

# HARVESTORE. FOR A LIFETIME OF VALUE.

HARVESTORE IS BACK ON THE HORIZON.

This summer we announced that Harvestore® is back on track with a goal to once again become the Heart of Dairy Nutrition™ through superior feed quality, convenience and lifetime value. We know it will take time.

For years, Harvestore meant successful dairying. But as dairying changed, so did dairy producers' perspective toward Harvestore. Bags and bunkers became more popular. Harvestores aged and weren't maintained. And there was the perception that they were too slow to load and unload for today's fast-paced dairying.

We're fixing that now with rebuild kits, new faster unloaders, advanced bag sensors and other structural improvements now available to producers to upgrade units in need of repair.

And we're selling new units as well to growing dairies – a surprise to many.

We admit that a Harvestore doesn't fit every situation. But the story that has not been told is that a Harvestore is still a very good option instead of storage bags or bunkers.

### Putting Pen to Paper

Rising fuel prices are making it more expensive than ever to run a tractor to pack a bunker, or to custom fill a storage bag. But fuel cost is just one reason Harvestore is beating bags and bunkers at the bank.

Contrary to popular belief, Harvestores *have always* been a more cost-efficient way to store haylage.

As dairy operations have grown, bigger herds have meant feed storage expansion. Bags and bunkers have *seemed* a cheaper way to store and handle more feed. A big reason is that Harvestores require more capital initially, and they need to be maintained.

But bags and bunkers can still cost more to operate annually when the initial cost of all systems are amortized over the life of the structures, and operating and maintenance costs are considered.

### Add up these "hidden" costs:

• **INITIAL INVESTMENT.** Cost of building bunkers, up to 175 new bags year after year. Plastic and tires to cover bunkers. Preservatives to maintain nutrients.

• **LABOR.** Hours needed to fill, pack, cover and transfer feed to bunks. The new Alliance unloaders can move 250 pounds per minute at 55 percent moisture, saving time over the older and slower Goliath unloaders and making for faster-in, faster-out feed handling with a Harvestore.

And our new Harvestore XL unloader coming out soon will unload even faster and cut down on repairs.

• **EQUIPMENT.** Tractor cost of operation, including wear and tear. Then there's the cost of custom filling storage bags.

• **ENERGY.** Compare electricity for Harvestore's Alliance unloader at \$1 per hour to \$10 per hour to fuel a medium size tractor that's packing and unpacking.

### • NUTRIENT LOSS, SPOILAGE.

Dry matter losses to spoilage, insects and rodents will climb over time in both bags and bunkers and can reach 25 percent or more, higher in a wet year. Harvestore preserves and protects storage quality and reduces dry matter loss to only 3 to 8 percent<sup>(1)</sup> in wet or dry years.

• **ACREAGE.** Extra tons that need to be harvested to offset storage losses, requiring more acres, labor and operating costs to feed the herd. For example, in order to feed 555 dry matter tons annually from a bunker, 677 tons must go into storage, a loss of 120 tons when dry matter loss is 18 percent. At \$90 per ton, the annual cost is \$11,000.

• **FEED QUALITY.** Figure the value of higher nutrient haylage and its impact on herd health and production.

*Add up all the factors that go into forage storage over time, and you'll discover that the higher quality forage from a Harvestore saves you money and is more convenient to operate, too.*

Do your own calculations with StoragePro™ from Harvestore, a software program that allows you to use your own on-farm data to calculate your operating costs for Harvestore units, concrete bunkers, stave silos and storage bags.

Set up your own StoragePro analysis through an Authorized Harvestore Dealer and you'll find that a Harvestore is less expensive to operate, year after year.

So consider Harvestore when you plan your next herd expansion. Or make the switch from bags or bunkers to Harvestore to capture higher feed quality for your herd and the lifetime value you deserve.



The  
**NEW**  
**HARVESTORE®**  
BACK ON THE HORIZON!

**ENGINEERED STORAGE  
PRODUCTS COMPANY**

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