$ 24.84	\$ 37.44	\$ 92.66
Net	\$ (3.77)	\$ (4.71)	\$ 14.19	\$ (2.70)

Non-blemished 285 lbs. = \$94.86

Full Value 285 lbs. = \$179.92

- Trucking Costs
- Space

Culling in Wean to Market Phase Key Takeaways

1. Determine the right time for the right animals.
2. Work to get as many as possible into primary market channels

If you want change...

- Do the math!
- Provide data to the responsible party timely
- Share ramifications of mistakes
 - Wrong animal to the wrong market
 - Wet sows
 - Fees for late or long load times



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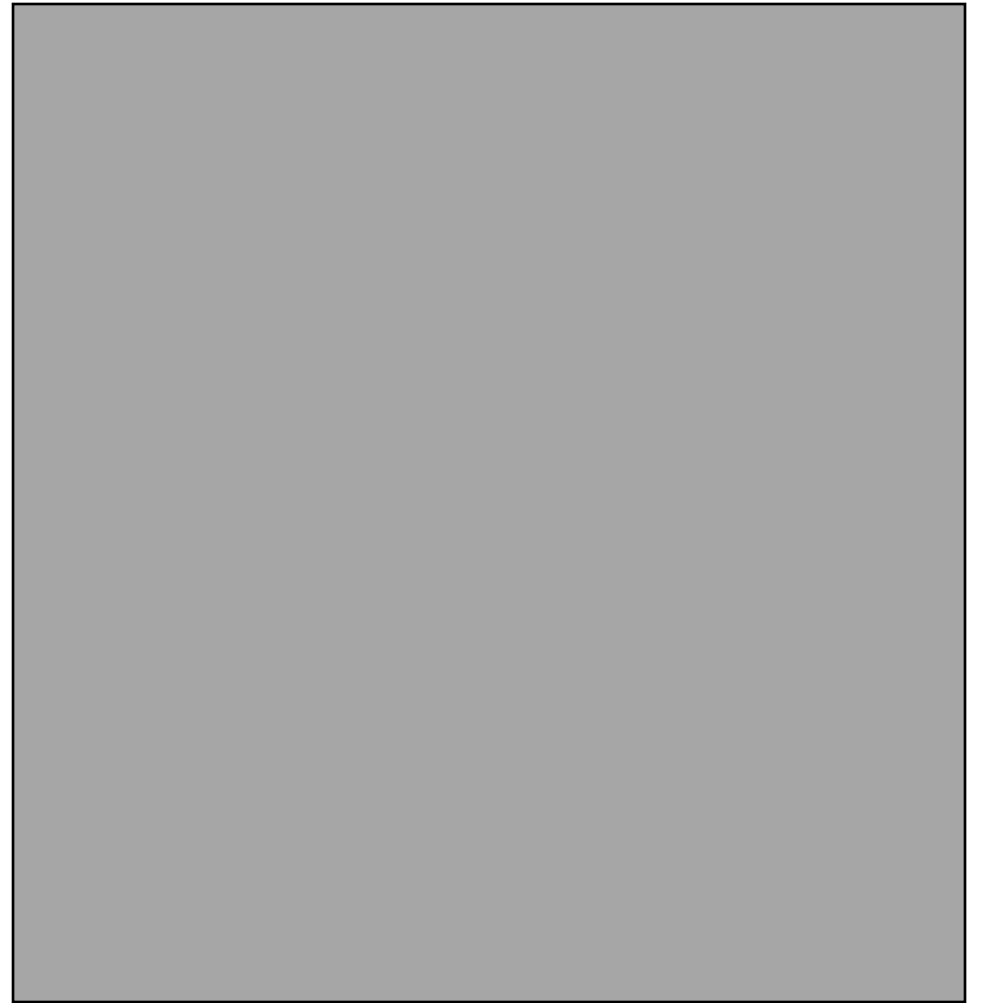
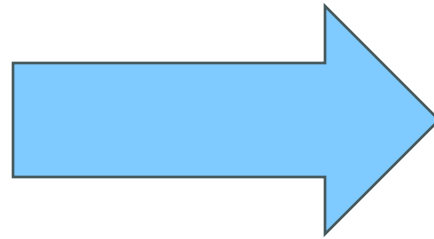
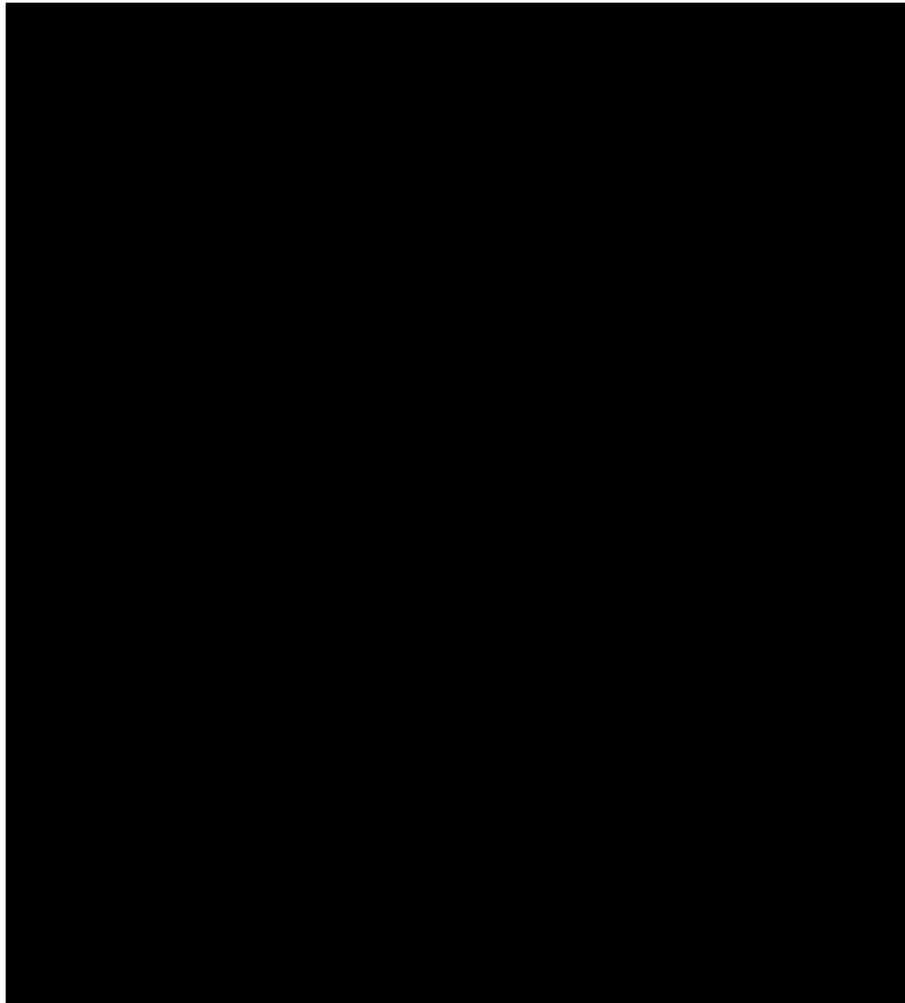
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The goal is not perfection!





Questions?

Contact Info:

Valerie Duttlinger

Phone: 812-430-5969

Email: vduttlinger@hogvet.com

