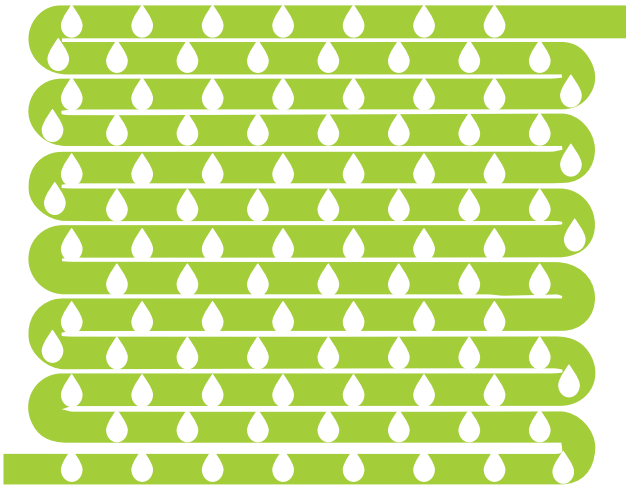


SPRAYER COMPARISON - HOPS

On Target Conventional Sprayers



VS



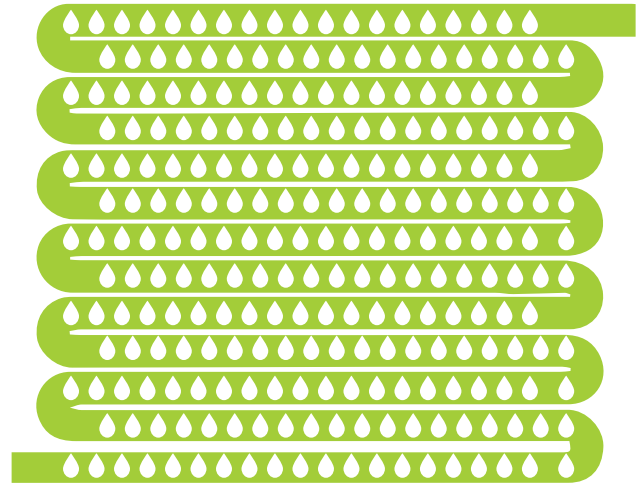
ON TARGET GPA

100 TANK REFILLS (rounded)

1,000 acres x 40 GPA = 40,000 gallons of water
40,000 gallons of water/400 gallon tank = 100 tank refills

TANK SIZE	MPH	# OF ROWS	ROW WIDTH
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400 gal.	3	1	12 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	12 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	12 ft	1,000	12	40
		Conventional	400 gal.	2.5	1	12 ft	1,000	12	100

WATER		GALLONS	TANK FILLS	ON TARGET TOTAL SAVINGS:	
		On Target	480,000	100	
		Conventional	1,200,000	250	
				One Season 720,000 gallons 150 fewer refills	Five Seasons 3,600,000 gallons 750 fewer refills

LABOR		HOURS (Rate)	COST	ON TARGET TOTAL SAVINGS:	
		On Target	3,960 (\$20)	\$79,200	
		Conventional	6,300 (\$20)	\$126,000	
				One Season \$46,800	Five Seasons \$234,000

DIESEL		GALLONS	COST	ON TARGET TOTAL SAVINGS:	
		On Target	10,056	\$35,196	
		Conventional	25,200	\$88,200	
				One Season \$53,004 15,144 gallons	Five Seasons \$265,020 75,720 gallons

TOTAL SAVINGS:

One Season \$99,804	Five Seasons \$499,020
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Labor Savings Details	On Target	Conventional
Labor per row	5 mins.	6mins.
Labor required to spray field once	229.2 hrs.	275 hrs.
Tank Fills required to spray field once	100	250
Labor required to fill tank once	30 mins.	30 mins.
Total fill time	50 hrs.	125 hrs.
Acres sprayed per hour	3.6 scres/hr	2.5 acres/hr
Labor required to spray one acre	.28 hrs.	.4 hrs.
Total acrea sprayed per season	12,000 acres	12,000 acres
Total labor spent filling per season	600 hrs.	1,500 hrs.
Total labor to spray field once, including filling	279.2 hrs.	400 hrs.
Total labor spraying per season	3,360 hrs.	4,800 hrs.

Water Savings Details	On Target	Conventional
Sprayer tank fills required	100	250
Water required for one field pass	40,000 gal.	100,000 gal.

Diesel Savings Details	On Target	Conventional
Gallons of fuel required for field	838 gal.	2,100 gal.
Cost of fuel per acre	\$2.93	\$7.35
Total cost of diesel for one field pass	\$2,933	\$7,350
Total acres sprayed per season	12,000 acres	12,000 acres
Total cost of diesel per season	\$35,196	\$88,200

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