Economic Decision Modeling in Asset-Light Projects

Cost Leadership, Good Farming and Sales, and Win-Win Result

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CATALOG

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PART 01

Introduction to asset-light projects

I. What is light asset

(1) Fixed Asset Partnership + Floating Rent Model;

(2) "Company + Farmer" farming model;

(3) Fixed asset leasing model;

(4) Muyuan’s contract system (co-creation partnership with shared benefit) - certainly an innovation

…

II. Why is it called light asset?

(1) Assets: flexibility, restructuring of surplus assets, risk-sharing

(2) Funding: stable cash flow and holding the bottom line of costs (who makes it to the end?).

(3) Management: upgrading to achieve systematic replication. Big but not strong, small but weak abound

(4) Personnel: steep drop in labor costs, hiring people working in the field instead of speaking in the hall

III. Current main business model?

Muyuan: an integrated model of self-breeding, self-multiplication and self-feeding (under constant innovation)

The company builds their own farms, unifies the procurement of feed and vaccines, hires farmers to centralize all production processes such as breeding and multiplication, cultivation of piglets, and fattening of hogs, and pigs are sold to end consumers through one channel.

Wens: "company + farmer" model

The company is only responsible for breeding pigs and piglets, and entrusts the farmers to fatten the commercial pigs. In this way, the company doesn't have to bear the cost of building hog houses, and passes on the cost of hog houses by paying the farmers the hosting fee. Farmers need to build their own pigsties, and the company provides them with piglets, technical guidance, feed, veterinary drugs, vaccines and unified sales.

Both models have their own advantages, but with the outbreak of African swine fever in 2018, the advantages of the integrated model began to come to the fore; however, the recent prolonged period of low hog prices has given the asset-light model some room to grow.

IV. Comparison of operating modes?

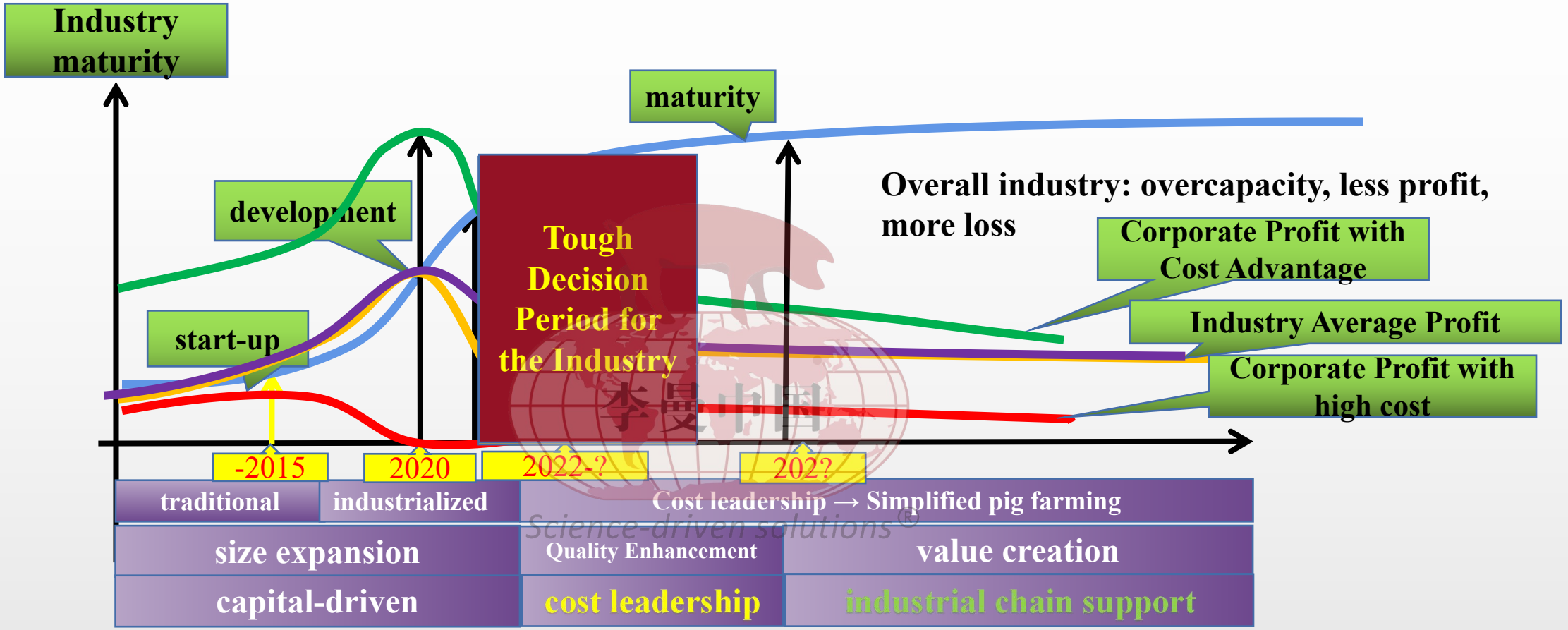
model	asset-heavy business	asset-light operation
land resources	Need to reserve land in the company's strategic development areas, which is costly	No need for reserves, develop with idle capacity in industries around the development area
funding requirement	Heavy capital requirements (fixed asset investment requirements of 40,000 yuan/head)	No investment in fixed assets, expenses in the form of rent or floating rent, low capital requirements
entry threshold	Funding, personnel, environment and other high	Direct access, easier
development cycle	Long investment time, at least 2 years from construction to start-up operations	Short cycle time, about 6 months from project search, identification to implementation on the ground
risk control	(Environmental, financial, etc.) Operator's sole responsibility, high risk	Shared and controlled risks for both partners
Fattening efficiency	comparatively strong	weaker
capital return	Slow cycle time, slightly higher returns	Fast cycle time, slightly lower return
Management difficulties	controllable	A lot of uncontrollable
operating system	Standardized, replicable and easy to manage	Poor standardization and high demands on management systems

PART 02

Cost leadership

- ASF is the red line, cost is the bottom line

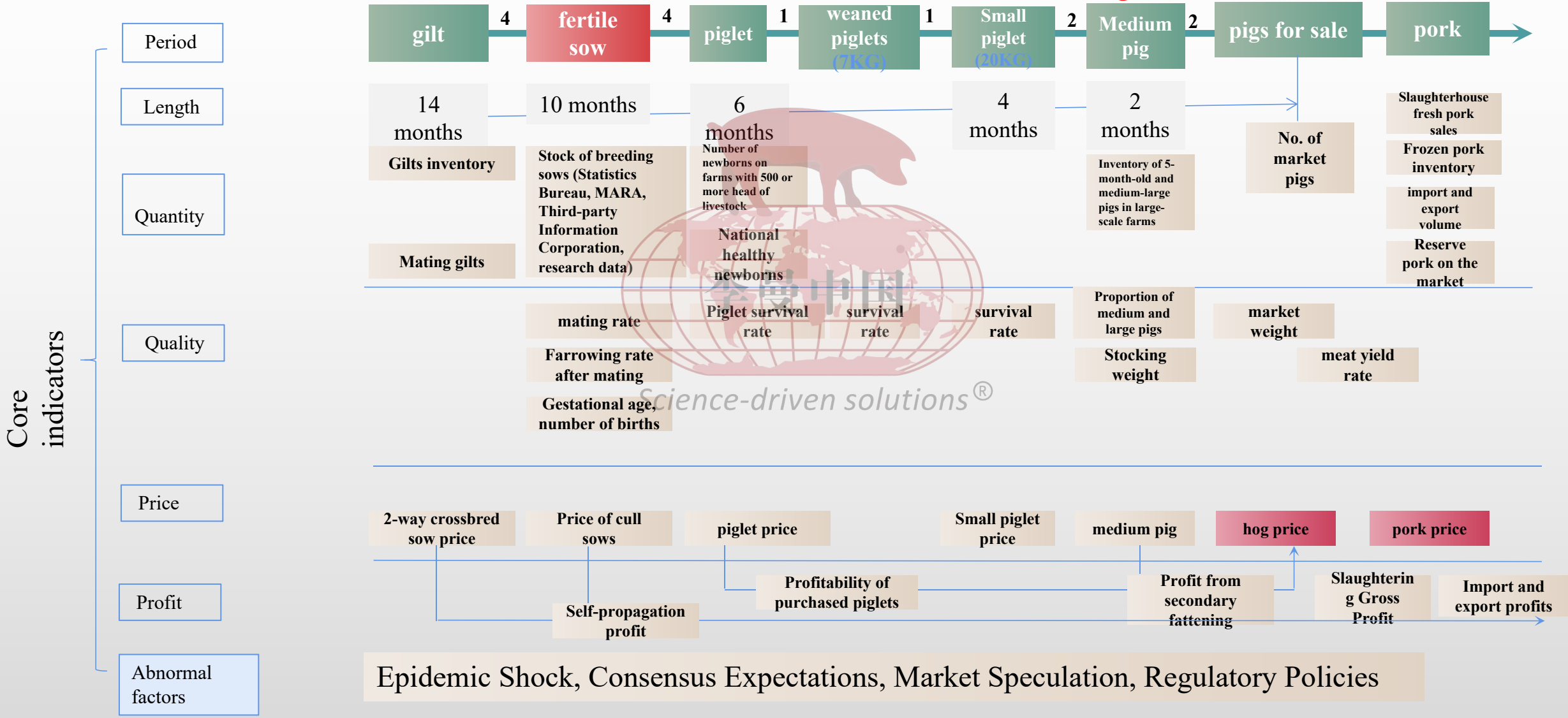
I. Pigs are difficult to raise



- **Cost leadership:** less loss at low hog prices, making more profit at high hog prices;
- **Simplified pig farming:** automation, intelligence and others, these may be good tools, but the problem is rather more, how to solve the problems that create problems.

II. Pigs are not selling well

Is it better to bet on the market or focus on the cost when there is no obvious black swan in sight?



III. Pig cost components, the direction of our efforts

（5）营业成本构成

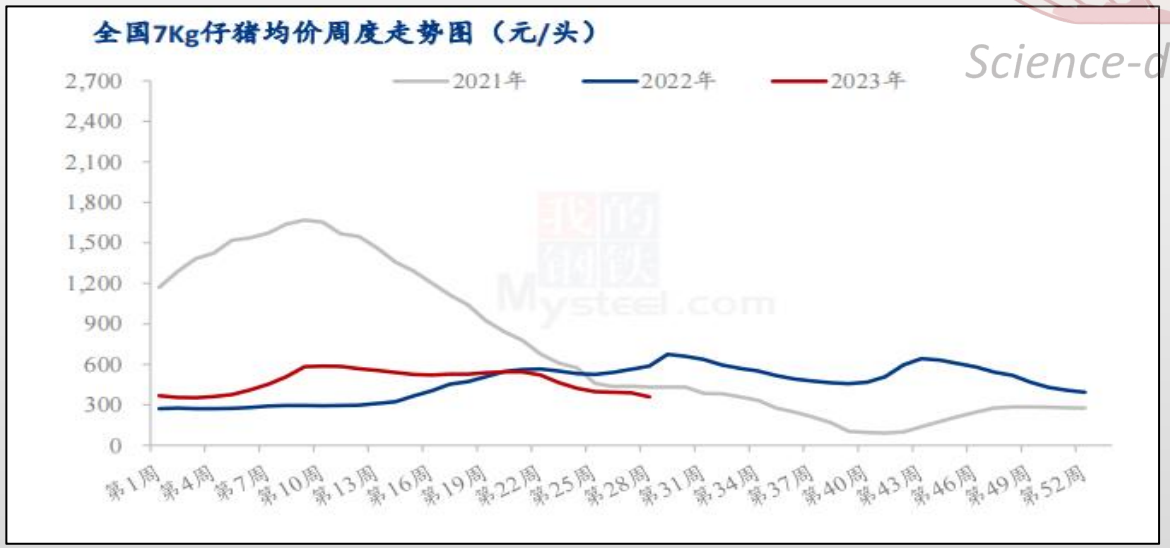
产品分类

单位：元

产品分类	项目	2021 年		2020 年		同比增减
		金额	占营业成本比重	金额	占营业成本比重	
生猪	饲料	36,006,634,625.65	58.12%	11,547,974,270.92	55.28%	211.80%
生猪	职工薪酬	8,953,144,425.65	14.45%	3,260,972,489.06	15.61%	174.55%
生猪	折旧	6,281,603,766.88	10.14%	2,185,116,808.08	10.46%	187.47%
生猪	药品及疫苗费用	3,189,004,764.67	5.15%	1,142,895,562.23	5.47%	179.03%
生猪	物料消耗	2,373,389,205.63	3.83%	796,017,564.20	3.81%	198.16%
生猪	燃料与动力	1,819,051,743.56	2.94%	560,542,277.46	2.68%	224.52%
生猪	其他费用	3,328,810,893.07	5.37%	1,397,782,520.43	6.69%	138.15%
生猪	合计	61,951,639,425.11	100.00%	20,891,301,492.38	100.00%	196.54%

IV. Cheap sows and piglets with flexible and efficient feeding patterns 提 高 人 类 生 活 品 质

company	current cost	target cost at the end of 2023
Muyuan	7.15	Below 7.0
Wens	8.1-8.2	Below 8.0
New Hope	8.3	Below 8.0
Tech-bank	9.0	About 7.0
Dabeinong	8.5	Below 8.0
Aonong	-	Below 8.5
Tecon	8.5	Below 8.25



Costs are down:

1. Improved breeding performance and increased apportionment;
2. Reduced feed costs: soybean meal protein substitution, etc.
3. Marginal costs

Muyuan's 2-way rotational crossbreeding provides a lot of cheap gilts (**breeding-fattening conversion**); excellent results after 2-way rotational crossbreeding; disposal of cull sows: 15% sold to big companies through sows, sows with piglets (retailers don't trust and buy less); 85% sold to slaughterhouses. Partly sold at the price of fattening pigs, partly sold at the price of cull sows.

The equivalent of raising a big fattening pig and providing 10 or more piglets per year, which is a big reason for the low cost.

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V. Efficient mode of resumption of production - scientific prevention and control in resumption of production, i.e., full-capacity production, i.e., delivery

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1. ASF can be completely prevented, we can ensure zero occurrence, theory and practice have proved that prevention is the most cost-effective.
2. Once occurrence need decisive and rapid scientific disposal, there are many cases of successful prevention and control for attenuated virus outbreak in the industry, but sorry, you are blinded, once again the survivor bias appears. That is because the pig farms who failed in prevention and control of weak virus account for about 99%, but nobody shares.

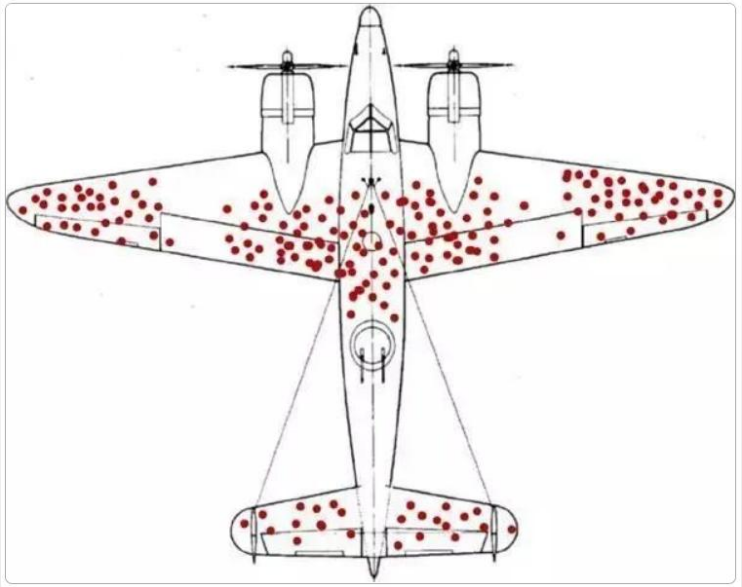
"Why do large-scale companies collectively insist on biosecurity controls?"

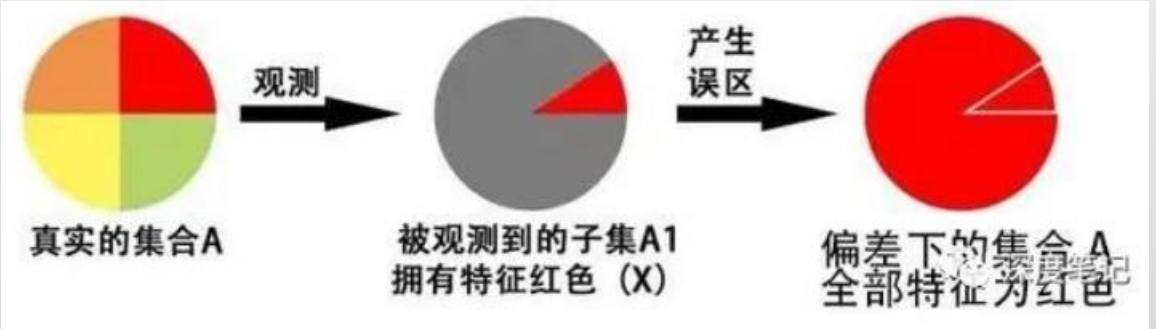
Prevent only
Rapid scientific disposal

Vaccine Virus:
1. Difficult to find;
2. The industry is basically incapable of eliminating it;
3. Large losses;
4. Difficulty in resuming production;
5. Showing a trend of high incidence

preventable and controllable

Wild Virus:
Mature tooth extraction
small loss





VI. Failure in control the outbreak, and reluctance to cull sows, preferring to passively depopulate?

Sow farm production cost statistics

	normal production		abnormal production			
	annual cost	monthly cost	monthly cost	3 months decontamination	2 months of repopulation	Total costs during repopulation
Feed	4000	333	0			
Labor, management	1000	83	83	249	166	
Barn rent/depreciation	1250	104	125	375	250	
Utilities/anti-ASF/supporting	250	21	50	150	42	
Boar, gilt apportionment	500	42				
Sow medicine and vaccine, equipment	700	58				
Piglet vaccine, medicine and equipment	1300	108				
Total	9000	750	258	774	458	
Cost of 2,000 pigs				1548000	916000	2464000

Remarks: pig-related costs are no longer available after depopulation, pig-related costs are recorded in gilts after repopulation, labor costs during decontamination and repopulation period did not make adjustments, due to the pens during decontamination need more people, people responsible for mating start participating in the immunization in the second month, some of the people in the farm produce gilts elsewhere according to the production plan, some of them are responsible for decontamination.

Sow culling residual value

Average weight, KG	Sow/fattening pig price ratio	Equivalent to the weight of a fattening pig	fattening pig price	sum of money	Number of sows culled	Amount of sows culled, yuan
200	70%	140	17	2380	2000	4,760,000

VI. Failure in control the outbreak, and reluctance to cull sows, preferring to passively depopulate?

Gilt production program, sow production cycle of 5 months, gilt volume per month

	headcount	weight	day of age	first month	second month	third month	fourth month	fifth month	sixth month
Batch 1	1000	130	210	Confirmation of gilts, partial vaccination	Breeding started, corresponding to 400 deliveries	Breeding: corresponds to 400 deliveries			Delivery of the litter and entry into the normal production process
Batch 2	500	90	150	Confirmation of gilts, immunization according to standard procedures	Immunization according to standard procedures	Immunization according to standard procedures	Breeding: 400 deliveries		
Batch 3	500	65	120	Confirmation of gilts	Confirmation of gilts, immunization according to standard procedures	Immunization according to standard procedures	Immunization according to standard procedures	Breeding: 400 deliveries	
Batch 4	500	40	90	Confirmation of gilts	Confirmation of gilts	Confirmation of gilts, immunization according to standard procedures	Immunization according to standard procedures	Immunization according to standard procedures	Breeding: 400 deliveries

Gilt program, introduced in day-age weight stages, so as to avoid wasted costs due to wasted days of gilt rearing

Batch 1 pigs transferred to sow farms after breeding and other batches transferred to sow farms after completion of immunization, batch by batch to avoid greater losses caused by decontamination failure, batch 1 pigs to catch up with the production schedule

Gilt development costs

	headcount	weight	day of age	Gilt markup	fattening pig price	Amount of gilts	Immunization and health care for gilts 100 RMB/head	Average daily feed usage	Average price of feed	Number of days of feeding	Amount of feed	Amount of gilts to be culled	maintenance allowance	total cost	average cost
Batch 1	1000	130	210	200	17	347000	100000	2.5	3.45	150	1293750	448000	225000	1517750	1965.75
Batch 2	500	90	150	200	17	153500	50000	2.6	3.6	150	702000	224000	58500	740000	1928
Batch 3	500	65	120	200	17	141000	50000	2.5	3.67	150	688125	224000	78000	733125	1914.25
Batch 4	500	40	90	200	17	128500	50000	2.3	3.67	150	633075	224000	97500	685075	1818.15
Total	2500					770000	250000				3316950	1120000	459000	3675950	1918.38

VI. Failure in control the outbreak, and reluctance to cull sows, preferring to passively depopulate?

The following: the profit difference between raising two-way crossbreeding pig and three-way crossbreeding pig is expected to be about 720,000 yuan, depopulation and reintroduction is expected to take 5 months and cost about 1.03 million, so in summary, fostering care of breeding pigs gains better profits.

Class		7kg piglet	7kg breeding pig	difference	note
inventory		2200			
7kg purchased price		250	350	100	
feed	creep feed	26	26		
	nursery feed	128	128		
	small piglet feed	125	125		
	medium pig feed	362	362		
	gilt/large pig feed	486	560		
	Subtotal	1127	1201	74	
Farmers' processing fees		250	300	50	
Difference in sales price (yuan/catty)		8.5	8.1	-0.4	
Total differences				72.1	

The difference between raising two-way crossbreeding pig and three-way crossbreeding pig is about ￥720,000

1. piglet price difference of 100 yuan, with 98% of marketing rate, average weight of 130 kg, two-way crossbreeding pig is lower than two-way crossbreeding pig by 0.8 yuan/kg;

2. in accordance with the August feed prices, according to the feeding program, the pig of 130 kg consuming 150 kg feed, and consuming 170 kg feed in total after the appropriate adjustment of the gilt by increasing 20kg feed; feed difference of 74 yuan / head

3. settlement of processing fees, normal price is 250 yuan / head, the gilt rose to 130 kg, is expected to take 200 days, in accordance with the 1.5 yuan / head / day, is expected to cost 300 yuan / head

Class	idle time	sum of money
Depreciation of fixed assets	5	99
Long-term amortized expenses	5	5
total		103

VII. Still using the old model of chicken-egg and egg-chicken?

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Production Indicators

Class	No.	Indicator name	unit	Number (years)	Number (months)	note
Reproduction indicators	1	Inventory (farrowing sows)	head	2000	2000	
	2	Born alive per litter	head	12.00	12.00	
	4	parity per year	parity	2.35	2.35	
	5	Farrowing number	head	4700	392	
	6	mating number	head	5529	461	
	7	birth rate	%	85	85	
	8	Born alive	head	56400	4700	
	9	weaned piglet	head	53016	4418	
	10	Feed consumption of breeding pigs	kg	2300000	191667	
	11	Lactating piglet consumption	kg	22560	1880	
Indicators of survival rate	1	Lactating piglet survival rate	%	94%	94%	
	2	Conservation survival rate	%	97%	97%	
	3	Fattening survival rate	%	97%	97%	
kennel	1	Nursery final weight	kg	25	25	
	2	Nursery F/G	/	1.80	1.80	
	3	Nursery FI	kg	1712470	142706	
	4	Number of nursery transfers	head	51426	4285	
fattening house	1	Fattening market weight	kg	130	130	
	2	Fertilizer F/G	/	2.90	2.90	
	3	Fattening Consumption	kg	15189299	1265775	
	4	Number of market pig	head	49883	4157	
Composite indicators	1	PSY		26.51	26.51	
	2	MSY		24.94	24.94	
	3	Cost of drugs	Yuan/market pig	100	100	
	4	F/G for the whole herd		2.96	2.96	

List of input budgets for a 2000-sow project

item	March	April	May	June	July	August	Sept.	October	Nov.	Dec.	January	total
Upfront costs and minor renovation	150											150
rents	0		500									500
deposit	0		50									50
Introduction costs	660	0	0	0	0							660
Feed costs	20	59	59	54	58	63	69	100	168	277	392	1319
Veterinary drugs, vaccines, etc.	4	4	9	4	4	8	22	55	36	55	72	274
Labor and other costs	8	10	12	16	20	24	32	36	36	40	44	278
Subtotal investment (￥ million)	842	73	630	74	82	96	123	172	240	372	508	3212
Breeding stock situation	0	2200	2200	2150	2133	2111	2090	2069	2049	2028	2008	
Lactation stocking situation							4418	4418	4418	4418	4418	
Small Fertilizer Inventory Situation								2099	4197	6627	6627	
Big fat stock situation									2036	6107	12535	
Sales	**Mating from May-June 2024, small fertilizer can be sold from November, large fertilizer is expected to be sold from April 2025**											

Focused Analysis:

1. Overall operational assessment of the project; 2. Reassessment of financing capacity; 3. Production budget forecast by average value and full assessment of production risk; 4. Complete investment analysis;
5. Long-term operational analysis; 6. Risk analysis under extreme low prices (ASF red line, cost floor);
7. Alternative investment simulation analysis; 8. Asset risk analysis: liquidity; 9. Integration of overall development strategy; 10. Simulation of flexible production rhythms.

VIII. And that's a loss? It's still a huge loss, unsustainable?

Currently, the base price of piglets is 200 yuan per head, and the cost of market pig after April is estimated at 6.7.

Table I: Indicator quotas

item	quota
survival rate	95%
Marketing rate	93%
F/G	2.59

Table 2: Unit price of feed

Feed varieties	Rationed quantity (head/kg)	Price (yuan/ton)	Amount (yuan/head)	note
Creeping feed	5	5288	26	Feed Prices in September
nursery feed	30	4387	132	
piglet feed	50	3557	178	
medium pig feed	100	3413	341	
Large pig feed	135	3302	446	
Subtotal	**320**		**1123**	

Table 3: Fattening Pig Cost Quota

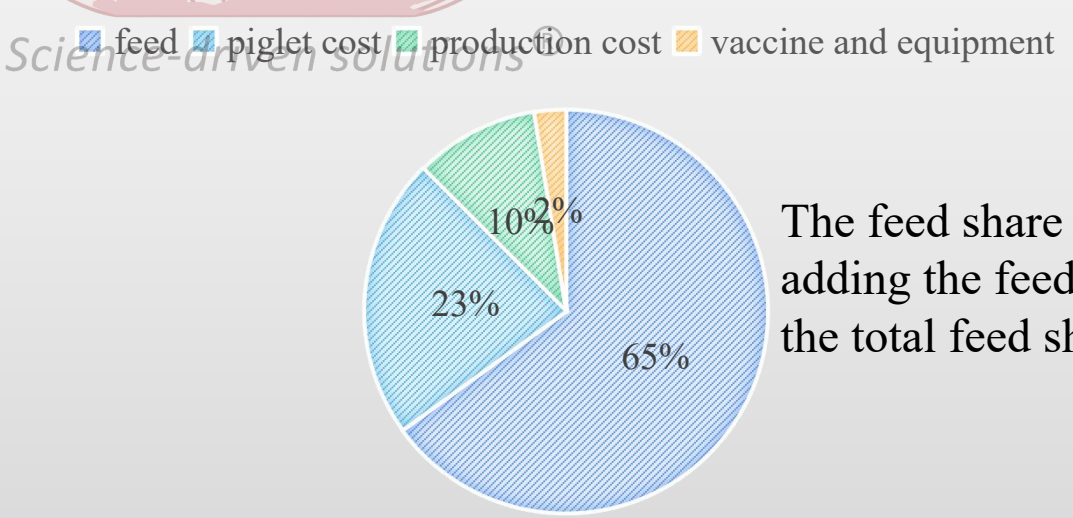
item		Cost per catty
Average listed weight (kg)		130
headcount	Base cost of piglets	200
	Freight of piglets	19
	Apportioning the cost of piglet deaths	11
	feed	1123
	Feed freight (average price ￥60/ton)	19
	veterinary drug	50
	manufacturing cost	66
	Gross margins for farmers	230
	funds occupancy charge (accountancy)	35
	insurance claim	-9
	Subtotal	1744
Cost of sales per catty of fattening pigs		6.7

IX. Path to cost leadership

- The pig industry has became more intensive, and pig farming competition has developed from a capital-driven pattern under the high pig price cycle to a cost-oriented pattern under the low pig price cycle;
- Low-cost pig farming should be a two-pronged concept of "safety (R)" and "efficiency (C)";
- In safe pig production: production safety is the foundation, environmental protection and safety is the red line, ASF prevention and control is the bottom line, other production health management issues are the focus, and talent is the core;
- Efficiency Improvement Focus:

- Sow efficiency: breaking down key production goals and guarding core technical processes;
- Fattening efficiency: feed management is the key point, good procurement(raising), management and sales is indispensable.

Cost breakdown of commercial pigs	
Feed, 65%	**1300**
piglet cost, 23%	**450**
production costs, 10%	**200**
Vaccines and veterinary drugs, 2%	**50**
Total 100%	**2000**



The feed share is about 65%, and adding the feed share of piglet costs, the total feed share is about 75%.

IX. Path to Cost Leadership -- Efficiency and Safety

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① **Efficiency is key,** reducing unit cost is the result, and improving efficiency is the primary consideration.

② Cost reduction does not necessarily increase efficiency, but efficiency improvement can reduce costs.

③ **Productive** Thinking: Cost Reduction, Expense Reduction	restricted	Reducing competitiveness
④ **Operational** Thinking: Controlling Costs and Improving Efficiency	infinite	Enhancing competitiveness

A family with a lot of money doesn't count animals with hair.

- Production safety; - ASF prevention and control is the bottom line; - Disease (ASF, PRRS, diarrhea, etc.) risks should not be blindly allowed to give way to market risks.

High output is only possible with healthy pigs.

- Health affects sow estrus rate and farrowing rate; health affects sow litter size;
- Health affects FCR; health affects survival rate, etc.

PART 03

Healthy pigs fed with less efforts

- production safety, biosecurity, production performance, health management, cost control

I. Production safety

- You only live once, and safety is for every family!
- Behind every rule and regulation are countless lessons paid for in blood.
- The lessons learned from every safety incident are painful.
- Accidents are not big or small. It is entirely possible that some small things or small negligence can cause huge accidents and losses. Therefore, it is necessary to follow the safety production procedures, only safety, is the benefit.
- Safety first, prevention first!

生产安全工作
检核表-空表-2C

II. Assessment of cooperating parties

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item		rank	score	Content of the assessment	Scoring requirements
Background information on pig farms (30 points)	Related formalities	A	15	Availability of EIA report; land transfer contract, filing of facility agricultural land, EIA acceptance requirements; business license; animal epidemic prevention certificate; breeding livestock and poultry business license; sewage license; non-basic farmland certification documents; sustainable operation capability;	No EIA report or approval document is directly excluded, if there is, points will be added according to the availability of favorable documents in descending order.
	Owner's background	B	5	Including owner reputation, local influence; financial debt issues, etc.	Good reputation with owners; no credit or debt problems (0-5 points)
	peripheral relations	B	10	Local government policy, no-farming zone division; neighboring farmers relationship; environmental protection treatment of the rationality of the dissipation area; peripheral flow of land reserves, etc.	Suitable area, 5 points for good policy; 3 points for owners who can handle peripheral relationships; 2 points for having a large amount of transferred land;
Pig Farm Environment (60 points)	perimeter biosecurity	A	15	Knowledge of other farmers/farms, meat markets, slaughterhouses, non-hazardous treatment plants, outbreak sites and other high-risk sites within 3 km, as well as various transportation routes; set up buffer zones around them; and conduct research on the prevalence of diseases on and around the site;	High-risk sites such as farms are rated within 1-3km; the greater the number, the lower the score; the closer the score, the lower the score;
	Decontamination and drying room	B	10	Equipped with off-site vehicle decontamination and drying equipment capable of treating high-risk vehicles;	Effectiveness of decontamination and drying of various types of vehicles based on the reasonable location of decontamination and drying points (5 points)
	pigstering area	B	10	The principle of the pig transfer area is more than 3KM from the pig farm (depending on the situation of the peripheral area); the clean and dirty area is distinguished by the line or physical partition; the vehicles of our transfer and the vehicles of the customers are strictly parked in accordance with the area; the transfer area and the surrounding area have the ability to be disinfected on a regular basis.	The further the staging area is from the location within reason, the higher the score (0-5 points); construction rationality and ability to prevent crossover and disinfection (5 points)
	feed lot	C	10	Evaluate the distance and distribution cost of feed yards, and require convenient feed supply; if it is an external feed yard, evaluate the biosecurity of the feed yard, and require vehicle decontamination and drying equipment, and special trucks for distribution;	Feed mill biosecurity rating (5 points)
	Water, electricity	A	10	Water resources are plentiful and not a biosecurity risk; assessment of power supply equipment to meet peak electricity consumption with a power house;	Meet the requirements of pollution-free food livestock and poultry drinking water quality NY 5027--2001, can be tested in accordance with the requirements; need to ensure sufficient water supply in the dry season. Total water consumption (per head): 25 liters/day for sows, 10 liters/day for fattening pigs, 5 liters/day for nursery, for estimation. The water consumption of pig farms using flushed or dry manure needs to be increased by 20% on the basis of this estimation. (10 points if the quantity meets the standard and the water quality meets the requirements; 5 points if the quantity cannot supply the peak quantity; 0 points if the water quality does not meet the standard)
	Design of clean sewers	B	5	Approach roads; off-site clean and dirty roads are strictly separated and do not cross.	The approach road meets the 30t weighing, 9.6m big vehicle passing (3 points); the clean road and dirty road are separated (2 points), not separated (0 points);
Living quarters requirements (30 points)	enclosure	C	5	Pig farms are separated by a solid fence (over 2m in height) and are not shaded by trees.	Hog farms with fences, no breaks, no trees around (5 points); fences and trees (3 points); no fences (0 points)
	Independence of the four districts	B	5	Management areas are moved out; isolation areas, living areas, production areas are strictly separated and clearly differentiated and blocked across areas	Districts are independent with strict partitioning (5 points), districts are independent without partitioning (3 points); districts are disorganized (0 points)
	Personnel bathrooms	B	5	Each area is equipped with a bath room, clothing storage room, laundry room, non-crossing, well-designed, with good bathing conditions	One-way flow in bathrooms with no crossover (5 points), no bathrooms (0 points); bathrooms available but crossover present (3 points)
	Sterilization room	B	5	A separate room for sterilizing items and the ability to sterilize foreign materials;	Disinfecting room and no crossover (5 points); Disinfecting room but crossover (3 points); No room for disinfecting items (0 points)
	service	B	5	The cafeteria, various functional storage rooms, and bagged material storage rooms are constructed in the external living area and do not intersect with the internal living area;	Cafeteria moved out and not intersecting with living quarters (5 points); cafeteria moved out and intersecting (3 points); cafeteria in living quarters and intersecting (0 points)
	Internal vehicle decontamination points	B	5	Separate internal vehicle decontamination points and storage areas, with no intersection with other vehicles (staff vehicles, outside farm vehicles, etc.)	Internal vehicle decontamination point (5 points), no internal vehicle decontamination point (0 points)
Production area requirements (80 points)	Structure of pigsties	B	15	Hog barns are required to have connecting corridors, be enclosed, or meet the need for enclosure through low-cost retrofitting, and be able to block the spread of outside biological vectors;	Closed corridors in accordance with the requirements of modern pigsties, airtight pigsties that can effectively block biological media (15 points); pigsties airtight without corridors (10 points); pigsties not airtight without corridors (0 points)
	Feeder lines and manure removal	B	15	Modify or have a transfer tower to implement off-site feeding; have an automatic feeding line, fully or semi-seamless barn floors to reduce the frequency of human contact with pigs.	With staging towers (5 points), with automated material line and operational (5 points); full leakage (5 points); half leakage (3 points); solid floor (1 point); water closet (0 points)
	Ring control system	B	10	With ventilation, wet curtain, heat preservation and other basic equipment, with automatic environmental control system equipment is better, can provide the ideal pig production conditions	Reasonable fan layout (2 points); wet curtain (2 points); insulation equipment (2 points); with temperature control probes and other environmental control facilities (4 points)
	process	B	10	Reasonable layout, able to follow the production operation process; preference for two-point farms (sow farms with a size of 800-3,000 head, and fattening farms with an inventory of no less than 10,000 head); one-stop farms are not recommended (separate discussion for those with exceptionally excellent conditions)	Sow farms with reasonable layout of mating and farrowing houses, 1,000-2,500 heads (10 points), 800-1,000 heads or 2,000-3,000 heads (6-8 points), and less than 800 heads (0 points); fattening farms with reasonable layout, with access for catching pigs, and with stocking scale of more than 10,000 heads (10 points).
	Pens	B	10	Well-designed to follow a large batch production pattern with all-in, all-out; with a gilt breeding house with group self-renewal capability; Sow farms: isolation, farrowing, gestation, and boar housing areas are relatively separate; Fattening farms: no crossover between nursery and fattening, uniform design standards	Can be produced in 3-week batches or 4-week batches and meets the all-in, all-out principle (5 points); There is a gilt isolation house, and the layout of mating, farrowing, etc. is reasonable (5 points)
	Pig-out design	C	5	With easy access to catch pigs, normal pigs are separated from abnormal pigs on the exit platform;	There is a hog catching lane (3 points); abnormal and normal hogs are separated at the exit table (2 points)
	Environmentally friendly and environmentally sound treatment equipment	B	10	Supporting environmental protection facilities; and environmentally sound treatment equipment or sites;	Environmental protection facilities: collection ponds, sewage treatment ponds or treatment facilities, sedimentation tanks, emergency pools, etc.; sewage treatment capacity: according to the stock of 5,000 heads, the daily sewage treatment capacity of 70-80 tons; dry manure has a solid-liquid separator, dry manure dumping site or stacking shed; treated sewage has a site for abatement (planting land, woodland, or other abatement pathways); equipment for harmless treatment of dead pigs. (2 points each)
	quality of work	C	5	Evaluate the quality of work such as roof racking, fencing, leaky panels, and environmental control systems to prevent increased operating costs at a later stage;	Light steel structure is not excellent, brick and wood shingle structure is average, asbestos shingle or other materials are poor, the roof and walls are not broken; the pig house is an airtight pig house, the sow house and nursery house must be closed pig house; birthing and nursery house preferably has a suspended ceiling; the pig house walls do not have holes, open ditches; windows can be closed and sealed; there are airtight sewage ditches or sewage pipes. (1 point each)

III. The right time to enter

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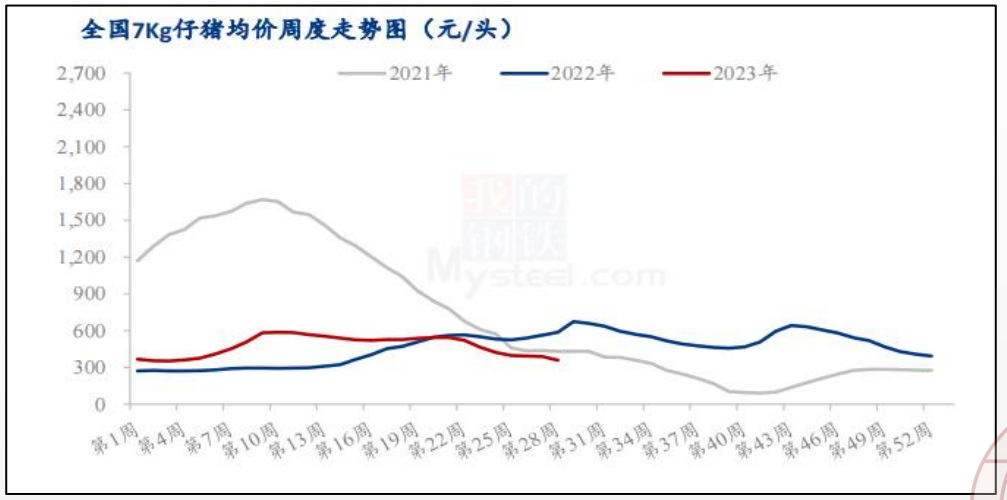

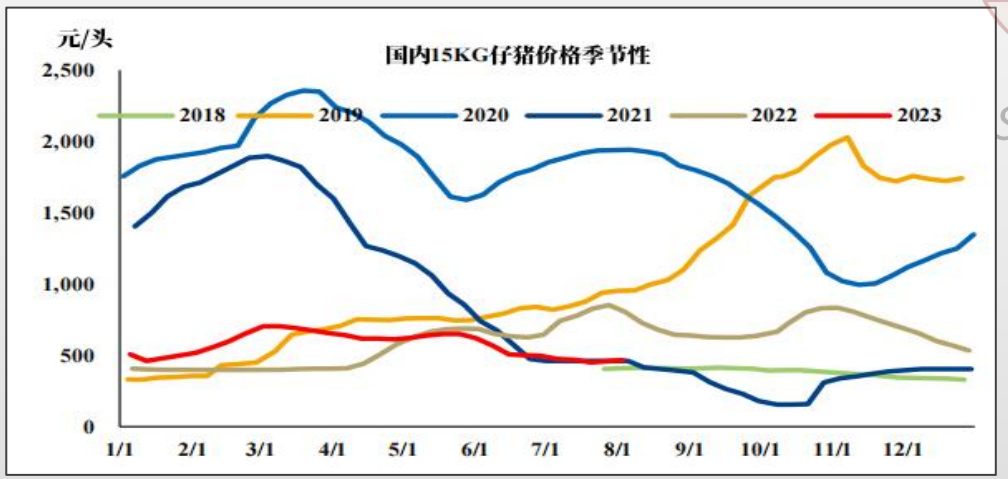

Currently, the base price of piglets is 200 yuan per head, and the cost of market pig after April is estimated at 6.7.

Table I: Indicator quotas

item	quota
survival rate	95%
marketing ratio	93%
F/G	2.59

Table 2: Unit price of feed

Feed varieties	Rationed quantity (head/kg)	Price (yuan/ton)	Amount (yuan/head)	note
feed	5	5288	26	Feed Prices September Feed Prices
nursery feed	30	4387	132	
piglet feed	50	3557	178	
medium boar	100	3413	341	
hogwash	135	3302	446	
Subtotal	**320**		**1123**	

Table 3: Fattening Pig Cost Quota

item		Cost per catty
Average listed weight (kg)		130
headcount	Base cost of piglets	200
	Freight of piglets	19
	Apportioning the cost of piglet deaths	11
	feed	1123
	Feed freight (average price ￥60/ton)	19
	veterinary drug	50
	manufacturing cost	66
	Gross margins for farmers	230
	funds occupancy charge (accountancy)	35
	insurance claim	-9
	Subtotal	1744
Cost of sales per pound of fattening pigs		6.7

The price of piglets is 450 yuan, corresponding to the cost of 7.5 yuan, predicted that company is competitive with the price of piglets not exceeding 450 yuan

Table I: Indicator quotas

item	quota
survival rate	95%
fig. upright and trustworthy	93%
F/G	2.72

Table 2: Unit price of feed

Feed varieties	Rationed quantity (head/kg)	Price (yuan/ton)	Amount (yuan/head)
feed	5	5134	26
nursery feed	30	4209	126
piglet feed	36	3469	125
medium boar	108	3358	363
hogwash	169	3259	551
Subtotal	**348**		**1191**

Table 3: Fattening Pig Cost Quota

item		Cost per catty
Average listed weight (kg)		135
headcount	Base cost of piglets	450
	Freight of piglets	10
	Apportioning the cost of piglet deaths	23
	feed	1191
	Feed freight (average price ￥60/ton)	21
	veterinary drug	35
	manufacturing cost	50
	Gross margins for farmers	230
	funds occupancy charge (accountancy)	25
	insurance claim	-15
	Subtotal	2020
Cost of sales per pound of fattening pigs		7.5
Cost of feed for meat production		4.7

III. The right time to enter - at the base of their own strength

(Piglet planning: preparedness ensures success and unpreparedness spells failure; do not bet on the market, do not estimate the epidemic; understanding loss and making steady profit)

Background: At present, the price of piglets is very low, the future market (especially the selling price) is uncertain, but through the break-even point, the financial bottom line thinking (surviving under minimum loss, cost priority, if the selling price is good, there may be considerable profit) to guide the clinical piglet introduction and production

Topics.

1. Break-even calculation of the Finance Department: the purchase price is relatively certain, the production operation is stable, the establishment of economic models, break-even point calculation, the approximate cost, the profit and loss situation under different pig prices.
2. Service Department piglet introduction potential: fully assess its own ASF prevention and control capabilities, cost control capabilities, service department management capabilities, eliminating the potential for piglet introduction of the worthless farmers (especially those who have never made money in multiple batches, etc.) (specific to the next three months, the monthly piglet introduction budget)
3. Sales Department: If the piglet introduciton plan is determined, how does the sales department plan to serve the service department in terms of procurement and sales plan, and what are the management requirements and specifications of the sales department for each work related to service department?
4. Production Technology Department: the whole management system of procurement, transportation, arrival, ASF prevention and control, cost control, piglet management and so on.

months	January	February	March	April	May	June	July	August	September	October
Average price	7.3	6.9	7.1	7.1	8.0	8.3	9.5	10.1	10.4	8.0
Basic price of piglets	327	344	250	200	200	200	200	200	200	484
Projected costs	7.2	7.3	6.9	6.7	6.7	6.7	6.7	6.7	6.7	7.9
Average weight of market pig	260	260	260	260	260	260	260	260	260	260
Gross profit per head	24	-94	54	108	348	419	738	892	970	31
Corresponding number of batches of piglets	9812	11741	11763	0	0	0	0	0	0	19626
Marketing rate (95%)	9321	11154	11175	0	0	0	0	0	0	18645
Profitability of the Service Department	22	-104	60	0	0	0	0	0	0	58
Number of piglets planned for the future										

IV. Adapting to local conditions - selecting good breeds

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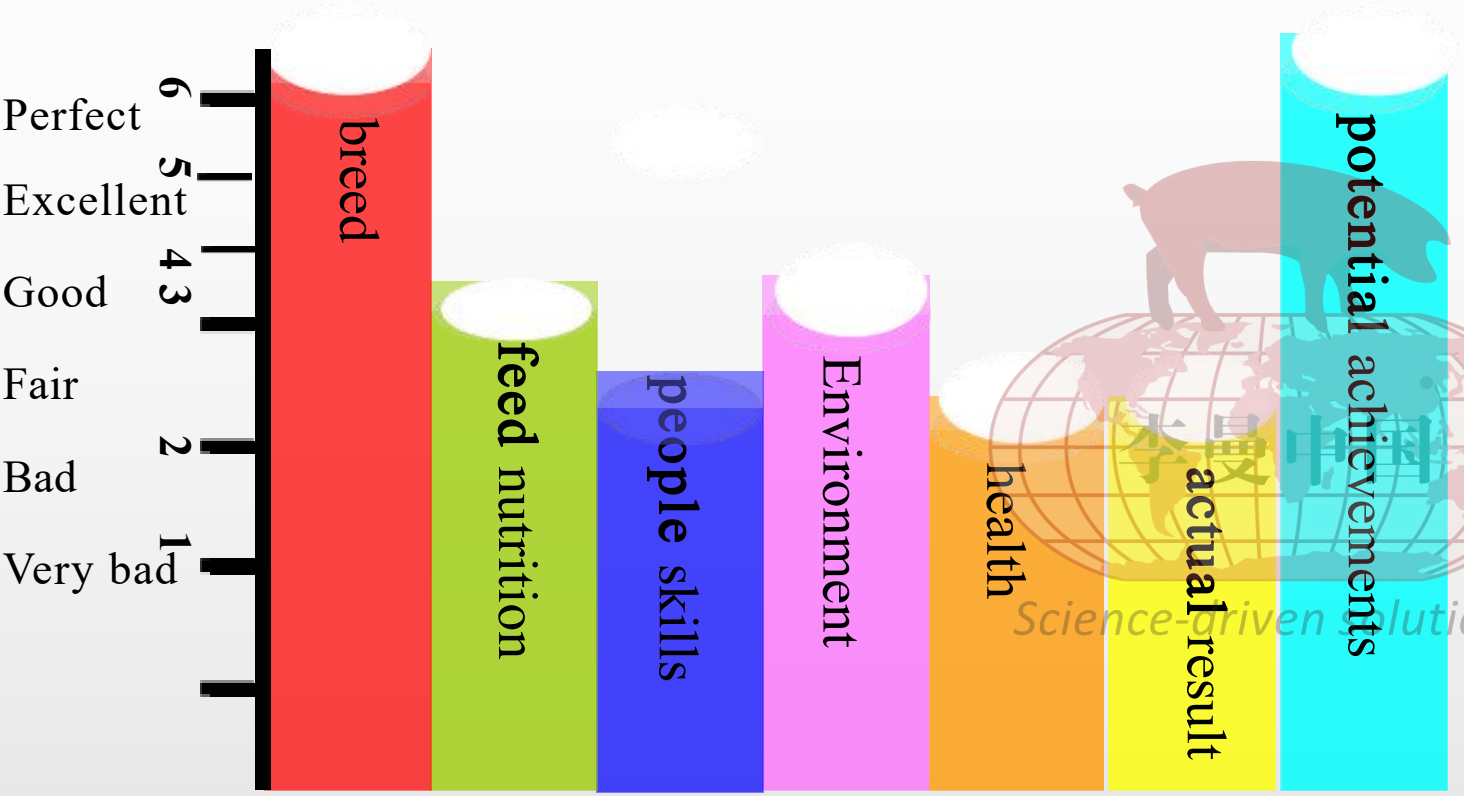

1. What is the number one limiting factor for your hog farm?
2. After the breed improvement, why don't we get a return?

V. Stable entry - fully controlled pig entry

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外购猪苗供应场档案

供应场	母猪规模	品系	地区	价格	路距（公里	运费	运费分摊	免疫程序	健康度评估	星级

引种（包含肥猪）操作规范-2

引苗实施方案.docx

引苗采样要求.docx

运输生物安全.docx

降低猪群应激措施20221124

夏季猪只转运注意事项-2023

VI. Economic decision-making model for reproductive performance in sow farms

VI. Economic decision-making model for performance - sow farms

➢ Impact of increased farrowing rate on cost

Item	Up 1%	Reality
Sow size	1,460 heads	1,460 heads
Farrowing rate	86%	85%
Farrowing litters (year)	2,888	2,857
Production (year)	34,978	34,603
Piglet birth cost	214	216

The impact of each 1% increase in the farrowing rate:

1. The number of total born per year rises by 375 heads (annual production decreases), affecting the total cost by 81,000 RMB/year (375 ╳ 216 RMB/head);
2. Birth cost decreased by 2 RMB/head; (birth cost per head 216 * annual production 34,603 /1% increase of farrowing rate i.e. 34,978 head - single head cost 216;
3. Opportunity gain of 125,000 RMB: 375 heads * 88% survival rate = 330 heads╳ market price at 380 RMB/head;

VI. Economic decision-making model for performance - sow farms

➢ Impact of healthy piglets per litter on cost

Item	Up 0.1	Reality
Sow size	1,460 heads	1,460 heads
Healthy piglets per litter	12.2	12.1
Production (year)	35267	34603
Piglet birth cost	212	216

The impact of every 0.1 head rise in the healthy piglets per litter:

1. Production increases by 664 heads (annual production of 35,267 heads - annual production of 34,603 heads), and the total cost saved is ￥143,400/year; (664 heads ╳ 216 ￥/head);

2. Cost of birth decreased by ￥4/head (cost savings/total litter size = 14.34/(664+34603)*10,000);

3. Opportunity gain of 125,000 yuan: (664 heads*88% survival rate) 330 heads╳ market price at 380 yuan/head;

VI. Economic decision-making model for performance - sow farms

➢ Impact of replacement rate and gilt utilization on cost

Item	Utilization rate up 5%	Reality
Size	1,460 heads	1,460 heads
Culling rate	47%	47%
Number of gilt entered(year)	720	680
Gilt utilization rate	90%	85%
Number of gilt introduced (year)	800	800

Gilt utilization rate rose by 5%, the farm will introduce 40 fewer heads per year. If the cost of gilt introduced is 1800 yuan / head, the total cost reduction is 40 * 1800 = 72,000 yuan.

VI. Economic decision-making model for performance - sow farms

➢ Impact of survival rate of suckling piglet on cost

Item	Up 1%	Reality
Size	1,460 heads	1,460 heads
Production (year)	34,603	34,603
Survival rate of suckling piglet	89%	88%
Weaned piglets (year)	30,809	30,463

The impact of a 1% increase in survival rate of suckling piglet :

1. Weaned piglets increase 346 heads (annual production 34,603 heads*1% survival rate), total cost saved 147,000 RMB/year; (346 heads╳ 425 RMB/head)
2. Average death cost of weaned piglets decreased by 4.8 RMB/head (14.7/yearly number of weaned piglets 30,809*10,000);
3. Opportunity gain of 130,000 RMB: 346 heads╳ market price at 380/head;

VI. Economic decision-making model for performance - fattening farms

➢ Pathological waste: the impact of nursery survival on cost

Item	Up 1%	Reality
Size	1,460 heads	1,460 heads
Production (year)	30,463	30,463
Nursery survival rate	93%	92%
Piglets sold (year)	28,357	28,053

The impact of a 1% increase in nursery survival rates:

1. The increase of 304 piglets sold (annual production of 30,463*1%) will save the total cost of 140,000 RMB/year; (304 head ╳ 460 RMB/head cost);

2. The average death cost of piglets sold falls by 4.9 RMB/head; the total cost saved is 140,000 yuan/yearly production of 28,358*10,000;

3. Opportunity gain of 117,000: 304 head╳385 RMB/head;

VI. Economic decision-making model for performance - fattening farms

➢ Pathological waste: the impact of fattening survival on cost

Item	Up 1%	Reality
Size	1,460 heads	1,460 heads
Production (year)	30,463	30,463
Fattening survival rate	92%	91%
Fattening pigs sold (year)	28,027	27,722

The impact of 1% increase in fattening survival rate:

1. The increase of 305 fattening pigs sold (annual piglet production 30,463 *1%, total cost saved 625,000 RMB/year; (305 ╳ 2,050 RMB/head/120kg);
2. The average death cost of fattening pigs sold decreases by 22.3 RMB/head (625,000 RMB cost/yearly sales of 28,026*10,000);
3. Opportunity gain of 500,000 RMB (305 heads╳120*13.6 RMB/kg)

VI. Economic decision-making model for performance - fattening farms

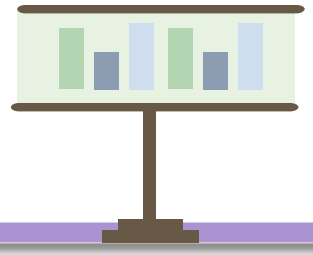
➢ Profit formula of fattening pig

Weight X price of pig - (cost of piglet + others + feed X average price)

i.e. ADG X pig price > ADFI X feed price

Effect of F/G: Feed conversion rate

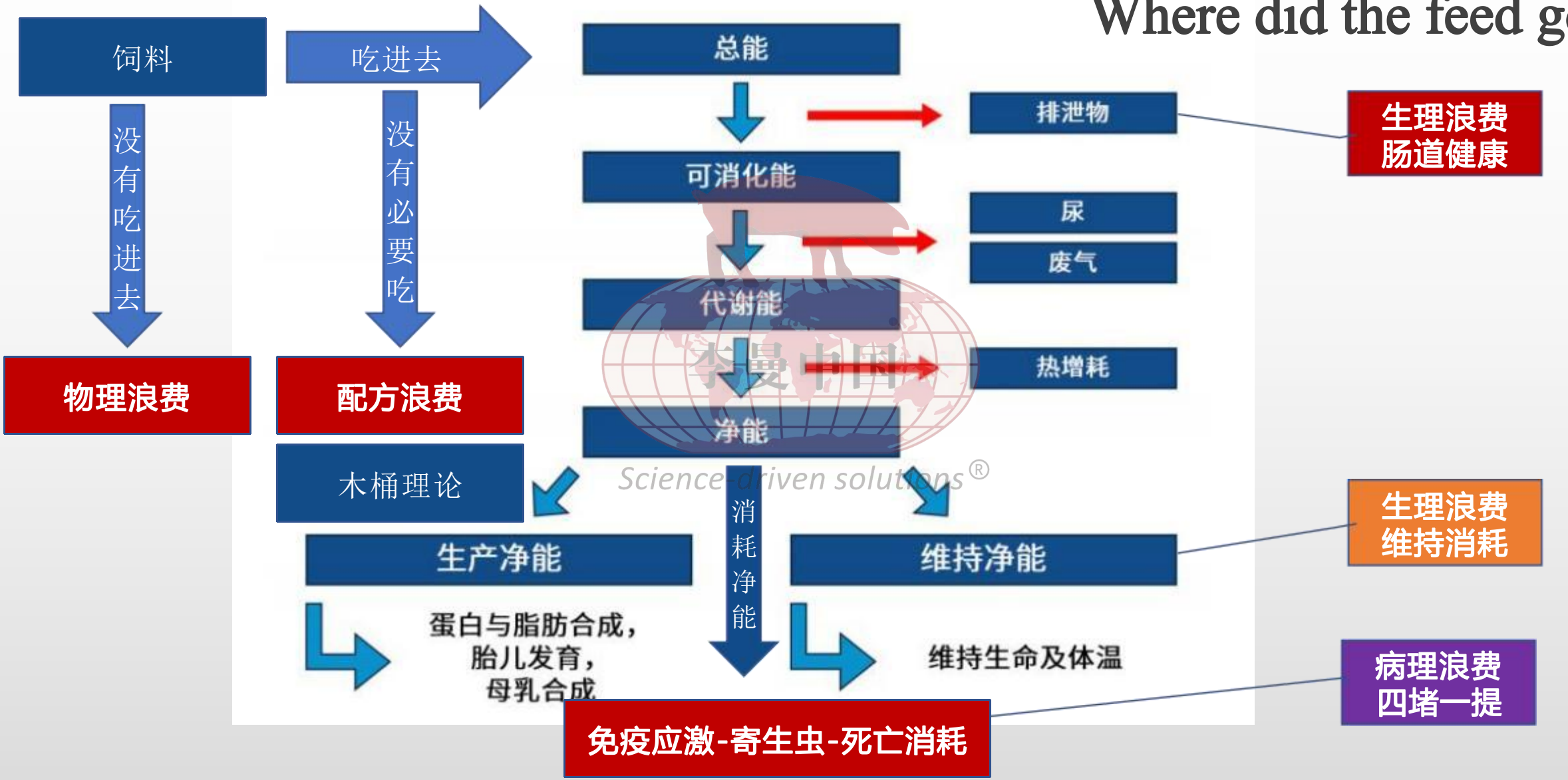
Pigs are weaned at 6 kg and sold at 120 kg, the weighted average unit price of feed for the whole process is ￥4/kg. What is the economic value of 0.1 of F/G?



(120 - 6) kg x 0.1 of F/G x ￥3.5 = ￥ **39.9**

VI. Economic decision-making model for performance - fattening farms

Where did the feed go?



VI. Economic decision-making model for performance - fattening farms

Optional strategies to reduce feed waste

√Physical waste

- According to research results in Australia, 10% ~ 15% of all feed used in a typical grow-finish pig farm is not eaten at all by the pigs, but is leaked from the troughs or pigs' mouths to the ground or excreted in the feces.
- Ad libitum feeding becomes permissive feeding.
- Feed more without feed, feed less with leftovers, do not feed without eating, and remove spoilage immediately. Container design, feed trough flow adjustment, feed trough length control, feed trough position, bottom tray. If the size of feed trough is not suitable, the daily feed intake of pigs can be 20% less, which will affect their growth.

√Environmental waste

- The colder the temperature is, for example, at 10° C, for 100 pigs of 75kg, when the wind speed is 0.45m/s, pigs need to consume an extra 57KG of feed per day to protect yourself from the cold, or else you will definitely suffer from cold stress, which will affect your resistance and growth.
- The minimum critical temperature (LCT) of young sows is around 20° C. If the effective temperature of the animal is below this level, for every 1° C below the LCT, its feed intake must increase by 3.5% (80 g more feed consumed).

√Recipe waste

- In the last month before marketing, the removal of mineral and vitamin premixes does not affect performance; amino acid-balanced diets save on protein ingredients.
- Pigs deposit more fat after 80kg, so this is an opportunity to reduce net energy and lysine.

√Physiological waste

- Fattening pigs every advance (or delay) 1 day out of the pen, can save (or waste) 1.33 kg of feed; if a year out of 10,000 fattening pigs, an average delay of 10 days out of the pen, the maintenance of consumption of physiological waste of 133,000 kg of feed, valued at 554,000 yuan!
- Reducing the marketing weight from 120-130 kg to 115 kg improves feed return.
- Fattening pigs can't be fed like sows , they can be fed more finely in stages.
- A 200 kg sow has a meat exchange rate of about 5.0, and a lactating sow that eats 1.5 kg less feed loses 1 kg of weight - so it takes about 3.33 times as much feed to make up for that loss!
- It takes 5.5 times as much energy to grow 1 kilogram of fat meat as it does to grow 1 kilogram of lean meat

√Pathological waste

- The four blockages are: blocking pathogens from entering pig farms, blocking pathogens from entering pig pens, blocking pathogens from expanding, blocking pathogens from gaining access to water, and raising the threshold to build a dam.

VI. Economic decision-making model for performance - fattening farms

- **Measuring the cost impact of the "outsourced feed + credit model vs. the third-party processing model"**
- **Case in point:**
- **A company purchases feed externally + the form of credit: feed selling price per ton + ￥25, requiring at least 50% of the previous month's payment for feed to be paid in this month (to analyze the impact on cost in terms of the actual amount of feed used in a given month);**

供应商授信期资金成本

账期	月数	1	2	3	4
饲料价格	3410				
次月付	1705				
次月付资金成本	12.5		8.1%		
延迟付资金成本	12.5	8.1%	4.4%	2.9%	2.2%
综合利率		8.1%	6.2%	5.5%	5.1%
综合资金成本		23	18	16	15

- **If you pay 50% of the last month's payment in this month, the subsequent use of 1-month account funds for the combined interest rate of 8%, the use of 4-month account funds in order to reduce the combined interest rate to 5%, so if the bank loan is abundant and the interest rate is low, it is not recommended to use the feed credit;**
- **If the third-party processing mode is adopted, the price of feed per ton can be saved about 80 RMB, which is the preferred choice when the own capital and company technology are satisfied, and it can reduce the unit cost of each pig by 0.21 RMB/kg.**

VII. Clinical practice - not raising worthless weak pigs

A model for accounting for the value of Grade B-piglet rearing

Object: according to the fattening pig farms to purchase B-grade piglet feeding accounting, sow farms is how to do to reduce the B-grade piglet, out of the pen no matter how to calculate is income

Methodology: Expected or existing production achievements accounting for production costs, corresponding to expected market prices or production cost control lines

1. Not counting the impact of cost-raising factors such as survival rate, F/G, drugs, etc.

	piglet	veterinary vaccine	feed	Feeding costs	litter weight	Cost (￥/kg)
Normal piglets	380	50	1300	200	120	16.08
Grade B piglet	190	50	1300	200	120	14.50

2. Impact of dead amalgamation on costs

deathbed	Cost (￥/head)	deathbed	Cost (￥/head)	deathbed	Cost (￥/head)	
Incoming pigs die instantly	200	late stage of conservation (e.g. of a plant)	400	Middle swine stage	1100	
Pre-conservation deaths	300	piglet stage	600	pig stage	1500	

Consolidated at ￥600/head dead

Impact of different deadweight rates on cost-sharing

Percentage of deadfall (%)	10	30	50	70	80	90
Cost-sharing of pigs at farrowing (￥/head)	67	257	600	1,400	2,400	5,400
Kilogram cost-sharing (￥/kg)	0.56	2.14	5.00	11.67	20.00	45.00

3. Grade B pigs need to consume more manpower, medicines and feed, at ￥120 per pig, equalized at ￥1.0/kg

4, the genuine piglets raised out of the residual rate of about 1%, B-grade pigs out of the residual rate of 15%, more than 14% of the residual pig selling price of low 8 yuan / kg, equalized 0.7 yuan / KG

Low survival rate of grade B piglets, based on 40% mortality rate, production cost 14.5+5+1.0+0.7=21.2 RMB/KG

According to this calculation, when the price of pigs is above 21.2 yuan/kg, you can consider feeding grade B pigs

Early warning of monthly feed cost for pigs at different stage and weight to detect abnormal farmers in time for follow up.

In response to the dispute over the settlement, the "IV. Financial Settlement Management Code" has been formulated for comments:

1. Officially cancel the so-called B-grade piglet management settlement norms, because B-grade piglet in fact will lead to huge losses, all financial settlements to pigs whether there is a value for the standard, no value of the pigs out of the determination of the standard specific reference to the following "four, out of the pig management reference standard";

2. Require supply farms to take the initiative to dispose of worthless pigs, if the settlement dispute is caused by the difference in clinical judgment between upstream and downstream farms for worthless pigs, the two farms need to communicate and negotiate amicably to reach an agreement; if there is still a dispute, submit it to the Production Technology Department for final decision-making, and the Production Technology Department will dock with the Finance Department, Purchasing and Marketing Department and the relevant farms for implementation, and the relevant farms should be resolute in accordance with the decision-making process.

VII. Clinical Practice – Culling pigs doomed to die early

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Batch	Number of piglets introduced	piglet weight	average weight of sales	Survival rate	Marketing rate	F/G	Piglet cost
	2098	7.06					200

Months	Consumption of veterinary drugs	Feed consumption	Estimated month-end stock weight	Month-end stock	Total weight at end of month	Number of deaths	Avg. weight of deaths	Gross weight of death	Monthly weight gain	Monthly weight gain cost	Average cost of monthly weight gain	Dead pig gain cost	Cost of dead piglets	Total cost of death	Cost of death per head
April	31048.42	125194.2	10	2054	20540	44	8.5	374	6102	156243	26	1690	8800	10490	238
May	29188.95	218706	26	1965	51090	89	18	1602	32152	247895	8	9937	17800	27737	312
June	469.96	309493.5	50	1935	96750	30	38	1140	46800	309963	7	7323	6000	13323	444
July	608.67	412912	73	1925	140525	10	61.5	615	44390	413521	9	4630	2000	6630	663
August	19001.03	418182	91	1905	173355	20	82	1640	34470	437183	13	14461	4000	18461	923
September	9044.28	258106	101.35	1869	189423.15	36	96.175	3462.3	19530	267150	14	33009	7200	40209	1117
total	89361.31	1742593.7				229		8833.3	183445	1831955				116851	

Stage mortality costs include: piglet costs + rolling stage weight gain costs

Weight gain cost: natural month in the month's inventory herd share accounting for dead pigs should bear the weight gain cost of the month, each month's death of the weight gain cost is the cumulative total of the death of the month phase weight gain costs

Cost of stage mortality = cumulative weight gain for each month of mortality stage + cost of piglets

VII. Clinical practice-improvement of pig uniformity management specification

Stage	Regulatory norms
Piglets in the farrowing house	Piglet transfer for fostering, in accordance with Appendix 1 **"Operation process SOP of piglet transfer for fostering"** for management; **when transferring weaned piglets**, according to the weight of large, medium and small pig, preliminary grouping is as follows: less than 4kg is classified as a small pig, 4-7kg is classified as a medium pig, and more than 7kg is classified as a large pig, and in the transfer of piglets in the car will mark the location of the large, medium and small pig clearly; **in the transfer of pigs to** deal with weak and poor piglets, refer to **Appendix 2 "Notice on the management specification of disposal of culled pigs". Notice on the Management Specification of Disposal of Culled Pigs.**
Nursery	Pick up and put off according to the size of pigs in farrowing house. In the nursery, transfer out the slow growing and sick and weak pigs and treat **every week** in time ; the management of the weak pigs need better experienced and responsible personnel, better facilities and equipment, better nutrition and more attention; sick and weak pig pens are located at the air outlet, weak pigs need **weekly** transfer, disposal of worthless pigs refer to the **Appendix 2 "On the disposal of elimination of pigs". Management Specification Notice".**
Fattening	**When nursery pigs are transferred to fattening farms**, mark clearly the big male, big female, middle male, middle female, small male and small female pigs on the transfer car; timely culling, **weekly** disposal of worthless pigs, refer to **Appendix 2 "Notice on the Management Specification of Disposal of Culled Pigs", weekly transferring in a small scale**, and **transferring pigs** at the **60, 90, and 120 days of age in a large scale**; in accordance with the above basic requirements. Prepare empty pens in advance for disposal of sick and weak pigs and uninterrupted transfer of pens; the work of transferring pens is a lagging measure to ensure the neatness of the herd. It is a lagging measure to ensure the neatness of the herd. It should be combined with the work of inspecting the pens, and the problems are found and dealt with timely in the process of feeding to ensure that the fattening pigs can be discharged neatly at the same time point.

VII. Clinical practice -- worthless pig disposal

item	content	timing	responsible person	note
piglet	Transfer out weight <4kg, severe hoof problems, paralysis, pale wasting (exposed vertebrae), deformities, locked anus, umbilical hernias, scrotal hernias, genetic defects, etc., and dispose of in a timely manner	1. Timely disposal 2. When transferring groups	Supervisor of farrowing house; farm manager	death and culling rate ≤ 6%
nursery	60 days of age turn out <15kg serious respiratory, diarrhea, high fever, limb hoof problems, treatment for 5 days do not see improvement; timely disposal of umbilical hernia obvious morbidity pigs, paralysis, pale and thin (exposed vertebrae), pus pigs do not treat, and immediately eliminated the major infectious diseases or other worthless pigs	Every seven days when transferring herds, usually Monday particularly unusual, such as dying pigs, disposed of on the same day	Nursery Supervisor; Supervision of Farm Manager	death and culling rate ≤ 3%
fattening pig	1. Less than 70% of standard weight during transfer or feeding; 2. Disabled pigs (joint disability, broken leg, paralyzed by tail biting, abscess unsuitable for feeding, serious umbilical hernia or testicular hernia, traumatic injury with no therapeutic value, etc.); 3. Stalemate pigs with bad growth performance, extremely poor body condition and low weight (serious mismatch of day-old weight, large skeleton with too thin hair, poor hair color, etc.); 4. Diseased and weak pigs (serious gasping, emaciation, whitish and mental Poor condition, diarrhea without therapeutic value, long-term sick and weak, etc.); 5. Disposal of major epidemics	1. at the time of herd transfer 2. every seven days, usually Monday 3. special abnormalities, such as dying pigs, disposed of on the same day	Fattening supervisor; farm manager	Monthly death and culling rate ≤1%
sow	1. sows with litter size less than 7 live piglets in 2 parities; 2. Sows weaned 8 or more sows; 3. Sows delivering dead, rotten or mummified fetuses; 4. Sows delivering 2 consecutive fetuses that are difficult to give birth, or incomplete delivery (fetus clothes, fetus not all discharged); 5. Lactating sows with poor motherhood, 2 consecutive bites of piglets, attacking people; 6. Sows with hoof and foot disease; 7. Weaned sows that have not come into heat for more than 30 days; 8. Sows that have endometritis after delivery or during breeding that cannot be bred; 9. Sows bred twice in a row that return to estrus or empty pregnancy; 10. Sow with no estrus for more than 30 days; 8. Sow with endometritis after giving birth or during the breeding period can not be mated; 9. Sow with two consecutive return of estrus or empty womb; 10. Sow with two consecutive abortions or 3 times of abortion in a row or in a total of three abortions; 11. Empty fetus (return of estrus, abortion, empty womb) sows are not yet in estrus after hormone treatment for one time; 12. High-breeding-age pigs with return of estrus, abortion, empty womb are culled out immediately (8 fetuses or above); 13. Ordinary diseases that cannot be recovered after 2 consecutive treatments; 14. Sows that have lost breeding value due to other reasons (e.g. sow prolapse, prolapsed anus, disease purification, etc).	1. before breeding 2. after giving birth 3. after weaning 4. half or one month 5. major diseases	Mating and pregnancy supervisor; farm manager supervision	
gilt	On top of the criteria for fattening pigs and sows culling: substandard immunization domestication for reproductive disorders, detection of serious disease pathogens Production plan adjustments	1. gilt isolation 2. gilt entry 3. pre-breeding 4. post-breeding	Gilt Responsible Person; Farm Manager Supervision	
boar	On a fattening, reserve and sow culling basis: not meeting the demand for sperm collection with serious disease pathogens detected beyond their useful life	Boars are segregated into herds and checked monthly for overall performance and pathogen detection.	Boar Station Supervisor; Farm Manager Supervision	

VII. Clinical practice -- tracking drug use of pigs at different stage according to health-care program

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猪群	目的	时间	药物	剂量	用药方式	使用时间	备注
小肥/小种	抗应激	转保	健康维他[华扬]+复方阿莫西林	0.2g+0.2g/头	饮水	5天	二选一，转保前2天，转保后2天
			优乐舒+复方阿莫西林	0.1g+0.2g/头	饮水	5天	
	抗应激	转保	寒冷季节（10月-次年4月）或阴雨天拉苗：方案1：姜糖水：每100头仔猪每天生姜5斤+红糖5斤+100斤水，煮沸20分钟，晾温后剔除生姜后喂水，一日一次，喂水期间短暂停饮水器；方案2：芪姜粉：用开水化开，每吨水添加1kg，晾温后喂水，一日一次，喂水期间短暂停饮水器；				
	进苗3-7天	防腹泻保健	安普霉素/新霉素/金霉素/粘杆菌素				备选
	蓝耳、支原体	30-50日龄	泰万1kg或替米1.5kg+10%盐酸多西环素[华扬附咳苏]1kg+板青颗粒1kg或麻杏石甘散1kg或首药酵抗5kg	按照前面列出的	拌料	7天	必用，二选一，一般是在进猪第五天开始，因为有些是断奶转的，有些是保育之后转的
	副猪、传胸	30-50日龄	20%氟苯尼考粉[华扬呼诺欣]1kg+10%盐酸多西环素[华扬附咳苏]1kg+板青颗粒1kg或麻杏石甘散1kg或首药酵抗5kg	按照前面列出的	拌料	7天	
	蓝耳、支原体	50-70日龄	泰万1kg或替米1.5kg+10%盐酸多西环素[华扬附咳苏]1kg+板青颗粒1kg或麻杏石甘散1kg或首药酵抗5kg	按照前面列出的	拌料	7天	选用，根据临床实际需要，三选一
	副猪、传胸	50-70日龄	20%氟苯尼考粉[华扬呼诺欣]1kg+10%盐酸多西环素[华扬附咳苏]1kg+板青颗粒1kg或麻杏石甘散1kg或首药酵抗5kg	按照前面列出的	拌料	7天	
	应急	50-70日龄	单组方或者西药+中药的双组方	具体沟通	拌料	7天	
	驱虫	抗炎药使用完，停药3天，70日龄左右	乐去从[回盛]	1.5kg/吨	拌料	7天	第一次驱虫结束后，依据猪群情况，进行加药
	应急	70-110日龄；120日龄-出栏	保健或者治疗，与生产管理部具体沟通确认	具体沟通			
	抗呼吸道疾病	110日龄	10%盐酸多西环素[华扬附咳苏]	1kg/吨	拌料	7天	1、三种药物同时使用；2、本方案针对正常猪群，异常猪群用药参见《群体用药》

日龄段	阶段总费用区间	累计费用区间（元/头）	保健费用区间	免疫费用
30-59	8.56-9.76	8.56-9.76	1.5-2.7	7.06
60-89	8.15-11.25	16.71-21.01	5.0-8.1	3.15
90-119	8.0-10.0	24.71-31.01	8.0-10.0	
120-149	5.3-6.5	30.01-37.51	5.3-6.5	
150-179	6.5-7.5	36.51-45.01	6.5-7.5	
180-出栏	1.5-2.0	38.01-47.02	1.5-2.0	

日龄	疫苗	种类	厂家	剂量	免疫方式	备注
14天	蓝耳+圆环	活苗+灭活		1头份+1ml	颈部肌注	二选一：每年4-9月
14天	支原体+圆环+蓝耳	灭活+灭活+活苗		1头份	颈部肌注	二选一：每年10月至次年3月
50-55天	猪瘟+伪狂犬	活疫苗		1头份	颈部肌注	混合免疫
63天	口蹄疫	灭活苗		2ml	颈部肌注	

调查行业现状，定期招标，更新

VII. Clinical Practice - Drug Application and Process Follow-Up

Record Sheet of Whole Herd Dosing in the Farm

No.	Dosing start and end dates	house	Type of pig	day of age	head	Symptoms or purpose	Dosing program (with drug name, content)	dosage	usage	drug refillers
1										
2										
3										
4										
5										

Farm Vaccine Immunization Record Sheet

免疫保健记录表模板.xlsx

item	Pig Information			Vaccine Information					Immunization information							
No.	Pig type	Block No. Unit No.	Age at immunization or expected date of birth	Vaccine name	norm	manufacturer (of a product)	batch number	Whether or not it has expired	program dates	real exemption dates	immunity (disease) headcount	immunization dose	total usage (bottles)	Immunization Needle Specifications	immune	note
1																
2																
3																
4																
5																
6																

VII. Clinical practice - management of near-expired and expired drugs

item	content	timing	Responsible person	superintendent
Communication of drup requirements	1. At present, the field lines are operating stably and there is a stable demand for piglets, therefore, the warehouse is requested to sort out the information on the expiry date of piglets on a monthly basis and send it to the Production Technology Department for internal matching; 2. With regard to expired piglets: piglets within three months of their shelf-life may be docked and used in sub-farms; if they are older than three months and cannot be proved to be fully effective, they may not be used.	By the 5th of each month		
Procurement management	1. At the time of procurement declaration, it is necessary to provide the utilization plan, stock and requisition quantity of the **declared veterinary vaccines;** 2. Purchase inventory: 2-3 months for veterinary drugs, 1-2 months for vaccines	each time you make a purchase	Warehouse, finance or other applicant, or director of stocking department	Purchasing and Sales Department/Production Technology Department
Immunization and healthcare feedback	Feedback of the electronic version of the record sheet according to the immunization health record template ("Health Immunization Record Sheet-20230607") twice a month, by the 15th of each month and the 1st of the following month	half-moon	Warehouse, finance or other applicant, or director of stocking department	Purchasing and Sales Department/Production Technology Department
Monthly Inventory Report	Report to the Purchasing and Marketing Department by the 5th of each month the stock level and expiration date of **various veterinary vaccines** for that month.	5th of each month (postponed in case of legal holidays, etc.)	Warehouse, finance or other applicant, or director of stocking department	Purchasing and Sales Department/Production Technology Department
near-expired warning	Summarize information on veterinary vaccines that are 3-4 months from shelf life in the monthly field line inventory report and report it to the Purchasing and Sales Department/Production Technology Department	2nd of each month (postponed in case of legal holidays, etc.)	Warehouse, finance or other responsible person, or director of stocking department	Purchasing and Sales Department/Production Technology Department
Penalties for non-compliance	1. Because of the change of production plan, internal allocation should be made in a timely manner; information on veterinary drugs and vaccines that cannot be internally allocated should be reported to the Department of Production and Technology (clinical substitution of veterinary drugs can be made on the basis of clinical substitution of drugs); 2. Losses of veterinary vaccines due to various reasons (except for losses due to force majeure, e.g. floods, lightning, landslides, etc.). The field line needs to bear the penalty of 10% of the purchase price, and the corresponding penalty ratio is field manager: production field manager: directly responsible person = 4:3:3; 3. If the field line warehouse, finance or other responsible person fails to summarize the requirements for early warning management of veterinary vaccines, and if this results in a loss, the penalty shall be 200 yuan/time; 4. Immunization health records must be standardized every Monday with feedback based on actual utilization.	Early warning time or loss of veterinary vaccines		Purchasing and Sales Department/Production Technology Department

VII. Clinical Practice - Laboratory Test Management

No.	Problem	Program	Deadline
1	Uneven testing of farmers, late detection of ASF and high environmental contamination	1. adherence to the original detection warning; 2. enhanced sensitivity of clinical staff to abnormal pigs and increased frequency of testing as appropriate; 3. regular environmental staff monitoring	
2	High cost of testing	1. Streamlining ASF detection and identification; 2. Carrying out attempts to build a triple detection method for ASF; 3. Optimizing mixing ratios and testing items (e.g., PCV2 is rarely tested in large-scale companies nowadays), and only detecting blue-ear variant	
3	Optimization and cost control of pathogenic antibodies	1. Comparison of different kits; 2. Comparison of pseudorabies gE antibody kits	
4	Report on the results	1. Abnormal timely telephone communication and docking disposal; 2. ASF report according to the new reporting template; 3. Timely warning of critical laboratory data	
5	Creation of the Service Department Laboratory	1. Site, instrumentation, personnel, performance appraisal, etc.	
6	Creation of ZXJ Lab	1. ZXJ Laboratory selects the appropriate service department to promote the pilot, and the laboratory personnel docking	
7	Laboratory management	1. Laboratory regular daily competency assessment; 2. ledger management, cost management	
8	Harmonization of laboratory team building and performance programs	1. interface with external resources for training; 2. harmonize the laboratory's performance appraisal program	

VII. Clinical Practice - Clinical Feeding Management

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No.	item	entry	Responsible unit and person	Frequency of inspections	inspector
1	water seepage and mold	All field line feed tower feed line leaks, mold, failures, etc.		Report by 6.20	
2	Criteria for fattening	Current price of pigs, timely slaughter, 186 days, 120 kilograms out of the pen		each batch	
3	contract signing	1. Formulation confirmation and pricing methods 2. Product quality standards and biosafety control 3、Finished product testing and unqualified deductions		As soon as President Doe arranges it. Until then under the original contract	
4	quality control	Sampling and testing of each feed supplier twice a month		1-2 times per month per manufacturer per species	
5	Feed Program	Submitted on Sunday, reviewed on Monday (purchasing program is Tuesday through the following Monday) Strictly evaluate the feed reporting plan (predict weekly and monthly plans based on stocking and feed intake standards) Program deviation analysis and improvement		Docking Li Kun, Purchasing and Sales Department, weekly audit	
6	weigh	All incoming feed has a weighing system and is in good working order. If there is a problem, what is the assessment going to do and what is the work plan?		at every turn	
7	Weighing summary	On weighing records made into an electronic form, summarized monthly and reconciled with feed yards		Summarized on the 5th of each month	
8	on-the-spot confirmation	No access to pen and paper, direct confirmation on cell phone (free-range and captive farms)		without delay	
9	Feeding norms	Feeding norms, fattening pigs, sows Growing fattening pig feeding process (feeding in stages according to the amount of feed to reduce feed waste); standard feeding process for sows (high-low-high feeding program to strengthen the fat management)		Field internal propagation	
10	fatten cattle in a stock market	Sow farm fattening capacity reference and fattening record sheet		Measured on batches of weaned/bred (including pre-breeding of gilts), 8-50 days gestation Semi-monthly feedback (1st, 16th)	
11	Weekly data	Free-range, fattening farms are done as free-range, sow farms are provided weekly by statistics		Completed daily and summarized every Sunday	
12	Data collection and analysis	What data needs to be provided, what to analyze, weekly usage data analysis, material type, material quantity, weighing, timely guidance for on-site usage		every Sunday	
13	On-site follow-up of abnormal data	Follow-up feedback and reporting of abnormal data in various forms		Follow-up by event	
14	On-site utilization assessment	Stage of use, type of material, amount of material, leakage, moisture, waste, mold and mildew. Milk problems good feed turnover, dosage records, reduce feed waste There is a lot of waste, both in modern and traditional yards, and there is a lot of running, leaking, and leakage in the feed lines with no remedies; Trough, material line damage is not timely repair, resulting in waste of feed, troughs appear partition missing, the side of the leakage of the mouth does not make up for the majority of phenomena; complete free feeding, not empty troughs, the material in the trough of mold and deterioration; troughs can see the bottom of the 30%, empty troughs once a day! Excessive density, more stress; weak and stiff pigs are not handled in time resulting in waste; Feed use is not recorded, feeding standards are not enforced at all, and reporting is separated from actual enforcement.		Weekly assessments, incoming inspections	
15	Specification for the management of on-site feeding problems	1、Teaching trough management, reserve feeding, boar feeding management points 2、Diarrhea pig feeding adjustment 3. Heat stress improvement and feeding problem management 4、Feed containing powder, mold problem disposal specification 5. Norms for feeding in farrowing houses			
16	Wet mix feeding experiment	Determine the experimental program			

VII. Clinical Practice - Formulation and Feeding Practices

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	Recommended New Programs	Stage feed (kg/head)	total days of age range	feeding age range	Age of feeding	Days of feeding	Weight at end of stage	Stage daily feed intake (kg/day)	Stage daily weight gain (g/day)	stage F/G	Unit price of feed	Stage feed costs
Recom-mended New Programs	Creep feed	5	26-40	1-15	15	15	11	0.33	0.31	1.23		
	pig feed	30	41-75	16-50	50	35	30	0.86	0.54	1.59		
	piglet feed	50	76-110	51-85	85	35	52	1.43	0.63	2.27		
	medium boar	100	111-150	86-125	125	40	90	2.50	0.95	2.63		
	hogwash	135	151-197	126-172	172	47	130	2.87	0.85	3.38		
		320				172	130	1.86	0.72	2.59		

Piglets at 6.5kg,
25 days of age

	Current Programs	Stage feed (kg/head)	total days of age range	feeding age range	Age of feeding	Days of feeding	Weight at end of stage (kg)	Stage daily feed intake (kg/day)	Stage daily weight gain (g/day)	stage F/G	Unit price of feed	Stage feed costs
original program	feed	5	25-39	1-15	15	15	11	0.33	0.31	1.23		
	pig feed	30	40-74	16-50	50	35	30	0.86	0.54	1.59		
	piglet feed	36	75-100	51-76	76	26	50	1.38	0.76	1.82		
	medium boar	108	101-150	77-126	126	50	90	2.16	0.81	2.68		
	hogwash	142	151-199	127-175	175	49	130	2.90	0.82	3.55		
		321				175	130	1.83	0.71	2.60		

There are feed formulas and feeding management specifications for valuable weak and oversized hogs, among others.

VII. Clinical Practice- Feeding Program Management

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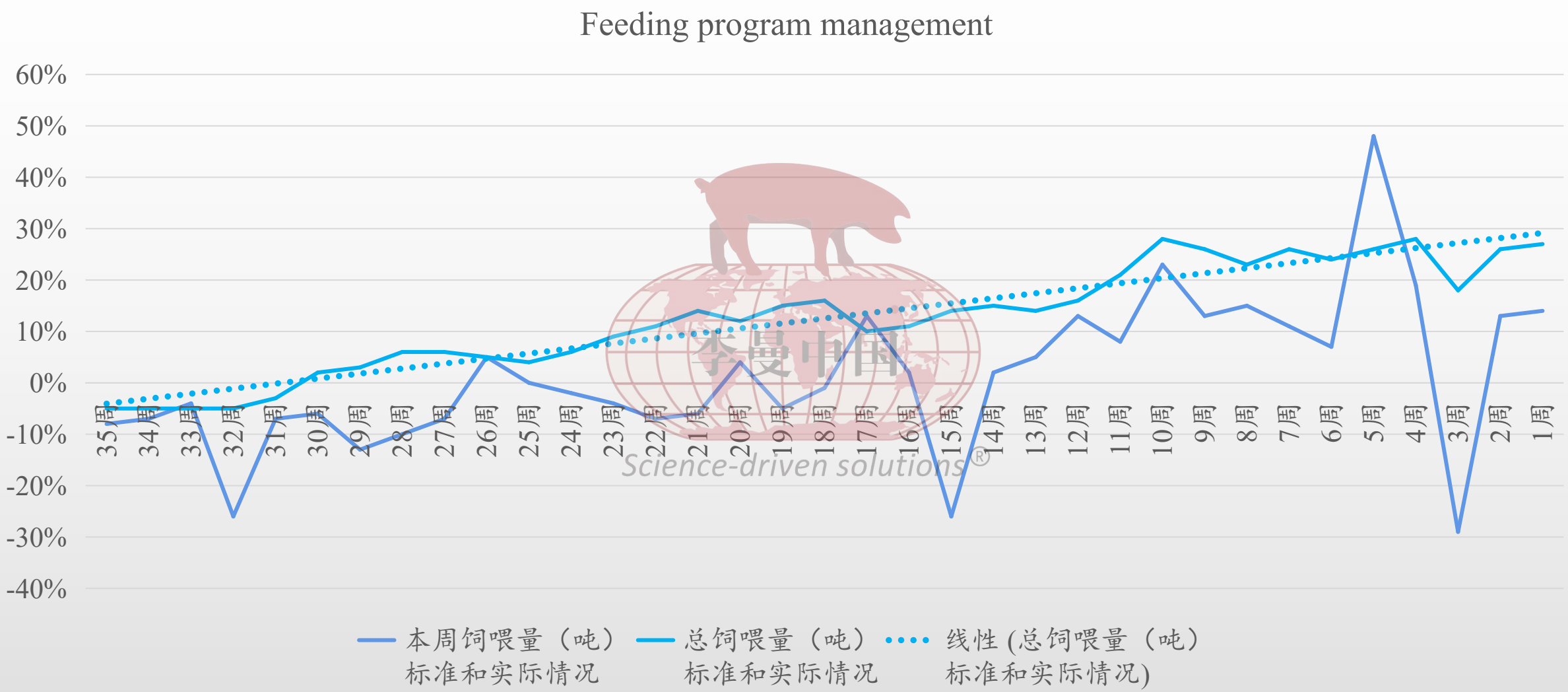
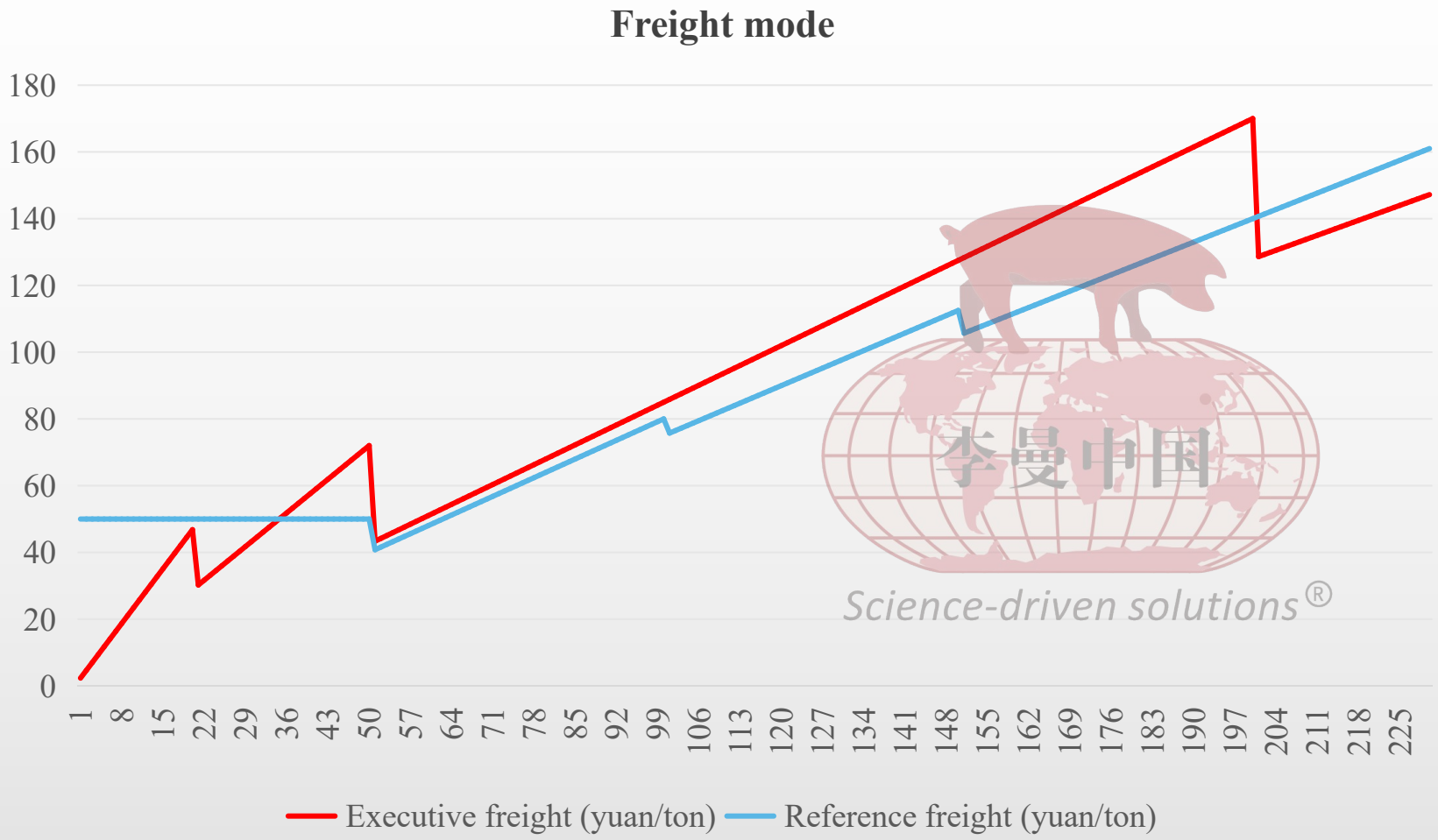


VII. Clinical Practice - Feed Transportation Management - Safety and Economy

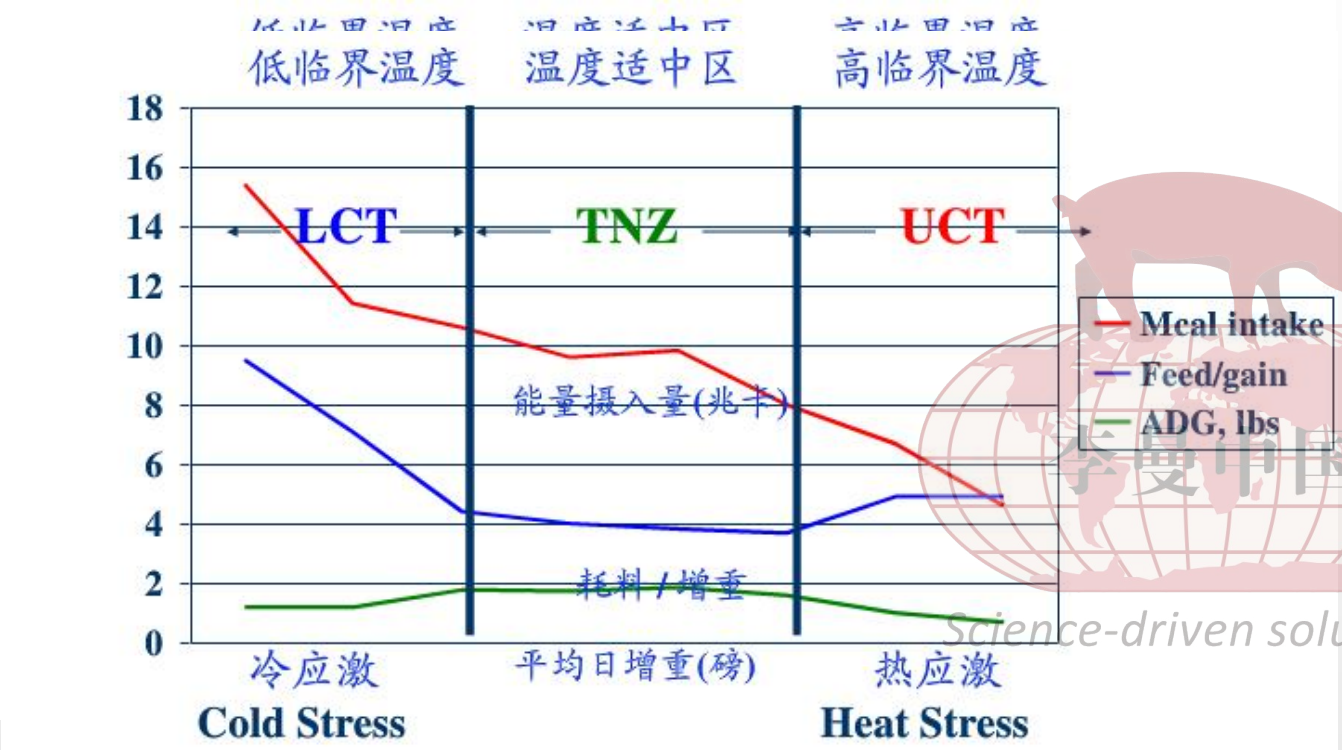


VII. Clinical Practice - Daily Follow-up on Exceptional Matters

shore	No.	Name of adopter	Age of rearing	Date of piglet	total weight	Total	number of piglet	This week's materi	Target weigh	Openi ng	6/11	6/12 "one" radical in	6/13	6/14		6/15	6/16	6/17	total	Stock at the end of	Mortality rate for the	Cumulat ive	Feeding volume for the week (tons) Last	This	Inven	standar d		Percenta	Total cumulative feeding capacity (KG)			Percenta	Cumulati ve veterinar	Cumul ative vaccine	total	Actual	Standa	discrepanc y	Quantit y of materia l remain ing at the end of June (tons)

Foster-care farm	Piglet introduction time	age at piglet placement	piglet weight	date of birth	Number of batches	1 month after entering the pig	2 months after entering the pig	3 months after entering the pig	April after pig entry	May after pig entry	6 months after entry of pigs	July after the entry of pigs	1 month after entering the pig	2 months after entering the pig	3 months after pig entry	April after pig entry	May after pig entry	6 months after entry of pigs	July after the entry of pigs	Batch survival rate
	4/20	44	12.88	2022/3/7		15	32	37	52	31	16	35	0.45%	0.96%	1.12%	1.59%	0.96%	0.50%	1.11%	93.49%
	5/30	59	20.13	2022/4/1		7	9	2	3	5	5		0.88%	1.13%	0.26%	0.38%	0.64%	0.65%		96.13%
	7/12	30	8.24	2022/6/12		6	9	13	15	8	15		0.45%	0.68%	0.99%	1.15%	0.62%	1.17%		95.04%
	8/16	45	13.89	2022/7/2		14	15	21	17	14	3		0.67%	0.72%	1.01%	0.83%	0.69%	0.15%		96.00%
	8/25	37	10.35	2022/7/19		13	9	7	24	14	4		1.00%	0.70%	0.55%	1.89%	1.12%	0.32%		94.54%
	9/24	56	18.71	2022/7/30		9	8	33	15	15			0.82%	0.74%	3.06%	1.44%	1.46%			92.69%
	10/3	50	15.77	2022/8/14		16	12	24	18	14			1.19%	0.90%	1.82%	1.39%	1.09%			93.78%
	10/30	59	19.93	2022/9/1		19	17	14	24	10			1.59%	1.44%	1.21%	2.09%	0.89%			92.98%
	11/9	44	12.83	2022/9/26		11	4	13	3	3			0.85%	0.31%	1.01%	0.24%	0.24%			97.38%
	11/17	36	9.98	2022/10/12		24	12	9	11				2.09%	1.07%	0.81%	1.00%	0.00%			95.13%
	11/19	34	9.25	2022/10/16		4	2	2	3	1	6		0.71%	0.36%	0.36%	0.54%	0.18%	1.09%		96.79%
	11/19	33	8.81	2022/10/17		6	5	2	4	4	2		0.92%	0.78%	0.31%	0.63%	0.63%	0.32%		96.46%
	12/13	32	8.68	2022/11/11		16	11	10	2	2			1.93%	1.35%	1.25%	0.25%	0.25%			95.06%
	12/14	46	13.47	2022/10/29		18	8	4	5	7			1.50%	0.68%	0.34%	0.43%	0.60%			96.50%
	1/9	44	12.7	2022/11/26		23	22	10	11				0.92%	0.89%	0.41%	0.45%				97.36%
	2/3	41	11.52	2022/12/24		16	9	3	1				1.23%	0.70%	0.23%	0.08%				97.78%
	2/27	24	6.88	2023/2/3		17	50	6					0.71%	2.10%	0.26%					96.95%
	3/4	49	15.15	2023/1/14		23	18	4					1.70%	1.36%	0.31%					96.67%

VII. Clinical Practice - Keeping warm and defending cold



Notice on Keeping warm and defending cold, Immunization and Diarrhea Disposal in Pig Farms During Winter and Spring

Purpose

Winter and spring are the high incidence seasons of epidemics, which also bring greater challenges to biosecurity control and prevention and control of African swine fever (ASF). Therefore, it is more necessary to consolidate the prevention and control of ASF while strengthening the prevention and control measures of winter and spring cold and diarrhea and other diseases of pigs, and to do a good job of basic immunization work.

关于加强猪场
冬春季防寒保暖

VII. Clinical Practice - Prevention and Control of Major Diseases

事项	免疫时机	使用疫苗	备注
后备猪	入群前两次免疫	腹泻二联活疫苗	避免漏免（可使用定制化产品）
母猪跟胎	产前4周	腹泻二联活疫苗	
母猪跟胎	产前2周	腹泻二联***灭活苗***	可沟通添加了轮状病毒
普免	9月（北方8月）	腹泻二联活疫苗	暂无
普免	10月（北方9月）	腹泻二联活疫苗或***灭活苗***	可沟通添加了轮状病毒
紧急免疫	大面积腹泻疫情	腹泻二联活疫苗+***灭活苗***	间隔7-10天，妊娠舍全群免疫已正常产前免疫的临产母猪不需加强

Bacterial diarrhea prevention and control program for piglets

临床腹泻防控方案-2023年9月

2-20230720-生产健康管理系

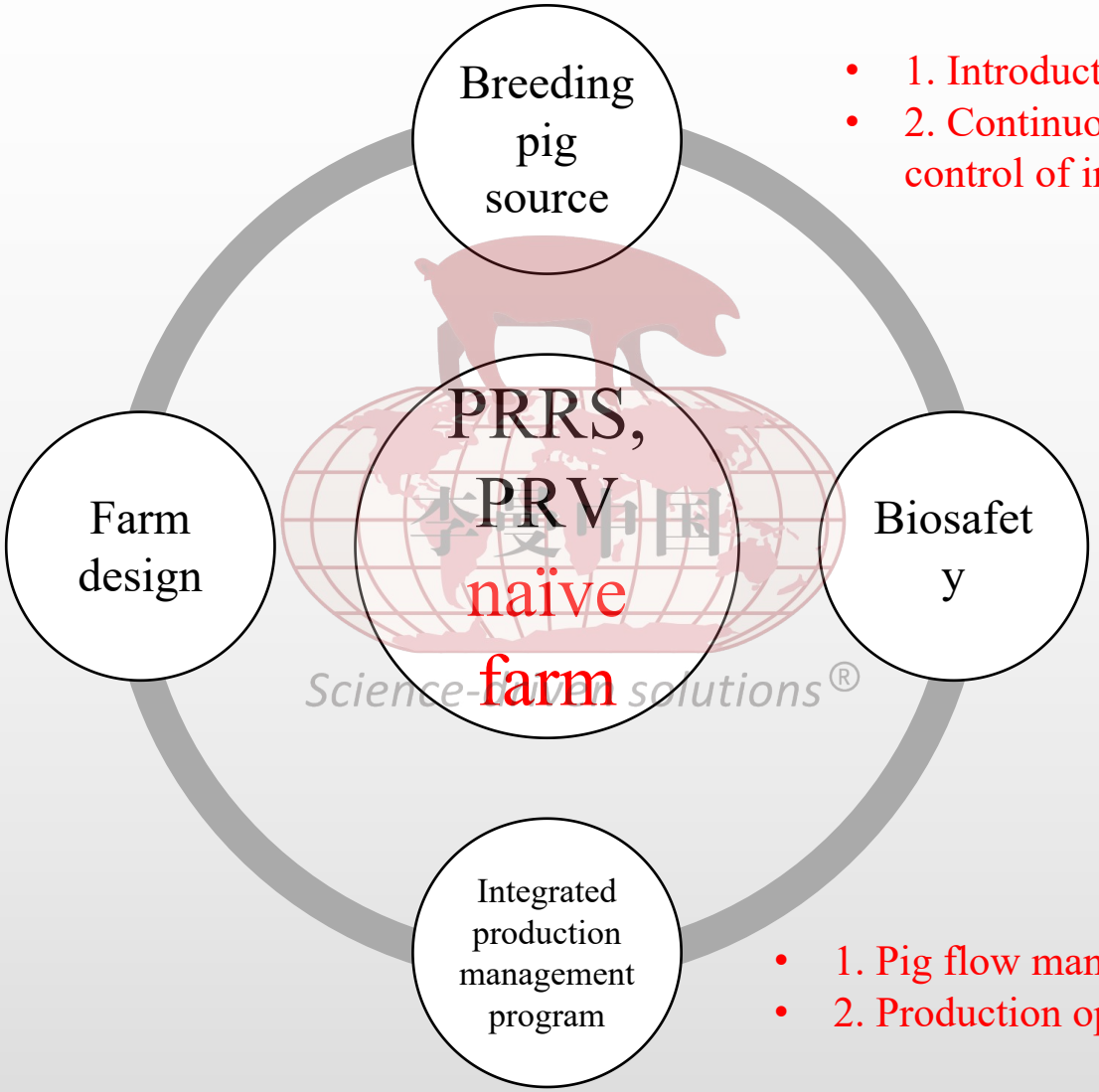
I. Pathogen of piglet bacterial diarrhea

Piglet bacterial diarrhea is a kind of infectious disease caused by bacteria, mainly has the following types:

1. yellow diarrhea in piglets (early-onset Escherichia coli);
2. white diarrhea in piglets (late-onset E. coli);
3. Red diarrhea in piglets (Clostridium difficile type C);
4. swine dysentery (Treponema hyodysenteriae);
5, ileitis (Lawsonia Intracellularis).

仔猪细菌性腹泻防控方案202

VII. Clinical Practice - Prevention and Control of Major Diseases



- 1. Introduction of naïve population
- 2. Continuous and stable production, strict control of inbreeding coefficient

- 1. Excellent farm barrier
- 2. Multi-site production design
- 3. No air filtration, isolate the risk outside through the system

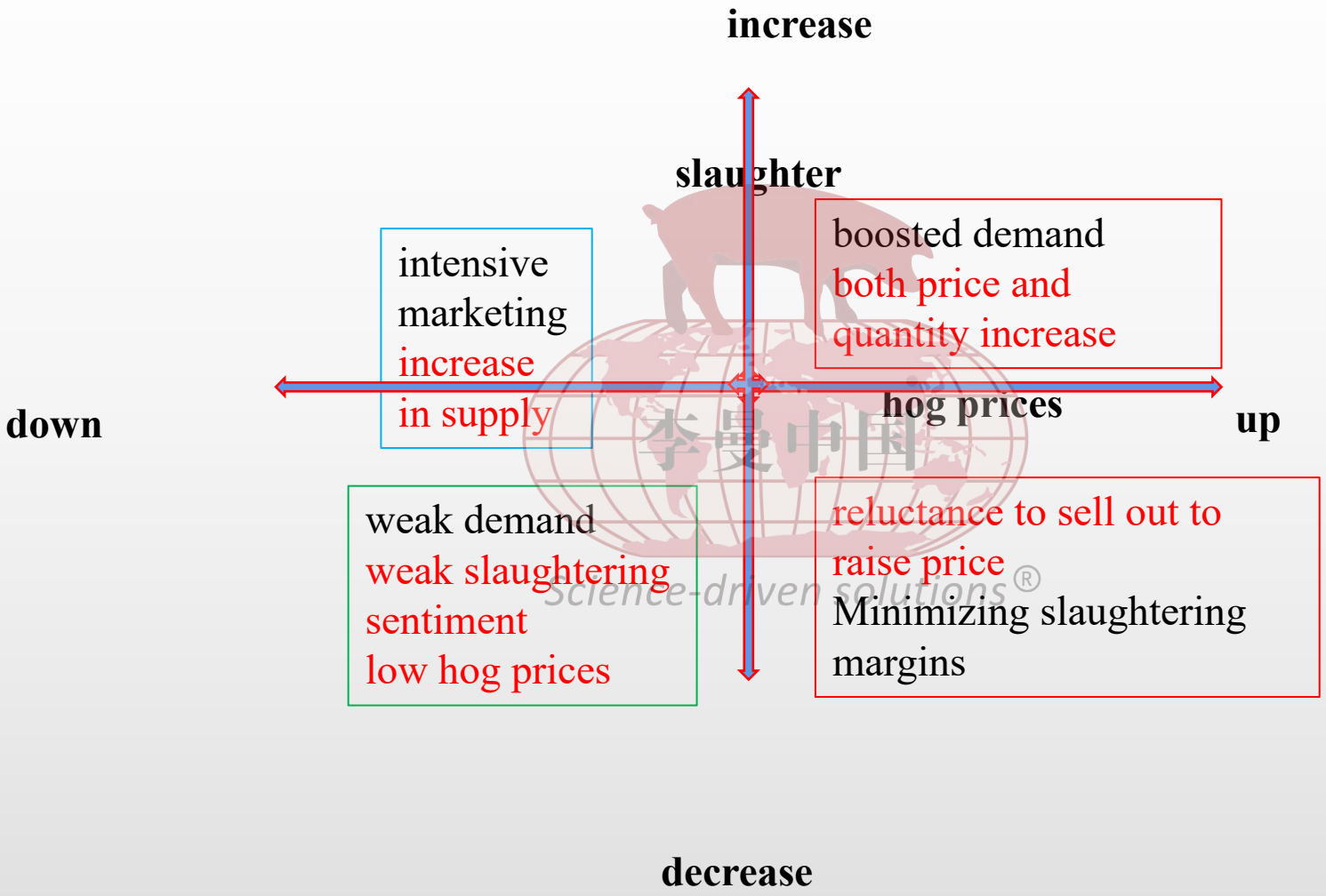
- 1. ASF prevention and control is the foundation
- 2. No use of PRRS vaccine
- 3. Strict measures for PRRS and other pathogens
- 4. Strict monitoring measures

- 1. Pig flow management in the farm
- 2. Production operation management

PART 04

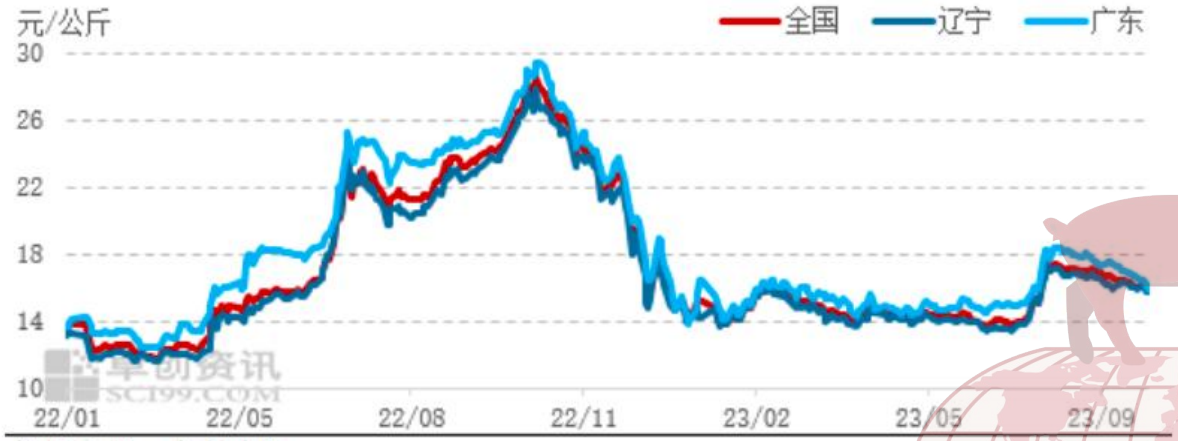
Pigs sold well at a good price - settlement program, pre-settlement

I. Analysis of the relationship between slaughtering sentiment and hog prices



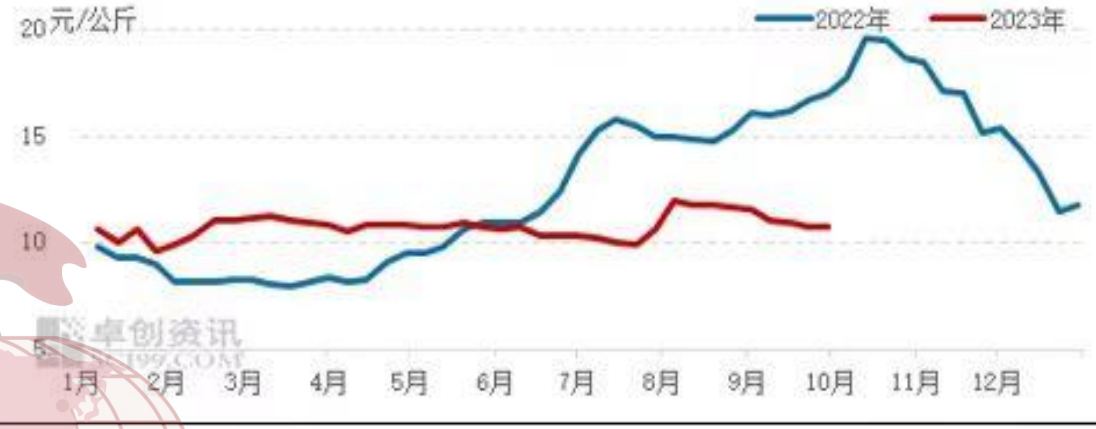
II. Trend of hog prices - a surplus of hogs has kept prices low

图1 全国外三元交易均价走势图



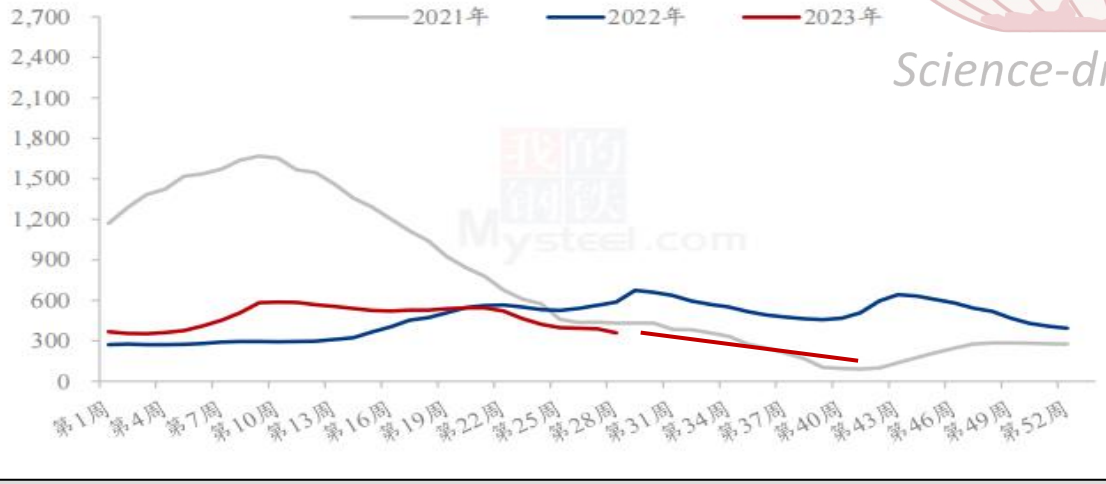
数据来源：卓创资讯

图6 全国淘汰母猪均价走势图

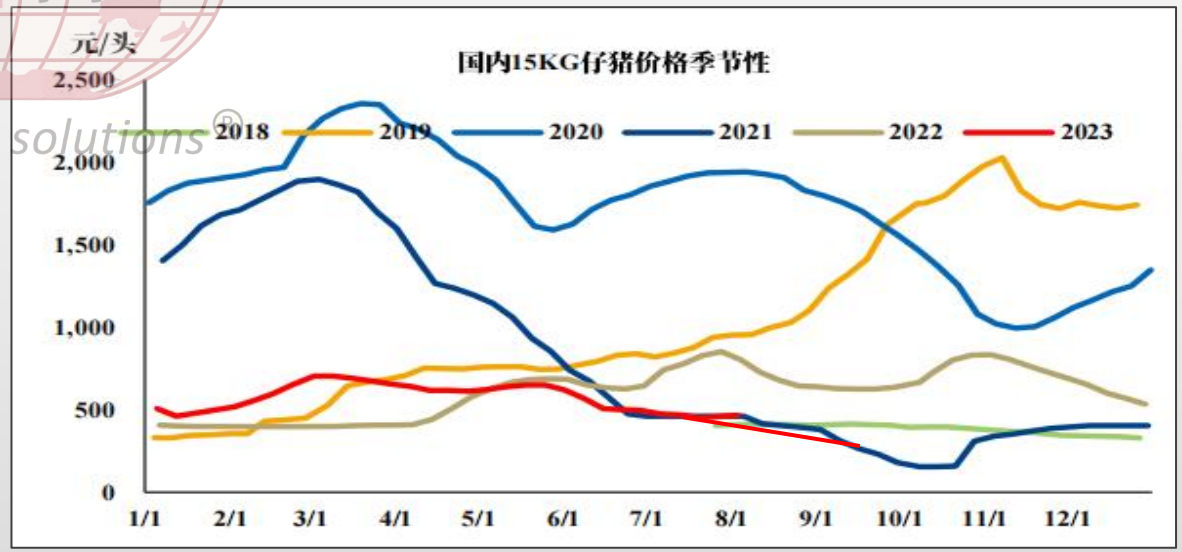


数据来源：卓创资讯

全国7Kg仔猪均价周度走势图（元/头）



国内15KG仔猪价格季节性



III. It's too hard to make a profit, and the future is gloomy

Self-raising model needs to have healthy pigs and control costs; outsourced model needs to control purchasing red lines (price, health, etc.)

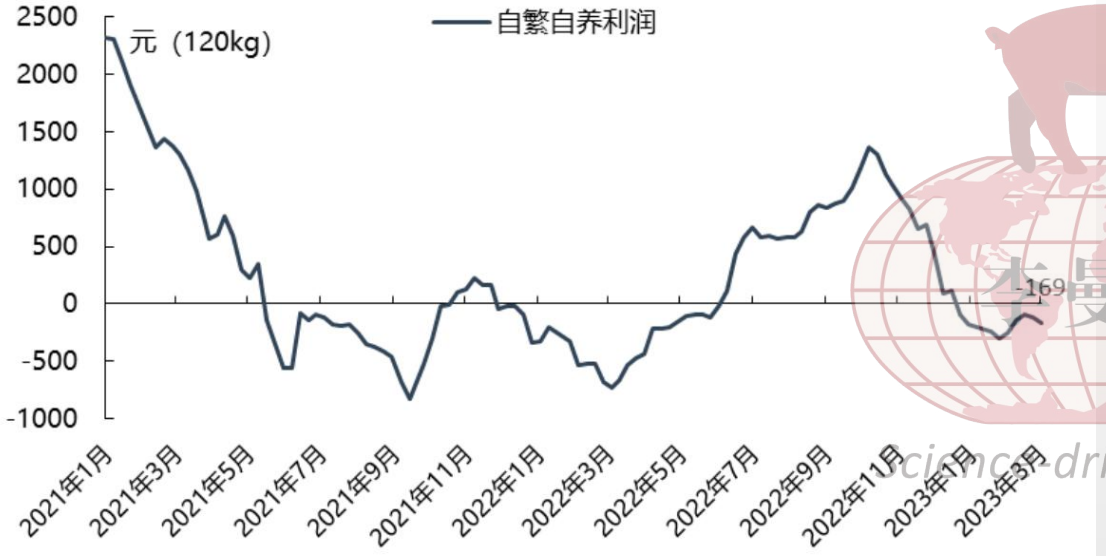


图 19. 自繁自养平均利润水平变化

数据来源：金猪数据

图 20. 外购仔猪平均利润水平变化

数据来源：金猪数据

IV. Pigs need to be sold well, but also need to sold at a good price

1. Selection of breeds (according to local conditions)
2. Learn more about the market, cooperating with standardized big suppliers, and make friends with local peers, pig brokers, feed dealers and so on.
3. Cautiously hold pigs or sell (stabilize the inventory, measure but do not bet on the market)
4. Preparation for a few days before selling pigs (control of selling process)
5. Pig selling price (pre-sale financial calculations are very important, not just counting the immediate cost, but calculating the operating costs, the market is difficult to predict, sometimes the more you raise, the more you lose, the current market is flexible and changeable)
6. Beware of disease (reduce mortality and increase marketing rate)

V. Clinical practice - timely marketing - not the bigger the better

Based on the market and its own reasons, the Purchasing and Sales Department and the Finance Department need to simulate and project in a timely manner

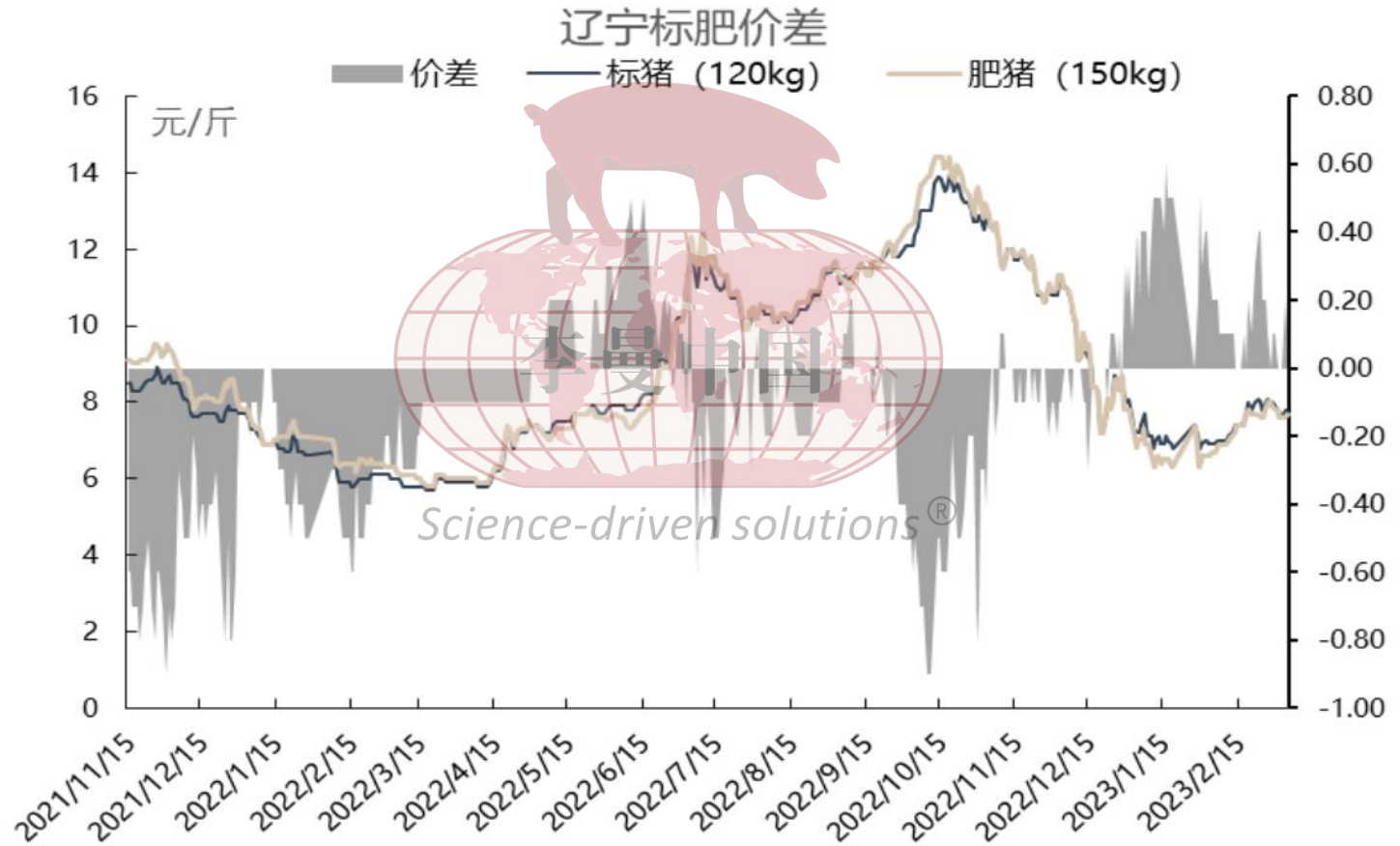


图 35. 辽宁地区标肥价差

数据来源：金猪数据

V. Clinical practice - timely marketing - not the bigger the better

piglet weight	7	7	7	7	7
Output weight (kg)	110	115	120	125	130
F/G	2.664	2.704	2.74	2.775	2.808
Total cost	15.19	15.14	15.10	15.07	15.04
Cost of weight gain	12.18	12.27	12.35	12.42	12.50

Focus:

1. Adhere to the pre-settlement management: do a good job of financial settlement of sales measurement; early sale of profitability? When to settle the finance to provide reference
2. Do not gamble on the market, do not hold pigs for a higher price, timely marketing, to ensure that the sales process is smoothly advanced; sales bidding model to explore?
3. Timely sale of large weight pigs, may be the more you raise, the more you lose, pay attention to the death of pigs over 160 days of age and feeding and other management

商品猪饲养核算.xlsx

7-110 kg budget target

Date of entry		Date of Pig Out		Age of rearing	155
Batch survival rate (%)	95.11%	Batch authenticity rate (%)	94%	F/G	2.664
Mean weight of fry (kg)	7.00	Average listed weight (kg)	110	Daily weight gain (g)	665
Amount of piglets received	1360000	Amount of feed received	3361261	Amount of veterinary drugs received	129350
Other expenses	551352.67	full-cost	15.19	Cost of weight gain	12.18

Amount of piglets purchased

form	price of item	headcount	weights	uniform weight	settlement amount
Commercial piglets	400	3400	23800	7.00	1360000
total		3400	23800		1360000

Recycling of meat pigs

No.	Recycling grade	headcount	Net weight (kg)	uniform weight	
1		3234	355711.4	110	
2					
total		3234	355711.4		

Summary of feed receipts

Feed Name	Average headcount	price of item	dosage	sum of money	
feed	4	8.46	13600	115083.2	
foreboding	10	5.49	34000	186796	
recycled material	20	4.80	68000	326400	
piglet feed	60	3.71	204000	756840	
medium boar	175	3.500	564611.9696	1976142	
total	884212		884212	3361261	
Veterinary Vaccines Sterilizers Planned Dosage		Other expenses			
head capillary (e.g. of farmland)	sum of money	head capillary (e.g. of farmland)	sum of money		
40	129349.6	170.5	551352.67		

V. Clinical Practice-When to sell?

Is it possible to secondarily fatten? Fatten pig by yourself or someone else

Reference table of F/G for standard market pig (120kg) at late fattening stage

Weight (kg)	Stage F/G	Stage Cumulative F/G	Stage feeding days
120	3.80	0	
130	4.25	4.25	13
140	4.60	4.42	14
150	4.79	4.54	14
160	5.00	4.66	16

表6-16 不同销售价格下肥猪120kg延期出栏边际效益表（单位：元/头）

价格 / 体重	12元/千克	13元/千克	14元/千克	15元/千克	16元/千克	17元/千克	18元/千克	19元/千克	20元/千克
120kg	0	0	0	0	0	0	0	0	0
130kg	-45.58	-35.83	-26.09	-16.35	-6.60	3.14	12.88	22.63	32.37
140kg	-104.27	-84.82	-65.38	-45.93	-26.49	-7.05	12.40	31.84	51.29
150kg	-170.07	-140.95	-111.83	-82.71	-53.58	-24.46	4.66	33.78	62.90
160kg	-244.31	-205.58	-166.85	-128.12	-89.40	-50.67	-11.94	26.79	65.51

- **Assumptions: feed consumption, labor, utilities and finance costs are accounted for according to the company‘s current situation, feed cost is 3.6 yuan/kg, you can calculate the marginal benefit of fattening pigs at different market weights and different gross pig prices.**
- **It should be based on the market price and its own cost control ability to decide when to sell fattening pigs is more cost-effective.**

V. Clinical Practice - Pig Sales Management

1. Break down the standardized pig marketing processes and train personnel , especially on biosecurity, according to the following items

2. Investigation of pig deaths in the sales process and the corresponding disposal program: the treatment of stressed pigs should be advanced, including the flushing of water in the pig pen before loading the pigs, the pigs should not be rushed, and the use of stun guns should be minimized to control the problem before getting on the car to avoid the occurrence of this situation, the salesman should be on the scene to direct the whole process of loading the pigs

	事项清单					
售猪前2-3天	根据出栏计划，联系客户（确定销售数量、体重，提供相应手续）	联系拉猪车辆（网上备案、外省调运需承诺书）	网上申报（头数、线路、目的地）	采血送检（10%）、拿检疫耳标	（二级客户预付款）	部门沟通
售猪前1天	车辆在指定地点洗、消、烘、检	车辆在向化消毒点开消毒证	车辆提前进入指定装猪点消毒	猪只空料一顿	出猪台消毒及检修	人员安排
售猪当天	空车过磅并停靠升降台装猪	上猪打耳标、喷淋降温、应激处理	满载过磅（随车非洲猪瘟血检报告、检疫票、运输车辆备案手续）	（二级客户打全款）	开检疫票（与耳标一致）	人员协调

https://mp.weixin.qq.com/s/rQ1ezYOWLonlfyw2EJX35g

V. Clinical Practice-Farmer Settlement-Risk Sharing, Profit Sharing

关于下发《猪苗委托养殖结算方案》第六版的通知

养猪事业部、各下属子公司：

为践行“成本优先、养好卖好”的合作理念，建立公司与养户之间长期稳定互信的合作关系，引导养户专心专注于养猪生产管理，通过提高生产成绩，获取合理报酬。特制定《猪苗委托养殖结算方案》第六版文件。

现将本结算方案下发给你们，请遵照执行。

特此通知

附件：《猪苗委托养殖结算方案》

V. Clinical Practice - More use of tools of the industry

Make more use of the tools of the industry:

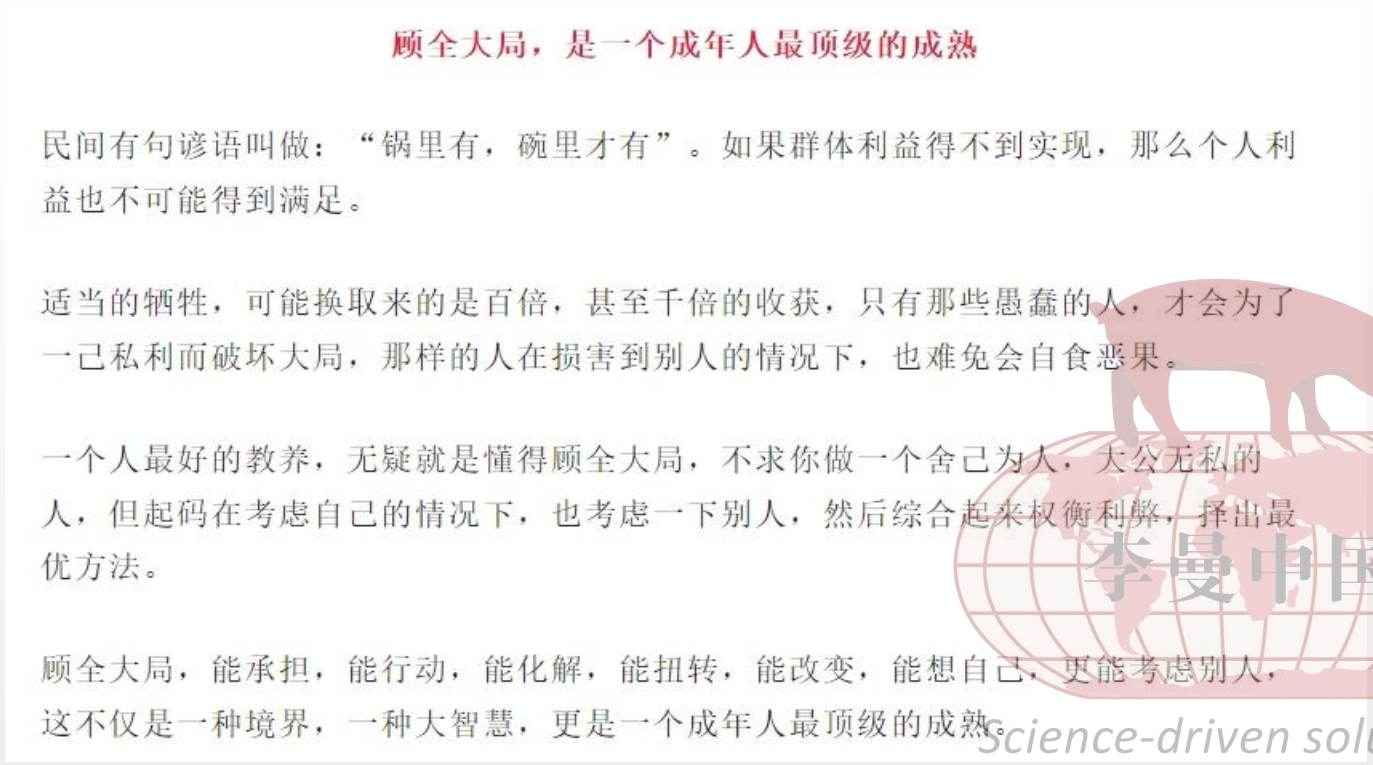
- **Hog futures**
  - **Tools that provide price discovery and risk management for hog producers, processors, traders, consumers, etc.**

- **Hog insurance:**
  - **Knowing biosecurity prevention and control norms during insurance reporting process, making financial measurements, and follow-up by special person**
  - **Improved defense against risks and accidents**
  - **Reduce losses and enhance the ability of farmers to engage in reproduction.**

PART 05

Win-Win Result

I. Value creation and win-win cooperation



顾全大局，是一个成年人最顶级的成熟

民间有句谚语叫做：“锅里有，碗里才有”。如果群体利益得不到实现，那么个人利益也不可能得到满足。

适当的牺牲，可能换取来的是百倍，甚至千倍的收获，只有那些愚蠢的人，才会为了一己私利而破坏大局，那样的人在损害到别人的情况下，也难免会自食恶果。

一个人最好的教养，无疑就是懂得顾全大局，不求你做一个舍己为人，大公无私的人，但起码在考虑自己的情况下，也考虑一下别人，然后综合起来权衡利弊，择出最优方法。

顾全大局，能承担，能行动，能化解，能扭转，能改变，能想自己，更能考虑别人，这不仅是一种境界，一种大智慧，更是一个成年人最顶级的成熟。

Companies and Service Providers
Companies and farmers
Company and employees
Corporate and Service Department
Service Department and Administrators
Administrators, Farmers, etc.

“With the skin gone, where can the hair attach itself?(皮之不存，毛将焉附?)” From Zuo Zhuan (左传), by Zuo Qiuming (左丘明) in the late Spring and Autumn period.焉: where; 附: to attach. The meaning of this sentence is simple and easy to understand: with the skin gone, where will the hair attach itself?

It must not be at the expense of the public interest, adopt the mentality of eating a big pot of rice. Do not shirk each other's responsibilities, and occupy a latrine without taking a shit.

Every individual needs to be activated, bottom out, while creating a historical wheel system, except for the leaders, keeping the mundane majority on track can work miracles.

II. Value Management -- Value creation and Sharing

1. Establishment by the company of a standardized management system, in particular a major disease management system and a production finance system
2. Start from the red line of ASF prevention and control, and the bottom line of cost control, do not directly assess and manage indicators, but directly do operation (non-profit) assessment and management, so you can understand loss, make steady profit, return to the essence of farming, and make more money than others.
3. Emphasize the control of grass-roots administrators, activate the first-line employee, manage in a clear manner and implement the bottom-out system.
4. ASF has become an “excuse” for many people not to go to pig farms, it’s a common problem among current managers being promoted too fast.
5. As the proportion of basic salary has been reduced, we need strict control of job pay and performance pay, make it floating within a range to activate the individual; not to ignore the "honest" value-creating people, but also not to ignore the good "PPT" maker.

PART 06

Summary

-Raising money-making hogs, understanding loss and making steady profit

I. Summary-Cost Leadership, Raise and Sell Well

1. Do what we can do, we can't decide on the market can not decide, but can decide on the cost leadership.
2. Select pigs that has good genes, so we can raise it well (necessary, not sufficient condition);
3. Pigs are well raised, so they can be sold well, then we have a chance of selling them at a good price (necessary, not sufficient condition);
4. The prevention and control of major diseases, such as ASF, is an insurmountable mountain, and the control of feed and other costs is the bottom line of sound operation.

II. Summary-Raising money-making hogs, understanding loss and making steady profit

1. It is very difficult to make money with normal quality pigs, not to mention all kinds of worthless pigs, especially weak and poor piglets and old fattening pigs, which have a huge impact on performance and cost, and often the choice is greater than the effort;
2. Finance and operation are often seperated, because difference in profession makes one feel worlds apart, financial staff should not think of betting on the market, they need to ensure that the cash flow is running soundly, and provide a key reference for production decision-making;
3. To know the operation, refine the cost anomalies, clinical tracking and implementation, so you can understand the loss is caused by cost or the market;
4. Choose a flexible production model, such as the asset-light model of continuous innovation, insist on cost leadership, lose less than others and earn more steadily than others

Hope is right ahead!