



SPRAYER COMPARISON - CHERRIES

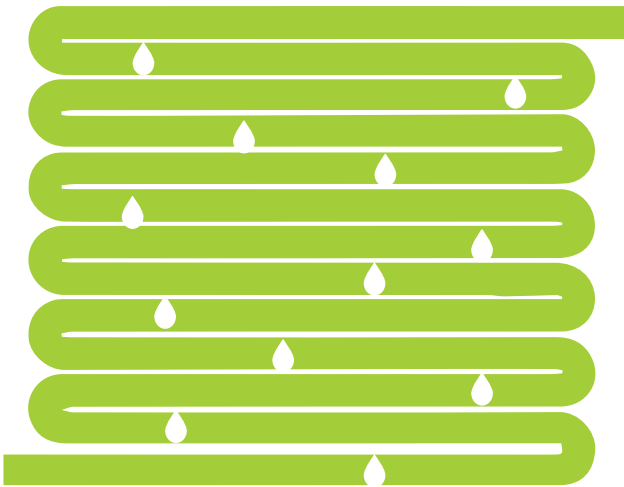
On Target Conventional Sprayers

 **1 TRACTORS**
 **1 WORKERS**
 **1 SPRAYERS**

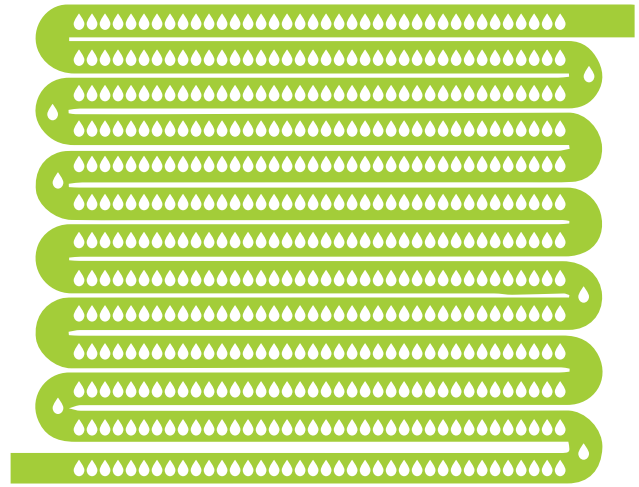
VS

    **4 TRACTORS**
    **4 WORKERS**
    **4 SPRAYERS**

 = 10



 = 10



ON TARGET GPA

125 TANK REFILLS (rounded)

1,000 acres x 50 GPA = 50,000 gallons of water
50,000 gallons of water/400 gallon tank = 125 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
400 gal.	3	1	20 ft

* Percent of Label Rate Actually Used: 100%

CONVENTIONAL GPA

500 TANK REFILLS (rounded)

1,000 acres x 200 GPA = 200,000 gallons of water
200,000 gallons of water/400 gallon tank = 500 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
400 gal.	2	1	20 ft

* Percent of Label Rate Actually Used: 100%



SPRAYER COMPARISON SHEET

On Target vs Conventional Sprayers

		TANK SIZE	MPH	ROWS	WIDTH	ACRES	APPLICATIONS	WATER GPA	
MODEL		On Target	400 gal.	3	1	20 ft	1,000	14	50
		Conventional	400 gal.	2	1	20 ft	1,000	14	200

		GALLONS	TANK FILLS	ON TARGET TOTAL SAVINGS:			
WATER		On Target	700,000	125			
		Conventional	2,800,000	500	<table><tr><th>One Season</th><th>Five Seasons</th></tr><tr><td>2,100,000 gallons 375 fewer refills</td><td>10,500,000 gallons 1,875 fewer refills</td></tr></table>	One Season	Five Seasons
One Season	Five Seasons						
2,100,000 gallons 375 fewer refills	10,500,000 gallons 1,875 fewer refills						

		HOURS (Rate)		COST		ON TARGET TOTAL SAVINGS:	
LABOR		On Target	3,675 (\$20)	\$73,500			
		Conventional	9,940 (\$20)	\$198,800	One Season	Five Seasons	\$125,300

		GALLONS	COST	ON TARGET TOTAL SAVINGS:		
DIESEL		On Target	8,400	\$25,200		
		Conventional	33,544	\$100,632	One Season \$75,432 25,144 gallons	Five Seasons \$377,160 125,720 gallons

Materials Savings Details	On Target	Conventional
Total acres sprayed per season	14,000 acres	14,000 acres
Average material cost per season	\$840,000	\$840,000

TOTAL SAVINGS:

One Season	Five Seasons
\$200,732	\$1,003,660

**With no material cost difference*

Labor Savings Details	On Target	Conventional
Labor per row	5 mins.	7.5 mins.
Labor required to spray field once	137.5 hrs.	206.3 hrs.
Tank Fills required to spray field once	125	500
Labor required to fill tank once	30 mins.	30 mins.
Total fill time	62.5 hrs.	250 hrs.
Acres sprayed per hour	5 acres/hr	2.2 acres/hr
Labor required to spray one acre	0.2 hrs.	0.46 hrs.
Total acrea sprayed per season	14,000 acres	14,000 acres
Total labor spent filling per season	875 hrs.	3,500 hrs.
Total labor to spray field once, including filling	200 hrs.	456.3 hrs.
Total labor spraying per season	2,800 hrs.	6,440 hrs.

Water Savings Details	On Target	Conventional
Sprayer tank fills required	125	500
Water required for one field pass	50,000 gal.	200,000 gal.

Diesel Savings Details	On Target	Conventional
Gallons of fuel required for field	600 gal.	2,396 gal.
Cost of fuel per acre	\$1.80	\$7.19
Total cost of diesel for one field pass	\$1,800	\$7,188
Total acres sprayed per season	14,000 acres	14,000 acres
Total cost of diesel per season	\$25,200	\$100,632