



# Crop Audit Plus™

## Crop Management/Cost Accounting

**A tale of three grain producers — each struggling with a crop management system that does not meet his needs:**

**PRODUCER A** has a problem keeping accurate field summaries on a year-to-year basis. It's because his system defines a "field" by its current crop configuration and not by permanent physical boundaries. If he plants an 80-acre field in corn one year then decides the following year to split the field equally between corn and soybeans, his system will

have created three separate fields (one 80 acres, two 40 acres) on the same plot of land in two years time.

This continual recycling of fields not only complicates his record-keeping, it breaks the continuity necessary to establish a reliable multiyear field history.

**PRODUCER B** spent considerable time setting up his system. Now he labors long and hard with its day-to-day operation. Slow data entry and the effort required for the most basic adjustments are major annoyances.

Moreover, the system won't allow him to automatically correct for discrepancies between inputs planned and inputs

actually applied. As we all know, the "intended" rates for seed and chemical applications (those reflected in planter or sprayer settings) never precisely match what actually falls on or into the soil. So if he wants accurate input records, he must program each correction manually, a tedious chore for which he has neither the time nor inclination.

**PRODUCER C** wants a detailed cost analysis on every crop so he can determine profitability by crop and by farm. He would also like to reconcile individual expenses and sales with each landlord. He can't do either because his system doesn't integrate with an accounting program.

There's no way he can match actual input costs against applications, and develop a comprehensive yet simple method for allocating machinery and labor expenses, plus other indirect costs, to each crop.

**Crop Audit Plus has the easy key to each producer's problems.**

**A** *The best field histories are built on permanent boundaries.*

Crop Audit Plus defines a field by its original boundaries. The perimeter and area remain constant year to year. They don't vary when you switch crops or enterprises, so you have total freedom to alter crop acreages within the field.

Perpetual histories give you more accurate summaries and more dependable data for sound strategic planning and precise field histories.

**B** *Data entry is simple, quick — sometimes down to one keystroke.*

The use of "macros" in Crop Audit Plus simplifies and speeds data entry. In just one step, you can recall and record a whole series of operations and applications.

For example, a single entry of a planting macro automatically updates the details of a score of items and functions, as shown in the following screen illustration.



Line	Entry Type	Seed	Quantity	Appl Rate	Appl Method	Fuel Quan	Fuel
1	Seed	109 WYFFELS W7029	50.00	31,225.61			
2	Operation	20 PLANTER				0.00	D5 Diesel-South
3	Operation	905 John Deere 4960					
4	Operation	202 DAVE					
5	Operation	12 LANDSMAN					
6	Operation	901 John Deere 8640				0.00	D5 Diesel-South
7	Operation	203 CHUCK					

Input "macros" allow you to record multiple operations and products in a single entry.

## 2. Direct entry

- You can code crop applications and even custom rate changes directly to the crop, farm and field as you record them in Transaction Plus accounting.
- TransAction Plus also allows you to record harvest data (yields, varieties, moisture) for crops sold directly out of the field.

**Boundary hunter ... easy runner ... exclusive integration.** Not even close to getting matched. And so far we've mentioned only a few reasons why Crop Audit Plus is the one for you.

You'll also breeze through the adjustments needed to balance input inventories. Again, with minimum effort (only four key strokes), you'll make "global" changes that automatically correct for the unavoidable variances between planned application rates and the actual amount of seed, fertilizer or chemicals used.

### **C** System Integration: comprehensive cost analysis; true profit tracking

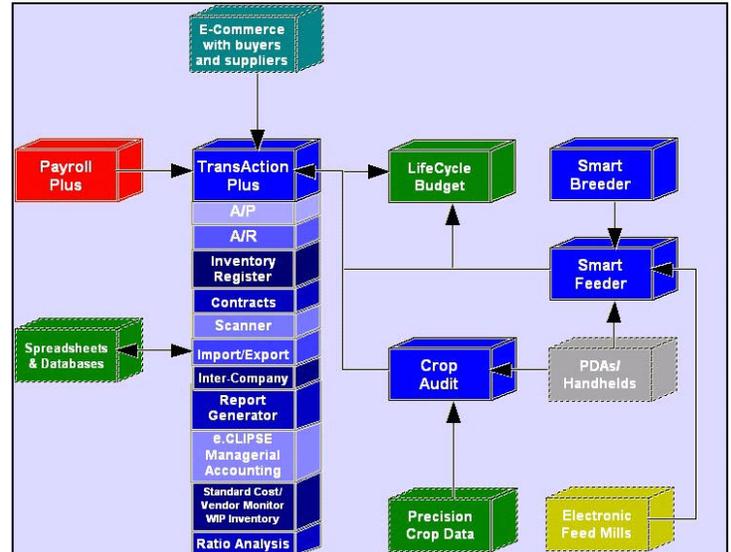
Crop Audit Plus functions as a stand-alone system. But it also integrates with FBS's TransAction Plus™ accounting system. The result is a valuable set of financial data no other brand of software can deliver. It includes an integrated cost analysis on every crop, plus the means to measure profitability by both crop and farm.

You can also reconcile expenses and sales with each landlord and match actual input costs against applications. And you now have a sure, instant way to allocate machinery, labor and other indirect costs to each crop.

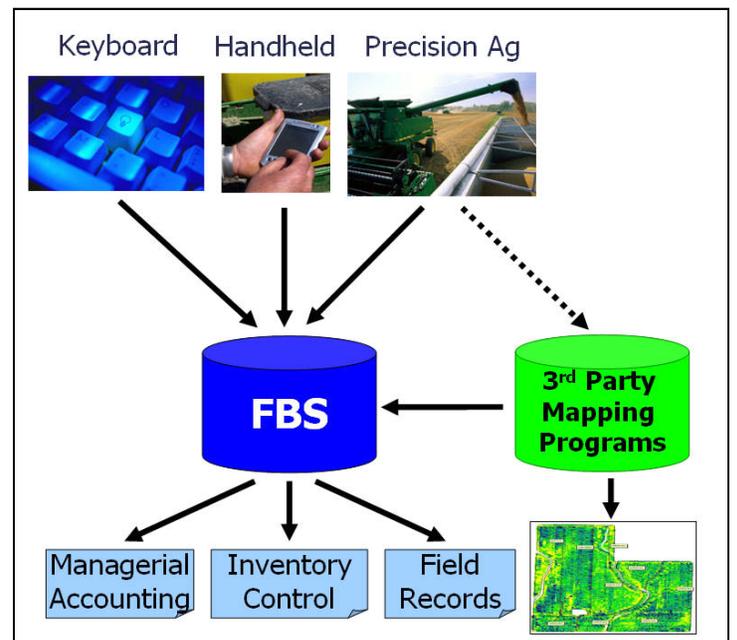
Finally, you'll appreciate the ease and flexibility of Crop Audit Plus—TransAction Plus link in automating two common scenarios:

### 1. Store in inventory

- If you purchase seed, chemicals or fertilizer before the crop season (even in the prior accounting year), you don't have to allocate these materials to specific crops, farms or fields in TransAction Plus. A cost basis inventory is automatically created at the same time these purchases are expensed for tax purposes.
- When the materials are applied to the field, you just record in Crop Audit Plus the rate per acre in pounds, kernels, pints, etc., or the total quantity used. Costs are automatically assigned to the crop, farm and field levels.
- In inventory by location indefinitely and then sold through TransAction Plus.



The exclusive integrated financial-production design offers a complete management system.



Convert precision farming data into meaningful accounting, inventory and field records through the MACH 2.0 interface.

## Everything you'll ever need for those vital management decisions.

You can already see that Crop Audit Plus far exceeds any ordinary field records program as a complete management discipline for planning, producing and marketing crops more profitably, more easily.

However, a constant stream of improvements from more than a decade of upgrades has kept the system state of the art. Many of the changes originated as client requests. Our purpose is to maintain a balance between ease-of-use features and power and performance capabilities. We want to be sure you spend more time where it counts—on your data, not the keyboard. Here's a sampling of those refinements:

- ✓ Compliance with USDA Restricted Use Pesticide(RUP) private applicator regulations plus Reentry Hours
- ✓ Maintains FSA farm numbers and legal description
- ✓ Built-in crop budgets help you plan cash-flow needs and project break-evens
- ✓ Field Work Order worksheets verify that the right job is done at the right time in the right field
- ✓ Perpetual seed, fertilizer and chemical inventories assure accurate charge of input costs to correct field
- ✓ Perpetual crop inventories track crops by location from harvest through sale
- ✓ Multiyear reports help identify the most productive practices or varieties across and within fields, crops and farms
- ✓ Harvest and sales automatically adjust each load by weight and moisture from user-defined shrink tables
- ✓ Multiple harvest units can track bales/tons/modules
- ✓ All reports feature drill-down spreadsheet export
- ✓ Report Generator creates custom reports and graphs
- ✓ Imports yield monitor and GIS data
- ✓ Rapid entry through production "macros" and directly through TransAction Plus accounting

## Handheld Field Input System

- ✓ Synchronizes with desktop Crop Audit
- ✓ Works with Windows Mobile devices / smart phones or rugged Safari handheld (available from FBS)
- ✓ \$495.00 for first copy, \$247.50 additional copies



*"When I first tried Crop Audit in March of '84, I realized you sold a quality product — well conceived, written and supported. The years and programs since have only reinforced and heightened that opinion. FBS has been very much a part of our success in a world of narrow margins, increasing regulatory record-keeping and fleeting opportunities."*

**Don Anthony, Lexington, Neb.**

*"Crop Audit Plus is excellent in summarizing inputs and tracking inventories. Catching a 'double-pay' on a seed variety saved is \$5,000. The cost analysis report and the ability to track inputs by field are extremely helpful. Having all the information in one integrated package and one-step data entry greatly simplify the process. If we ever have a problem, you tech staff is always willing to help solve it."*

**Daryl Ellis, Jorgensen Farms, Ideal, S.Dak.**

*"A pretty slick program. The macros are tremendously helpful and I also like the report breakdowns. I use Crop Audit Plus in documenting and tracking LDP's for different entities and farms. I attach the system's harvest sheets to my yield maps to document scale weights. When I call FBS support, I'm talking to people who know my business, and I get quick turnaround."*

**Rick Roach, Monticello, Ind.**

## Others sell you software. We offer you SERVware™.

There's a difference. The software you choose to help run your farm should be thought of not as a product, but a service. True business software represents the service discipline in much the same manner as a records manager. Accountant. Financial analyst. Even an executive consultant. These are professionals you engage to enhance your management skills, minimize your production costs and build your bottom line.

Sometimes this vital aide on a paper-thin disk needs the backing of able, responsive training and support. Again, we're talking service. SERVware from FBS. Unlike ordinary software, it's service, all service, from the beginning. So, if you judge farm software solely on price, you may be settling for a mere product—like an item bought at a discount store—ignoring the singular quality that distinguishes the right choice. Service.

But don't take our word for it. Talk to our clients and order a **FREE** demo.

**Crop Audit Plus** **\$995.00**

**Windows XP, Vista 32, 64Mb memory required. Network or hosted version** **Call for price quote**

**Grain Contract Module\*** **\$395.00**

**MACH 2.0 Precision Farming Interface** **\$995.00**

**e.CLIPSE Managerial Accounting\*** **\$1495.00**

\*TransAction Plus required

Prices subject to change without notice.

## Compare Crop Audit Plus feature-by-feature to any other crop management system

### CAPACITY

Fields	500
Crop centers (crop/year/farm)	2000
Fields per center	300
Active projects	1200
Landlord splits (leases)	25
Landlord capacity	Unlimited
Shrink tables	50
Storage locations	400
Seeds & chemicals	1000
Fertilizers	500
Fuels	100

### CAPABILITIES

#### CROP INVENTORIES

- Daily market value updates
- By storage location
- By commodity/owner

#### OPERATIONS

- Can separate tractor, implement or operator
- Custom rates by acre, hour, mile or unit
- Tracks irrigation costs
- Custom machinery charges
- Allows scouting entries (pest, populations, etc.)

#### APPLICATIONS

- Globally adjust tank mixes using carriers
- Two simultaneous quantities
- Stores application method and comments
- Stores fertilizer analysis
- Records reentry intervals
- Cost-basis, perpetual inventories
- Multiple pricing options

#### MISCELLANEOUS

- Stores rainfall, soil/leaf tissue tests and fertilizer recommendations
- Budget records generate buying requirements, work schedules, enterprise budgets, and convert to actual
- Macro data entry
- Allows global adjustment to balance input inventories
- Links purchases, sales and inventories from TransAction Plus
- Links with optional Contract Module
- Overhead allocation table
- Harvest stored by variety, ticket, field, crop and storage location

### REPORTS

- Crop History
- Field History
- Cost Analysis
- Crop Input Inventory
- Matrix Inventory
- RUP Chemical Applications
- Field Summary
- Investment in Growing Crops
- Field Work Orders
- Report Generator
- Landlord Report
- Project Reports
- Project Performance
- Report by Task

## Integration — the easiest route to a sure handle on production costs

Do you know your exact cost of raising crops or livestock? If not, you could be losing a fortune in needless expenses.

Perhaps you do have some fix on these costs, but ask yourself: Do I always get the data in time to be helpful? Can I count on the accuracy? How many different programs am I using to get these numbers?

There's a simple solution: Integrated production-financial record-keeping, in which component modules share information. The key benefit is a cost-accounting capability that gives you complete, precise information the instant you need it. The only thing better is a full-time staff of accountants on your farm.

Yet you needn't be an accountant to run an integrated system. It's easier than you think. For example, interlinked modules function seamlessly as one unit. You only have to enter data one time. If you're operating three separate programs stand-alone, you know the advantage here. Just one time-saving convenience among a score of others.

Now, where to turn for a fully integrated management information system? We pioneered the concept 18 years ago and have taken it to levels that may never be matched. Build the system that does the job for you with these modules:

- |  |   |   |
|--|---|---|
| • <b>Farm Financial Standards Ratios</b> | • <b>Payroll Inventory Register</b>             | • <b>Inter-company Transactions/Consolidation</b> |
| • <b>Ferguson System</b>                 | • <b>Accounts Payable</b>                       | • <b>Accounts Receivable</b>                      |
| • <b>Smart Feeder</b>                    | • <b>Crop Audit</b>                             | • <b>Contracts</b>                                |
| • <b>Spreadsheet Import/Export</b>       | • <b>Payroll E.CLIPSE Managerial Accounting</b> | • <b>Report Generator Asset Register</b>          |



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i (NPC99) Crop Cost Analysis						
	SHARE	99 CORN	99 BEANS	99 SMITH CORN	99 SMITH BEANS	Totals
<b>GROSS REVENUE</b>						
Crop Sales	100.00	0.00	0.00	0.00	0.00	0.00
Internal Transfers	100.00	48,582.00	0.00	0.00	0.00	48,582.00
Government Payments	100.00	66,360.98	21,306.48	0.00	0.00	87,667.46
Hedging Income	100.00	0.00	17,286.60	0.00	0.00	17,286.60
Crop Insur. Proceeds	100.00	0.00	0.00	0.00	0.00	0.00
Unsold inventory	100.00	128,026.71	139,891.98	23,843.46	21,600.00	313,362.15
<b>Total GROSS REVENUE</b>		<b>242,969.69</b>	<b>178,485.06</b>	<b>23,843.46</b>	<b>21,600.00</b>	<b>466,898.21</b>
<b>DIRECT EXPENSE</b>						
Fertilizer	100.00	15,168.30	6,175.33	0.00		
Herbicides	100.00	14,810.23	18,189.39	8,185.56		
Insecticides	100.00	0.00	0.00	0.00		
Fungicides	100.00	0.00	0.00	0.00		
Nematicides	100.00					
Other chemicals	100.00					
Seed	100.00	23,961.14	10,983.69	1,461.69		
<b>Total DIRECT EXPENSE</b>		<b>53,939.67</b>	<b>25,248.41</b>	<b>8,550.45</b>		
<b>SERVICE CENTERS</b>						
Shop	100.00	9,361.14	25,893.16	3,445.82		
Grain Equipment	100.00	22,900.00	10,983.69	1,461.69		
Crop Employees	100.00	32,104.00	25,893.16	3,445.82		
Power Units	100.00	13,618.27	10,983.69	1,461.69		
<b>Total SERVICE CENTERS</b>		<b>77,982.43</b>	<b>64,684.26</b>	<b>8,550.45</b>		
<b>PRODUCTION PROFIT</b>						
		111,047.55	74,595.16	3,662.74		
<b>COST OF PRODUCTION</b>						
		131,922.14	103,889.90	20,180.72		
<b>OPERATING PROFIT</b>						
		111,047.55	74,595.16	3,662.74		

**Industry standard cost analysis reports integrate production and accounting and automatically allocate inputs and overhead.**

**Bottom line? If you demand profit from your crops but don't want to spend a lifetime in front of your computer, Crop Audit Plus is the answer!**

i (NPC99) Crop Cost Analysis					
	SHARE	ACTUAL VALUE	% of TOTAL	ACTUAL PER BU	ACTUAL PER ACRE
<b>GROSS REVENUE</b>					
Crop Sales	100.00	0.00	0.00		0.00
Transfers	100.00	48,582.00	23.03	1.53	77.86
Government Payments	100.00	66,360.98	31.46	0.69	106.35
Hedging Income	100.00	0.00	0.00	0.00	0.00
Insur. Proceeds	100.00	0.00	0.00		0.00
Inventory	100.00	96,020.03	45.52	1.50	153.88
<b>Total GROSS REVENUE</b>		<b>210,963.01</b>	<b>100.00</b>	<b>2.20</b>	<b>338.08</b>
<b>DIRECT EXPENSE</b>					
Fertilizer	100.00	15,168.30	28.12	0.16	24.31
Herbicides	100.00	14,810.23	27.46	0.15	23.73
Insecticides	100.00	0.00	0.00	0.00	0.00
Fungicides	100.00	0.00	0.00	0.00	0.00
Nematicides	100.00	0.00	0.00	0.00	0.00
Other chemicals	100.00	0.00	0.00	0.00	0.00
Seed	100.00	23,961.14	11.36	0.25	38.40
<b>Total DIRECT EXPENSE</b>		<b>53,939.67</b>	<b>25.57</b>	<b>1.56</b>	<b>86.44</b>
<b>SERVICE CENTERS</b>					
Shop	100.00	22,900.00	10.85	0.10	15.00
Grain Equipment	100.00	22,900.00	29.37	0.24	36.70
Crop Employees	100.00	32,104.00	41.17	0.34	51.45
Power Units	100.00	13,618.27	17.46	0.14	21.82
<b>Total SERVICE CENTERS</b>		<b>77,982.43</b>	<b>36.81</b>	<b>0.81</b>	<b>124.97</b>
<b>PRODUCTION PROFIT</b>					
		111,047.55	52.64		
<b>COST OF PRODUCTION</b>					
		131,922.14	62.54		
<b>OPERATING PROFIT</b>					
		111,047.55	52.64		

**Drill down to cost allocation detail**

i (NPC99) Print: Crop Insurance						
NPPC SAMF #5----	Harvest Summary					Date
Date	Location	Acres	Wet Bushels	Dry Bushels	Yield	
09/20/1999	THE 120	39.51	6,423.019	6,357.254	160.902	Corn
Section:		SECTION 15			160.902	
Township:		T.13N.-R.3W.				
FSA #:		2005				
09/20/1999	THE 120	78.99	12,842.185	12,710.695	160.915	Corn
Section:		SECTION 15			160.915	
Township:		T.13N.-R.3W.				
FSA #:		2005				
09/17/1999	W. OF MAID'S RUN	33.70	5,158.288	5,142.964	152.610	Corn
Section:		SECTION 14			152.610	
Township:		T.13N.-R.3W.				
FSA #:		2005				

**Design your own custom reports (like this Crop Insurance Summary) using Microsoft Access® or the built-in Report Generator.**

i (NPC99) Crop Cost Analysis									
Detail for: Power Units, Source: Consolidation Ent.									
Date	Ent No	Enterprise Desc	Quantity	Amount	Orig.Amount	Divid %	Oper %		
03/11/1999	POWER	Power Units	0.000	11,450.08	25,000.00	45.00	100.00		
Total	103	4960 JD TRACTOR	0.000	6.76	14.77	45.00	100.00		
Total	104	JD 4640	0.000	10912	238.26	45.00	100.00		
Total	107	JD 2940	0.000	13.93	30.42	45.00	100.00		
Total	124	96 FORD PICKUP	0.000	132.75	289.84	45.00	100.00		
Total	138	6400 JD (LOADER)	0.000	12.74	27.82	45.00	100.00		
Total	241	DIESEL AT BINS	0.000	918.40	2,095.22	45.00	100.00		
Total	243	DIESEL AT HOME	0.000	777.20	1,656.93	45.00	100.00		
Total	244	DIESEL, NORWOOD	0.000	197.29	439.76	45.00	100.00		
Total	103	4960 JD TRACTOR	0.000	6.76	14.77				
Total	104	JD 4640	0.000	10912	238.26				
Total	107	JD 2940	0.000	13.93	30.42				
Total	124	96 FORD PICKUP	0.000	132.75	289.84				
Total	138	6400 JD (LOADER)	0.000	12.74	27.82				
Total	241	DIESEL AT BINS	0.000	918.40	2,095.22				
Total	243	DIESEL AT HOME	0.000	777.20	1,656.93				
Total	244	DIESEL, NORWOOD	0.000	197.29	439.76				
Total	POWER	Power Units	0.000	11,450.08	25,000.00				
TOTALS			0.000	13,618.27	29,734.01				

**Cost-basis inventory system automatically ties out input purchases with field applications.**

i (NPC99) Chemical Inventory Report										
Chemical	Date	Entry Type	Purch Q	Unit	Unit Price	Value	Source	Appl Q	Unit	Comment
MARKSMAN	06/24/1999	Purchase	50.000	GAL	30.4950	1,524.75				MARKSMAN
MARKSMAN	05/21/1999	Application	48.000	GAL	30.1875	1,449.00		384.00	PT	
MARKSMAN	05/21/1999	Application	2.000	GAL	30.1900	60.38		16.00	PT	
MARKSMAN		Beg. Inv.	3.010	GAL	25.0797	75.43				
MARKSMAN		Purchases	50.000	GAL	30.4950	1,524.75				
MARKSMAN		Adjust(+)	0.000	GAL	0.0000	0.00				
MARKSMAN		Applications	50.000	GAL	30.1876	1,509.38				
MARKSMAN		Adjust(-)	0.000	GAL	0.0000	0.00				
MARKSMAN		Ending Inv.	3.010	GAL	30.1861	90.88				

i (NPC99) Field Summary Report												
Ent.	Field	Acres	Seed	Chemical	Fertilizer	Operations	Total	BU	Value	BU/Acre	Exp/Acre	Exp/BU
991	1	113.10	5,031.41	3,042.74	2,289.32	4,894.30	15,257.77	13,961.44	27,922.89	123.44	134.91	1.09
991	10	118.50	5,057.04	3,599.21	2,848.34	5,972.40	17,476.99	19,067.95	38,135.90	160.91	147.49	0.92
991	12	71.40	3,274.13	2,021.49	1,786.20	3,471.60					147.81	0.97
991	13	164.00	7,394.95	4,134.16	3,870.55	8,848.40					147.85	0.85
991	14	150.00	2,993.14	1,863.30	4,373.89	6,885.00					107.44	0.71
991	26	7.00	210.51	149.33	0.00	280.70					91.51	1.17
991		624.00	23,961.18	14,810.23	15,168.30	30,352.40					135.08	0.88
Total		624.00	23,961.18	14,810.23	15,168.30	30,352.40					135.08	0.88

**"Spreadsheet style" reports permit "drag and drop" data manipulation and easy export to other programs.**