



7 Things Every Small Producer Should Know

Rick Machen, PhD
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Top Eleven

6. You cannot starve a profit out of cows.
7. Too often, cattle operations suffer from hardware disease.
8. A ranch seldom runs as many cattle (sustainably) as the realtor indicated.
9. Black cattle are not the cure for all ills.
10. Eliminating a practice that costs \$2/head will not pay for a \$40,000 pickup.
11. You cannot start a Longhorn breeding program with a trophy steer.

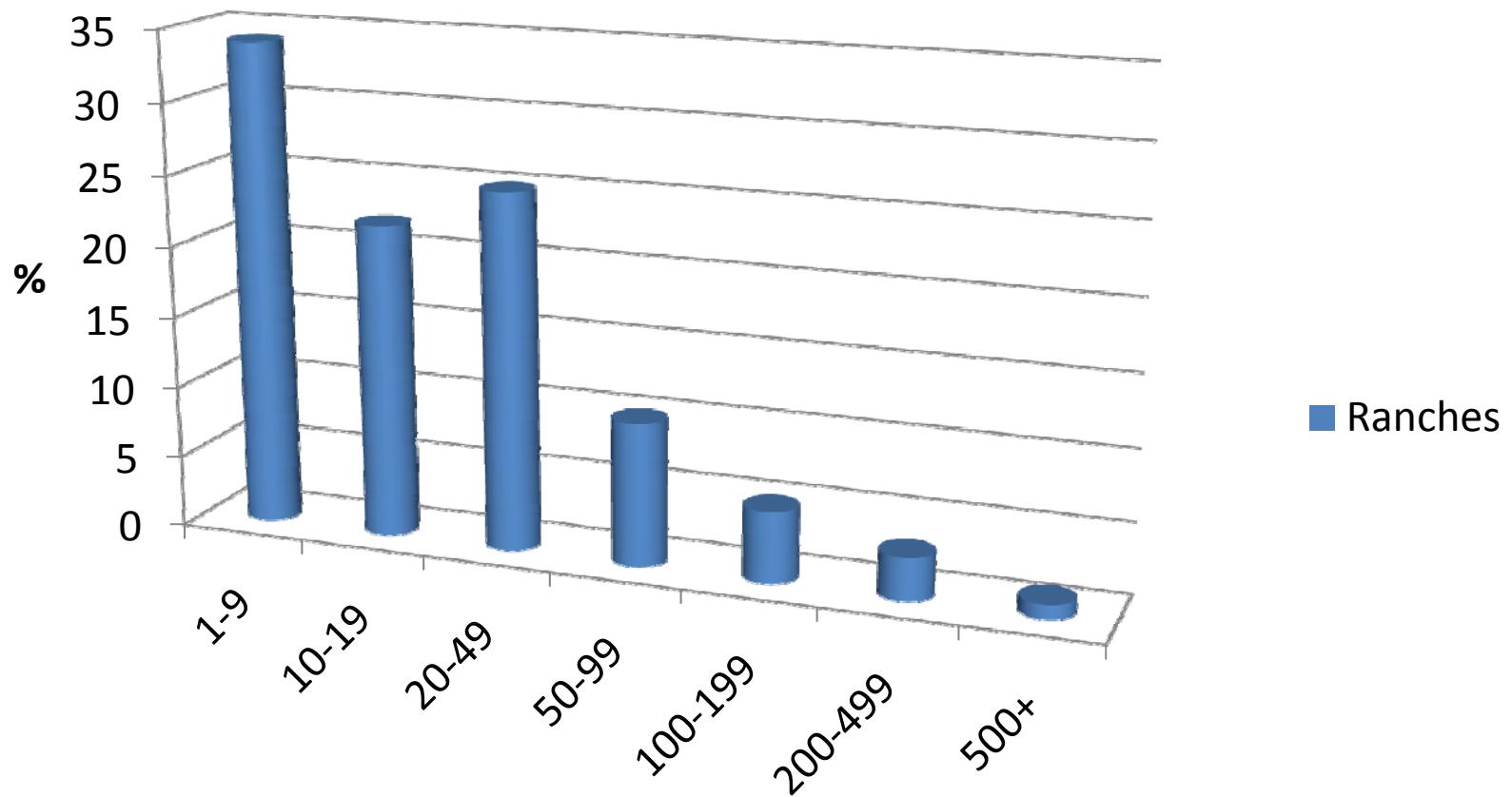
Top Eleven

1. Working cattle is the leading cause of domestic disturbances among ranch families.
2. Treat ranching as a **hobby** or a **BUSINESS**, but not both. Results from the two differ vastly.
3. The *romance* in owning cows is reserved for the movies.
4. One can go bankrupt avoiding property taxes.
5. Profit shortfalls are seldom overcome by simply adding more cows.

Define 'small' producer

“Every domestic agricultural producer contributes to the safest, most wholesome food supply in the world and is obligated to share their personal story of quality assurance and stewardship.”

Texas Beef Cow Demographics



2007 USDA Census of Agriculture

Texas Beef Cow Demographics



2007 USDA Census of Agriculture

**STEWARDSHIP
IS
JOB ONE.**



Stewardship



Soil

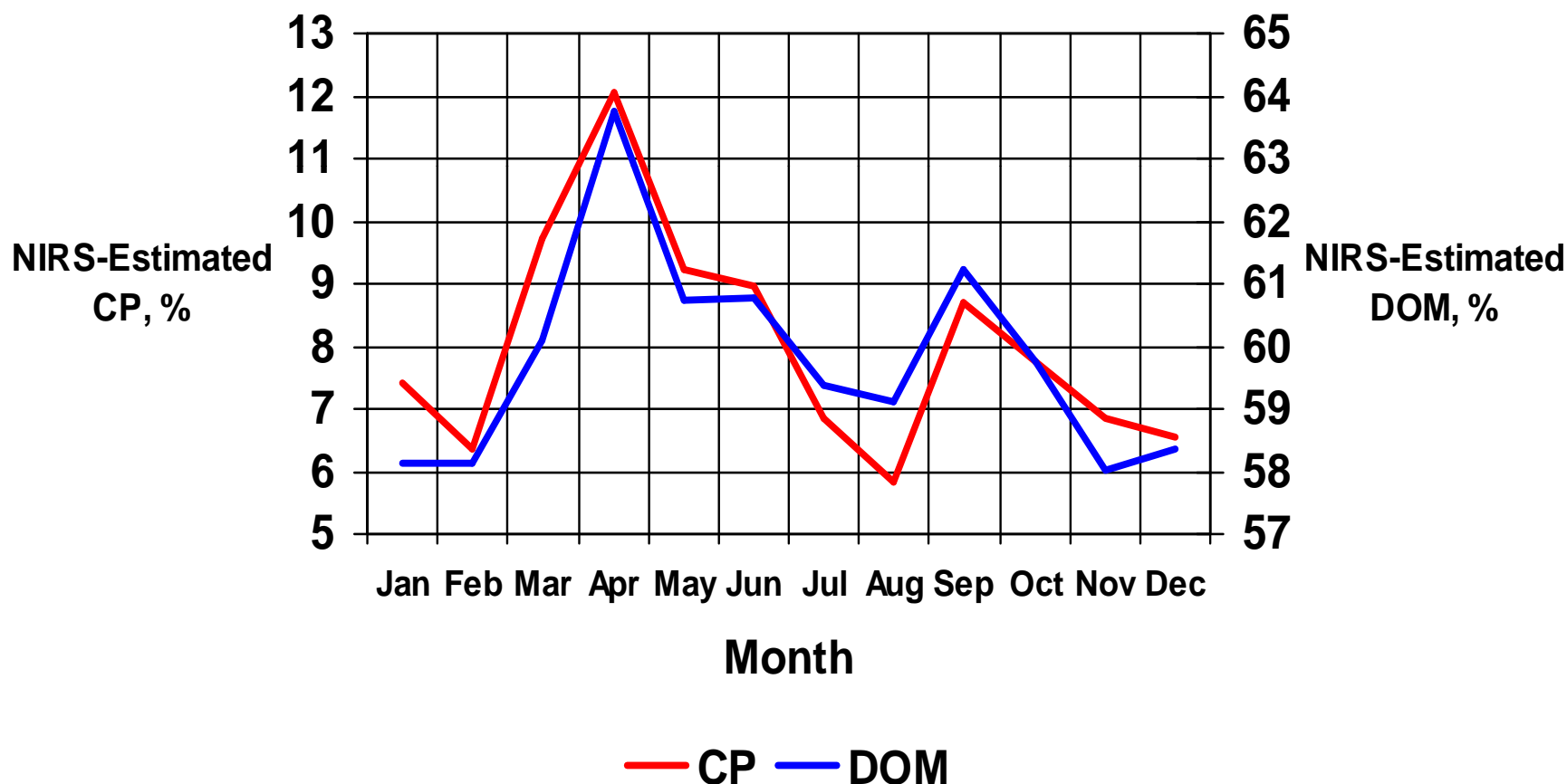
Forage

Water



Gillespie County Average Diet Quality

2 Ranches, 3 years



R. Lyons and R. Machen data





**A PREVENTATIVE
HERD HEALTH PLAN
IS ESSENTIAL.**

Preventative Herd Health Plan

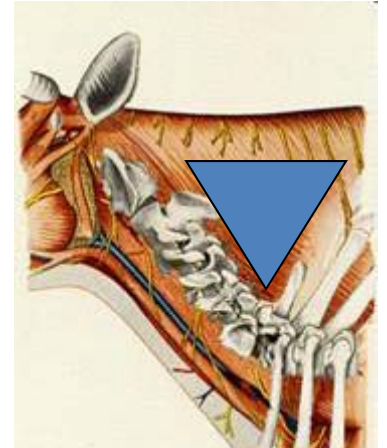
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- NO SUBSTITUTE for a valid vet-client-patient relationship
 - Management & Health Basics include:
 - **Identification**
 - Brand
 - Ear mark, ear tag
 - **Vaccination**
 - Clostridial complex (7 Way or 8 Way)
 - Brucellosis (heifers, 4-12 months of age)
 - **Castration**
 - Before 4 months of age

Depending on risk...

Always follow the label

➤ Clostridial complex

- **Brucellosis** (Vet. Supervision)
- **Trichomoniasis** (cows, heifers)
- **Repro complex** (Lepto, Vibrio)
- **Viral respiratory complex**
 - IBR, PI3, BVD, BRSV
 - MLV or Killed?
- **Anthrax**



**ARE MY COWS
GETTING ENOUGH
TO EAT?**



What Range Herbivores Eat— and Why



Body Condition Score

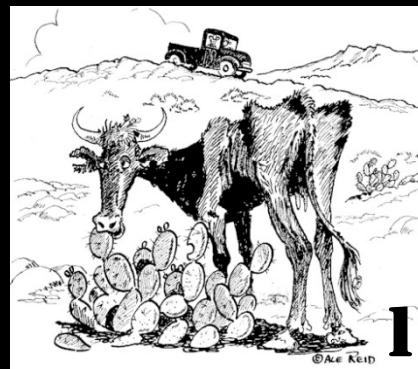
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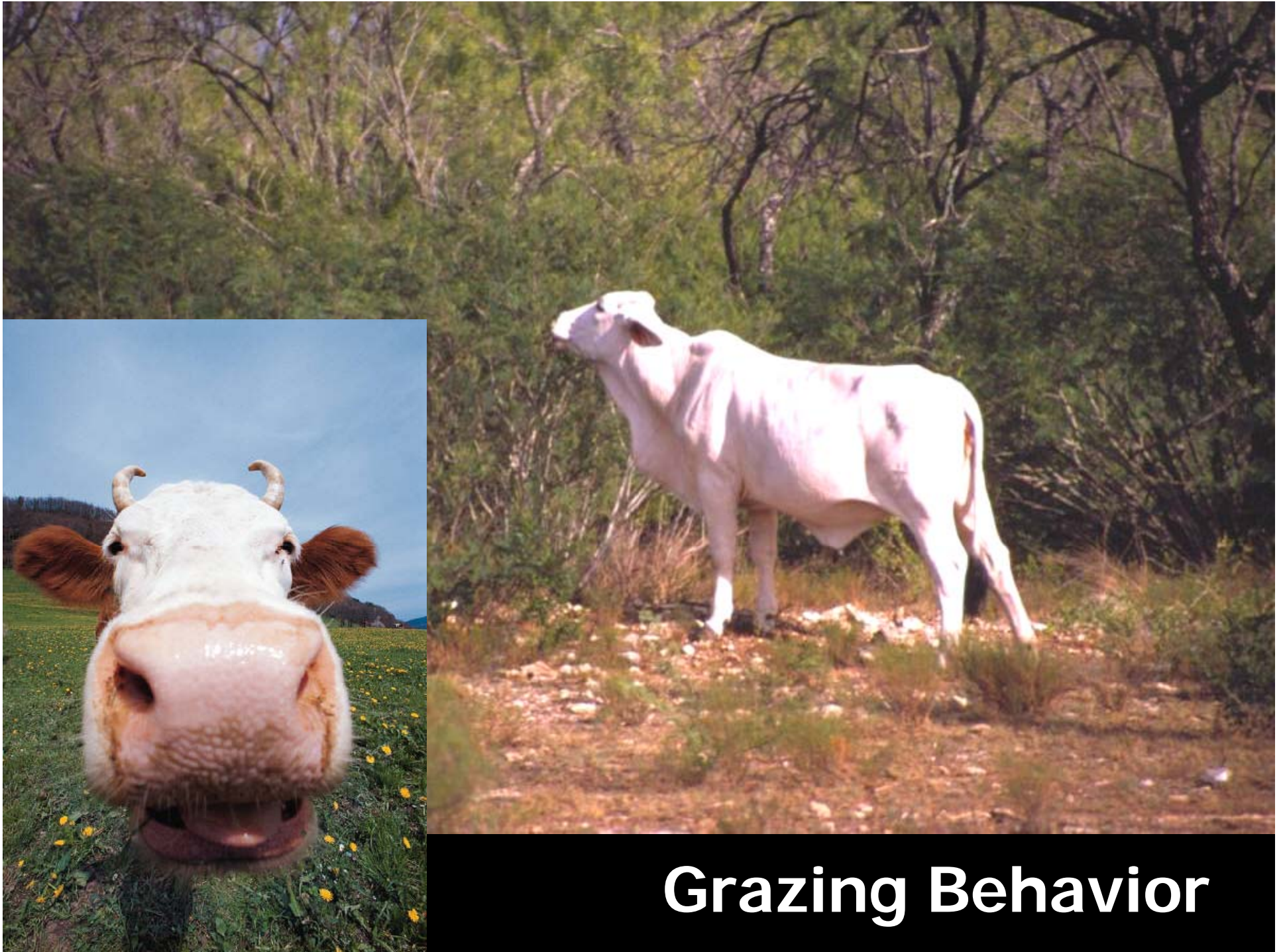


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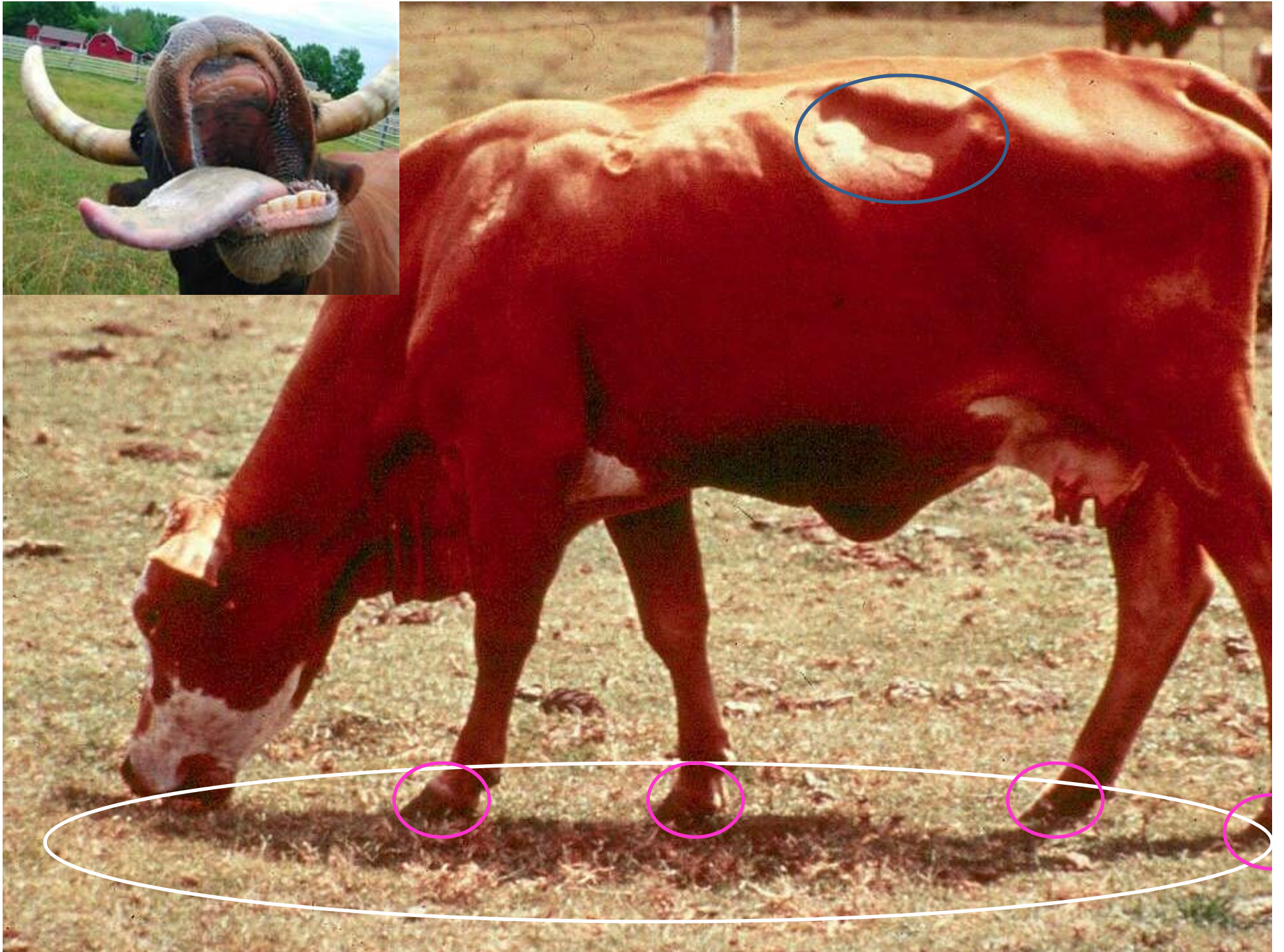


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Grazing Behavior



**REPRODUCTIVE
PERFORMANCE
IS HUGE IN THE
PROFITABILITY
PICTURE.**

Table 1. Relationships	
% calves weaned*	15
100	.3
95	.3
90	.3
85	.3
80	.3
75	.4
70	.4
65	.4
60	.5
Calf weaning weight	
*Calculated as # calves weaned	
**Market price required	



The success or failure of any range beef cow supplementation program depends primarily upon the quantity and quality of forage being supplemented.

MANAGING BEEF COW SUPPLEMENTATION COSTS



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AgriLIFE EXTENSION
Texas A&M System

Texas AgriLife Extension Service * Edward G. Smith, Director * The Texas A&M University System * College Station, Texas

<http://animalscience.tamu.edu>

value at weaning	
350	400
.70	.80
.74	.84
.78	.89
.82	.94
.88	1.00
.93	1.07
1.00	1.14
1.08	1.23
1.17	1.33

from TSCRA School for Successful Ranching proceedings, 2011

**HAY –
HOW TO GET YOUR
MONEY'S WORTH.**

Hay

- Why feed hay?
- Raise or buy?
- Quantity vs Quality?
 - plant maturity effect
- Questions to ask...
 - What kind?
 - Bale weight?
 - Age when cut?
 - Nutrient analysis?



Relationship between Bale Weight and Cost per Ton								
	Bale Weight, lb							
	600	700	800	900	1000	1100	1200	
Cost, \$	<i>Cost per Ton, \$</i>							
30	100	86	75	67	60	55	50	
40	133	114	100	89	80	73	67	
50	167	143	125	111	100	91	83	
60	200	171	150	133	120	109	100	
70	233	200	175	156	140	127	117	
80	267	229	200	178	160	145	133	
90	300	257	225	200	180	164	150	
100	333	286	250	222	200	182	167	

Relationship between Bale Weight and Cost per Ton								
	Bale Weight, lb							
	50	60	70	80	90	100	110	
Cost, \$	<i>Cost per Ton, \$</i>							
4	160	133	114	100	89	80	73	
6	240	200	171	150	133	120	109	
7	280	233	200	175	156	140	127	
8	320	267	229	200	178	160	145	
9	360	300	257	225	200	180	164	
10	400	333	286	250	222	200	182	
12	480	400	343	300	267	240	218	
14	560	467	400	350	311	280	255	



Animal Performance

How much difference in
hay consumption and
cattle performance
can there be?



1250 lb in avg. body condition

6 years old

Late gestation

Average milk production

Goal: maintain weight

Intake..... 20 lb/day
Weight..... -3 lb/day
-1 BCS in 28 days

Poor

4.5% crude protein, 42% TDN

Good

11% crude protein, 54% TDN

Coastal Bermudagrass

Two qualities

- Poor

- Good

Intake..... 27 lb/day
Weight..... -0.2 lb/day



HAY FOR SALE



\$45/bale
Avg. bale weight 600 lb

\$150/ton
20 lb/day costs \$1.50

17 lb hay
10 lb 20% cubes
Total Cost \$2.93/day

\$65/bale
Avg. bale weight 900 lb

\$145/ton
27 lb/day costs \$1.96

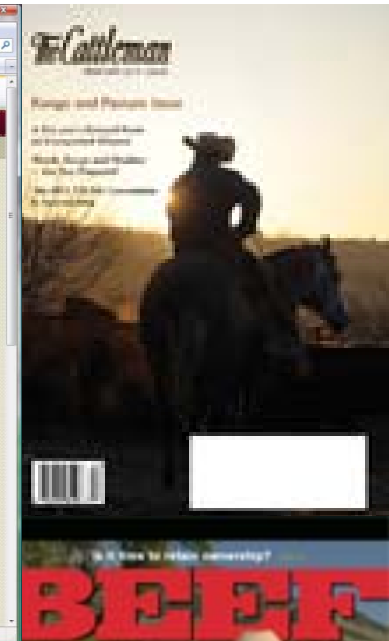
OSU Cowculator
<http://beefextension.com/new%20site%202/cccalc.html>


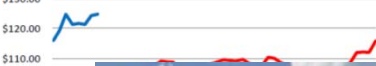
Facilities
Equipment
Labor
Purchasing
Services
Freight
Marketing



**THE ECONOMY OF SCALE
WORKS AGAINST SMALL PRODUCERS.**



TEXAS WEEKLY SUMMARY				Week Ending February 26, 2011			
Receipts:	This Week 37,400	Week Ago 63,000	Year Ago 46,200				
<p>Compared to last week: Feeder steers and heifers steady to 7.00 higher, except 600-700 lb heifer calves in the Panhandle 2.00-4.00 lower. Trade was active with good buyer demand on all classes of feeder cattle as prices were pushed up in aggressive trading. Slaughter cows sold steady to 7.00 lower. The feeder supply consisted of 70 from auctions and 30% from direct trade. Hay prices firm. Hay movement and demand moderate to active as supplemental feeding of livestock continues in most areas of the state. Texas High Plains cash grain markets closed wheat 19-42 cents lower, soybeans not established, and corn 3 cents lower to 5 cents higher.</p>							
TEXAS WEEKLY FEEDER CATTLE AVERAGES (Combined Direct and Auctions)				Direct	Auctions		
FEEDER STEERS:	M&L 1	M&L 1-2	M&L 2	FEEDER HEIFERS:	M&L 1	M&L 1-2	M&L 2
400-500 LBS	\$153.67	\$145.15	\$142.20	400-500 LBS	\$137.05	\$133.58	\$127.68
500-600 LBS	\$140.34	\$137.09	\$131.21	500-600 LBS	\$126.06	\$122.03	\$121.24
600-700 LBS	\$131.86	\$119.71	\$124.02	600-700 LBS	\$122.98	\$116.20	\$114.63
700-800 LBS	\$127.63	\$128.30	\$116.43	700-800 LBS	\$118.17	\$113.40	\$105.38
800-900 LBS	\$123.18	\$123.02	\$110.10	800-900 LBS	\$108.97	N/A	\$101.42
WEEKLY 600 LB STEER PRICE M&L 1, 1-2, 2				WEEKLY 800 LB STEER PRICE M&L 1, 1-2, 2			
Weekly combined 19 auction & direct sales 500-700 lbs				Weekly combined auction & direct sales 700-900 lbs			
							



We ever know enough.
Be ever observant. Compare notes. Ask questions.

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7 *(of several)* things producers need to know

- Stewardship is Job One.
- Preventative Herd Health plan is essential.
- Are my cows getting enough to eat??
- Reproductive performance - #1 in profit picture.
- Hay – How to get your money's worth.
- Economy of Scale works against small producers.
- You never know enough.



**57th Annual
Texas A&M**

**Beef Cattle
Short Course**
August 1-3 2011

Thank You

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these great social sites!

