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## AGCO® HayBoss™ The Hay Preservative Application System That Pays For Itself - Payback Spreadsheet Instructions -

- 1) There are two Payback Spreadsheets to choose from.
  - a. One is for Large Square Balers
  - b. The other is for Round and Small Square Balers

Pick one of these spreadsheets based on your baler type.

- 2) There are five variables, six if you count the side-by-side applicator type comparison, (*highlighted in blue*) that are required to calculate the payback for a specific baling operation. The cells highlighted in yellow are just key figures and can't be changed. Only the six cells highlighted in blue can be changed.

Fill in your best estimate in the blue cells for:

- a. Bales made per year
- b. Weight per bale (lbs)
- c. Price per ton baled
- d. Cost of AGCO Hay Preservative (*Per Pound at List Price*)
- e. Cost of AGCO HayBoss or Electronic Application System (*List Price*)

***Note:*** ***These spreadsheets are designed so you can do a side-by-side comparison between using the HayBoss or the Electronic application systems. Put the cost of both systems in the spreadsheet to see how they compare.***

- 3) Based on treating 40% percent of the crop at an average of 22% moisture, the spreadsheet will automatically calculate:
  - a. How much AGCO Hay Preservative you need to purchase
  - b. Whether you will break even in Year 1 or Year 2 and cover the cost of the hay preservative application system and preservative

Either way, you will see that the investment in a HayBoss™ Automatic Applicator or an Electronic Application System, when used in conjunction with AGCO Hay Preservative, can actually pay for itself and increase your future hay profits.

***NOTE:*** ***These spreadsheets (DOC.ROI-LSB07 and DOC.ROI-RDSSB07) are intended as tools to aid in determining the practicality of purchasing an AGCO Hay Preservative Application System and AGCO Hay Preservative, and are intended as examples based on industry averages. Actual payback time may vary depending on the percent of the crop baled with preservative, amount of preservative used, average hay moisture, type of application system used, weather, crop value, etc. Therefore, AGCO Corporation assumes no liability as it pertains to the actual payback you may or may not incur. In addition, these spreadsheets are only applicable to hay preservative application systems offered by authorized AGCO dealers.***

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