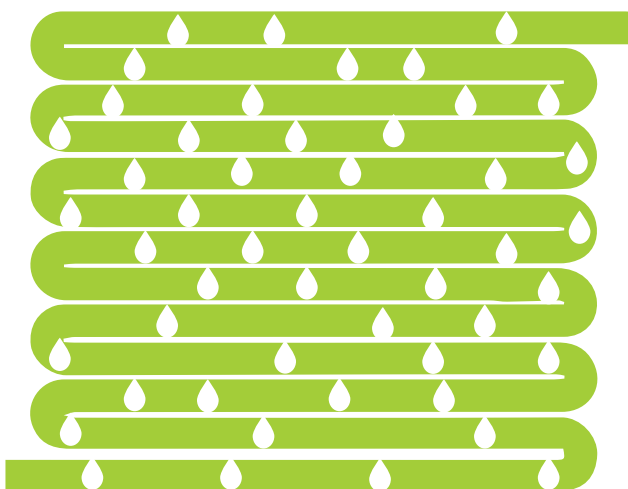


SPRAYER COMPARISON - ALMONDS

On Target Conventional Sprayers



VS



ON TARGET GPA

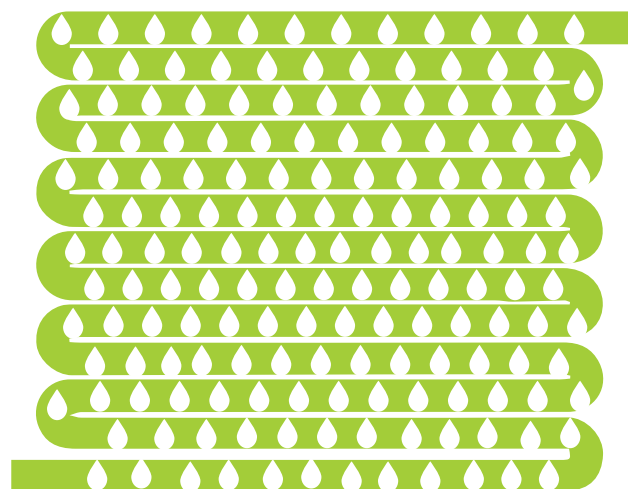
50

1,000 acres x 30 GPA = 30,000 gallons of water

30,000 gallons of water/600 gallon tank = 50 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
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600 gal.	3	1	20 ft
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CONVENTIONAL GPA

167 TANK REFILLS (rounded)

1,000 acres x 100 GPA = 100,000 gallons of water

100,000 gallons of water/600 gallon tank = 166.6666667 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
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600 gal.	3	1	22 ft
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On Target vs Conventional Sprayers

		TANK SIZE	MPH	ROWS	WIDTH	ACRES	APPLICATIONS	WATER GPA	
MODEL		On Target	600 gal.	3	1	20 ft	1,000	12	30
		Conventional	600 gal.	3	1	22 ft	1,000	12	100

WATER		GALLONS	TANK FILLS	ON TARGET TOTAL SAVINGS:	
		On Target	360,000	50	
		Conventional	1,800,000	167	
				One Season 1,440,000 gallons 117 fewer refills	Five Seasons 7,200,000 gallons 585 fewer refills

LABOR		HOURS (Rate)	COST	ON TARGET TOTAL SAVINGS:	
		On Target	xxx(\$20)	\$44,400	
		Conventional	xxx (\$20)	\$90,000	
				One Season \$45,600	Five Seasons \$228,000

DIESEL		GALLONS	COST	ON TARGET TOTAL SAVINGS:	
		On Target	5,856	\$20,496	
		Conventional	15,012	\$63,000	
				One Season \$42,504 9,156 gallons	Five Seasons \$212,520 45,780 gallons

TOTAL SAVINGS:

One Season	Five Seasons
\$88,104	\$440,520

Labor Savings Details	On Target	Conventional
Labor per row	5 mins.	5 mins.
Labor required to spray field once	137.5 hrs.	125 hrs.
Tank Fills required to spray field once	50	250
Labor required to fill tank once	30 mins.	30 mins.
Total fill time	25 hrs.	125 hrs.
Acres sprayed per hour	6.2 acres/hr	4 acres/hr
Labor required to spray one acre	0.16 hrs.	0.25 hrs.
Total acrea sprayed per season	12,000 acres	12,000 acres
Total labor spent filling per season	300 hrs.	1,500 hrs.
Total labor to spray field once, including filling	162.5 hrs.	250 hrs.
Total labor spraying per season	1,920 hrs.	3,000 hrs.

Water Savings Details	On Target	Conventional
Sprayer tank fills required	50	250
Water required for one field pass	30,000 gal.	150,000 gal.

Diesel Savings Details	On Target	Conventional
Gallons of fuel required for field	488 gal.	1,251 gal.
Cost of fuel per acre	\$1.71	\$5.25
Total cost of diesel for one field pass	\$1,708	\$5,250
Total acres sprayed per season	12,000 acres	12,000 acres
Total cost of diesel per season	\$20,496	\$63,000

Materials Savings Details	On Target	Conventional
Total acres sprayed per season	12,000 acres	12,000 acres
Average material cost per season	\$720,000	\$720,000