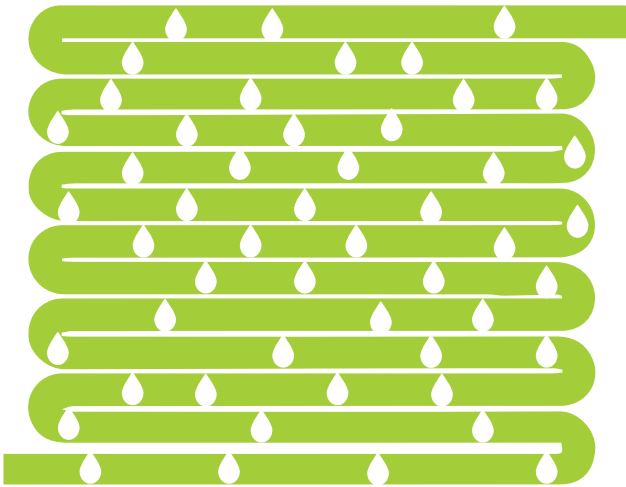
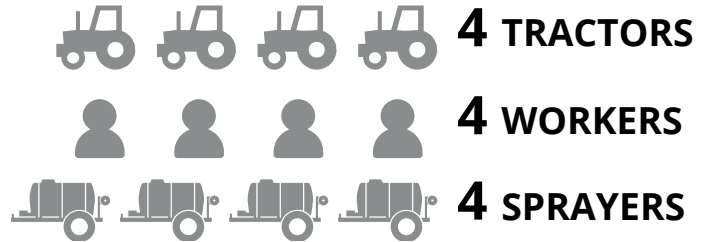


SPRAYER COMPARISON - APPLES

On Target vs Conventional Sprayers



VS



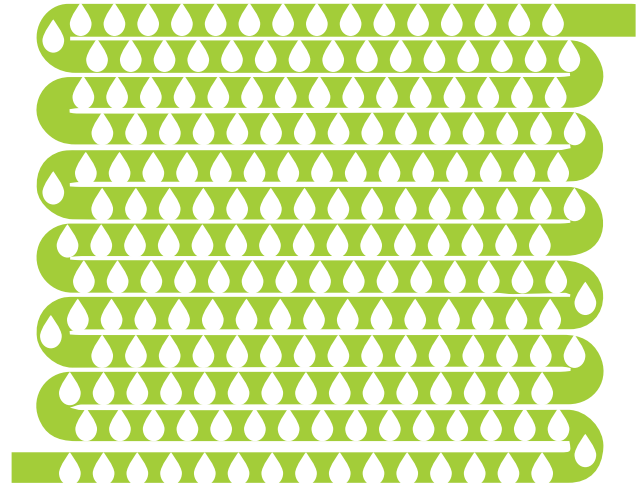
ON TARGET GPA

83 TANK REFILLS (rounded)

1,000 acres x 33 GPA = 33,000 gallons of water
33,000 gallons of water/400 gallon tank = 82.5 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
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400 gal.	3	1	14 ft
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CONVENTIONAL GPA

250 TANK REFILLS (rounded)

1,000 acres x 100 GPA = 100,000 gallons of water
100,000 gallons of water/400 gallon tank = 250 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
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400 gal.	2.5	1	14 ft
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On Target vs Conventional Sprayers

		TANK SIZE	MPH	ROWS	WIDTH	ACRES	APPLICATIONS	WATER GPA	
MODEL		On Target	400 gal.	3	1	14 ft	1,000	24	33
		Conventional	400 gal.	2.5	1	14 ft	1,000	24	100

WATER		GALLONS	TANK FILLS	ON TARGET TOTAL SAVINGS:	
		On Target	792,000	83	
		Conventional	250	200	
				One Season 1,608,000 gallons 167 fewer refills	Five Seasons 8,040,000 gallons 835 fewer refills

LABOR		HOURS (Rate)	COST	ON TARGET TOTAL SAVINGS:	
		On Target	6,756 (\$20)	\$135,120	
		Conventional	11,640 (\$20)	\$232,800	
				One Season \$97,680	Five Seasons \$488,400

DIESEL		GALLONS	COST	ON TARGET TOTAL SAVINGS:	
		On Target	17,136	\$59,976	
		Conventional	45,456	\$159,096	
				One Season \$99,120 28,320 gallons	Five Seasons \$495,600 141,600 gallons

TOTAL SAVINGS:

One Season \$196,800	Five Seasons \$984,000
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Labor Savings Details	On Target	Conventional
Labor per row	5 mins.	6 mins.
Labor required to spray field once	196.4 hrs.	235.7 hrs.
Tank Fills required to spray field once	83	250
Labor required to fill tank once	30 mins.	30 mins.
Total fill time	41.5 hrs.	125 hrs.
Acres sprayed per hour	4.2 acres/hr	2.8 acres/hr
Labor required to spray one acre	0.24 hrs.	0.36 hrs.
Total acrea sprayed per season	24,000 acres	24,000 acres
Total labor spent filling per season	996 hrs.	3,000 hrs.
Total labor to spray field once, including filling	237.9 hrs.	360.7 hrs.
Total labor spraying per season	5,760 hrs.	8,640 hrs.

Water Savings Details	On Target	Conventional
Sprayer tank fills required	83	250
Water required for one field pass	33,000 gal.	100,000 gal.

Diesel Savings Details	On Target	Conventional
Gallons of fuel required for field	714 gal.	1,894 gal.
Cost of fuel per acre	\$2.5	\$6.63
Total cost of diesel for one field pass	\$2,499	\$6,629
Total acres sprayed per season	24,000 acres	24,000 acres
Total cost of diesel per season	\$59,976	\$159,096

Materials Savings Details	On Target	Conventional
Total acres sprayed per season	24,000 acres	24,000 acres
Average material cost per season	\$1,440,000	\$1,440,000