



Feed Management Systems Customer Case Study



Manitoba pork producer implements the Brill Formulation™ solution to support multiple feed mills and respond quickly to ingredient price changes

Overview

Customer Profile

Founded in 1994, Hytek Ltd. is headquartered in La Broquerie, Manitoba and has quickly grown to become Canada's second-largest pork producer. Hytek is vertically structured to encompass all facets of hog production. They produce over one million pigs annually, and support three main mills and four toll mill locations. They also raise breeding stock and finished market hogs in Canada and the United States. Hytek is committed to producing safe, nutritious and high-quality pork products along with providing a safe and rewarding work environment for their employees. For this, Hytek received the honor of being named one of Canada's 50 Best Managed Companies.

Situation

Hytek's existing ration system was not meeting their growth, so they needed to find a way to manage a large number of rations simultaneously. In addition, Hytek's expansion included the need to formulate rations and allocate ingredients across multiple mills and extend pricing capability to other locations. They needed to integrate data across their business to reduce errors and get visibility to information across the business to make decisions.

“Hytek saved \$55,000 in costs from implementing Brill Formulation; it paid for itself in 90 days”

Henry Van de Velde
Executive Vice President
Hytek LTD

Hytek, Ltd., Canada's second-largest pork producer, was founded in 1994 near La Broquerie, Manitoba. Still headquartered in La Broquerie, Hytek produces over one million pigs a year, supports three main mills and four toll mill locations, and was selected as one of Canada's 50 Best Managed Companies in 2004.

Situation

Before implementing the **Brill Formulation™** solution, Hytek was using a rationing system that only allowed them to formulate one ration at a time. “As we expanded,” explains Lynne Penner, Nutritionist at Hytek, LTD, “and the number of rations increased, we needed a system that allowed us to formulate a number of rations, and at the same time.”

In addition, Hytek's expansion included the need to formulate rations and allocate ingredients for three main mills, with a combined total of over 22,000 tons of swine feed each month, as well as formulating monthly rations for four other toll mill locations in Saskatchewan and North Dakota that manufacture feed for Hytek.

“With the multiple sites, we needed to find a system that could allow multiple pricing plants to allow for different ingredient prices at each location,” explains Lynne.

Solution

Implementation of the **Brill Formulation** solution at Hytek went very smoothly; in fact, they were using the product after only a month. “We did have a problem running such a large number of rations at one time,” says Lynne. “We run about 140 rations for our three main mills, using the Large Multi-Blend module, and we had to make some adjustments to our settings.”

With the flexibility of the software, the settings were tweaked and they were off and running, and everything has been working according to plan. “**Feed Management Systems (FMS)** was very helpful throughout the implementation process,” says Lynne. Frequent phone conversations were held during initial setup, and **FMS** used live online meetings to facilitate updates and discussions. “The online meetings were very helpful,” says Lynne. “We were able to have frequent meetings on short notice that made it easy to fit into everyone's schedules.” In addition to the implementation process, **FMS** also used online meetings very effectively for initial training.

In addition to the **Brill Formulation** solution, Hytek has also integrated the Microsoft Dynamics GP accounting system along with the **Feed Mill Manager™** solution. Two mill locations are currently interfaced through the system, and they are looking at further integration.



**Feed Management
Systems**

Overview

Solution

Hytek, Ltd. implemented the **Brill Formulation™** and **Brill Formulation Multi-blend™** solutions. For seamless integration across their business, they use Feed Mill Manager™ and Microsoft Dynamics GP™ for their accounting.

Benefits

- Reduced time to implement ration changes
- Immediate ROI by managing ingredient price changes
- Ease of use across multiple plants
- Fewer errors
- Information at fingertips
- Integrated across the business for increased efficiency and accuracy

Benefits

Saves Time and Money

Hytek has realized direct savings in both time and money from the **Brill Formulation** software. They have realized these savings because of two factors: the magnitude and frequency of ingredient price changes, and the amount of time it takes to implement ration changes.

With their old system, Hytek needed to go through each ration separately to determine if ingredient price changes would result in a savings, which became even more complicated if they only had given amounts of a specific ingredient. “This process took a long time,” explains Lynne, “which meant we were less likely to do it unless the savings were very large.” The Large Multi-Blend, Multi Plant, Multi Price, and Production Minimums modules within the **Brill Formulation** solution, enable them to quickly test new pricing across each of their mills, regardless of ingredient amounts, and determine if and where to implement new ingredient pricing and reformulation. They save up to \$20,000 a month depending on the impact of the pricing changes.

The **Brill Formulation** solution also saves them money through the ability to view the “swing” in ingredients from one stage of feed to the next. In their old system, they needed to pull up each ration separately, which took a lot of time. “With the Large Multi-Blend module, we can quickly pull up a report after each optimization to see the swing in ingredients from one stage of feed to the next, and make necessary adjustments,” says Lynne. “For certain ingredients this is very important because the animal could stop eating if there is a drastic change.”

The **Brill Formulation** software has also enabled Hytek to allocate ingredients more efficiently based on the tonnage and rations produced at each mill.

Ease of Use

Overall, Hytek has found the **Brill Formulation** system to be very easy to use, and easy to adapt into their current systems and processes. “It’s also a system that benefits many departments,” says Lynne, “including nutrition, the feedmill, and our purchasing area.”

More Accurate

The functionality of the Large Multi-blend module within the **Brill Formulation** solution enables Hytek to easily change ingredient and nutrient restrictions in various rations. “This allows us to target specific animal requirements more accurately,” says Lynne.

Fewer Errors

Since Hytek’s Microsoft Dynamics GP™ accounting system is fully integrated with the **Brill Formulation** solution via the **Feed Mill Manager™** software, changes can be made more quickly across multiple locations, and they have seen a reduction in errors because of it. “Integration between **Brill Formulation** and our mill batching systems also allows us to reduce the need to manually input rations, which saves time and reduces errors,” adds Lynne.

“With the Large Multi-Blend module, we can quickly pull up a report after each optimization to see the swing in ingredients from one stage of feed to the next, and make necessary adjustments. For certain ingredients this is very important because the animal could stop eating if there is a drastic change.”

Lynne Penner
Nutritionist
Hytek LTD

Benefits (continued)

Information at Fingertips

Hytek uses the archiving features of the **Brill Formulation** solution to create reports on a regular basis to allow nutritionists and others to review past ingredient or ration changes. “We send these reports to various departments, including production, accounting, and veterinary, whenever questions come up regarding ingredient or nutrient changes,” explains Lynne. “It’s been a real time-saver.”

Testing

Since the new system enables Hytek to easily make changes, they are now able to test potential new ingredients to see how they will fit in with their current system. “We can also target animal requirements as closely as possible,” says Lynne, “and make changes quickly based on the most recent research.”

Next Steps

Due to Hytek’s continued growth, both in the number of rations they’re formulating and in the number of mills they support, they are looking at implementing additional products. “Right now we’re considering implementing **Feed Tags™**,” says Lynne.

For More Information

For more information about **Feed Management Systems** products and services, call 763-560-8139, email info@feedsys.com, or go to www.feedsys.com.

For more information about Hytek, LTD, call 204-424-5359, email info@hytekmb.com, or go to www.hytekmb.com.

Written by: Doug Prestby, Third Bear, LLC.