



Smart Milk Basis Program

DBA member discount

MARGINSMART® is a price risk management tool and consulting service for dairy farmers which projects future profitability and assists in making management and price risk management decisions. Due to the importance of the issue, MARGINSMART® has created the Smart Milk Basis Report Program, available to all dairy farmers!

Key highlights:

- Comprehensive analysis of how your dairy has been paid
- Breaks out component percentages, pay rates, SCC, PPD, hauling and all other premiums and charges
- Confidentially compares your dairy to the whole FMMO, peer group and various dairy plants within the peer group on various metrics including a fat and protein corrected component percentage and net hauling for true benchmark comparisons
- Includes production, ECM and combined BF/Protein solids statistics when cow numbers are provided
- 20 pages of historical charts and graphs display all information in easy to read format (emailed as a PDF). See a sample of 2 pages on the next page.
- Includes multiple views of basis by month and year(s) compared to the FMMO and peer group
- FMMO 30 has a well-established peer group. Looking to add other FMMOs in the future.
- Calculated by independent leading dairy analytics company

Pricing

- **Historical 2014 to July 2018 (1 summary report) - \$400**
- **Go forward monthly (12 reports) over next year - \$400**
- **Combined above historical and 12 months future - \$700**

**DBA members
receive a 25%
discount!**

Contact Mark Linzmeier at (920) 264-9139 or mark@marginsmart.com to sign up or with questions.

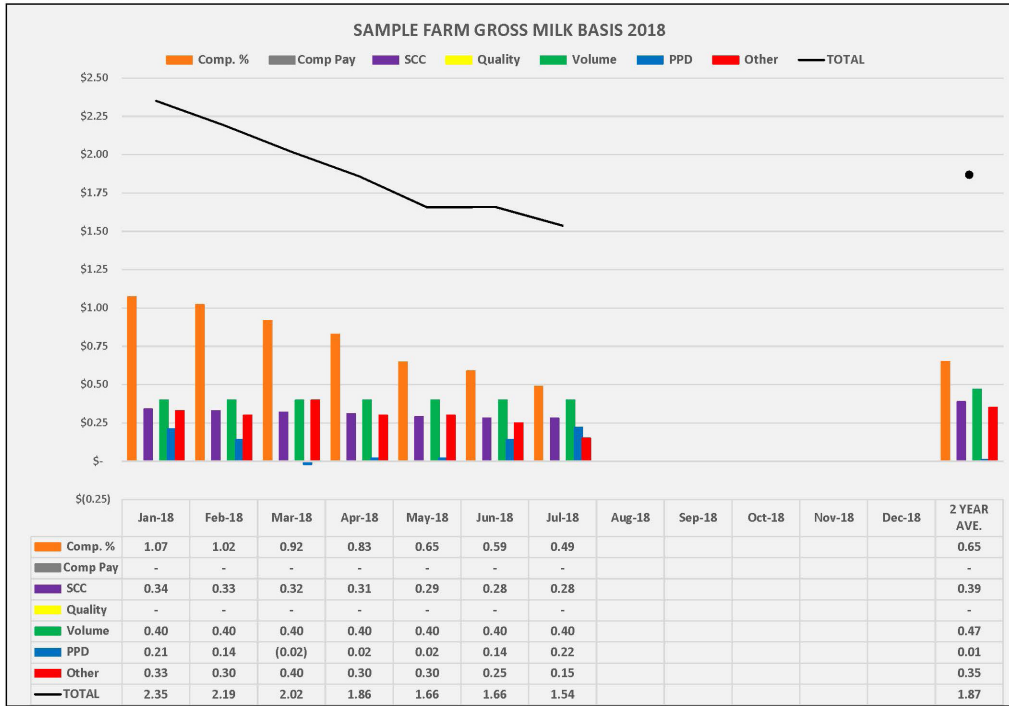


For more information about DBA member benefits, contact Nicole Barlass, director of member relations, at nbarlass@widba.com or (920) 883-0020 x 104.

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Gross milk basis 2018

The chart below represents the Gross Milk Basis for your farm based off of your gross pay price components from the milk statements. This EXCLUDES any deducts, hauling charges, supplies and assignments. The following 3 charts are grouped by each 2-year period (2014-2015), (2016-2017) and 2018



Effective monthly average gross milk basis with direct deductions

The chart below represents a month-by-month average gross milk basis MINUS hauling, marketing and other deductions (such as CWT) for your farm based off of your milk statements. It is based on the monthly averages for all data that we have from your farm.

