

Value Captured from Improved Production Practices: What's the sale data say?

Winter Ranch Management
February 11, 2020
Esther McCabe

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What do you already have invested?

- Nutrition of dam
- Cost for bull or AI
- Vaccinations for cowherd
- Calving



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How to capture calf value?

- Management
 - Breeds
 - Gender
 - Vaccinations
 - Castration
 - Implants
- Programs
 - Age and Source
 - Non Hormone Treated Cattle

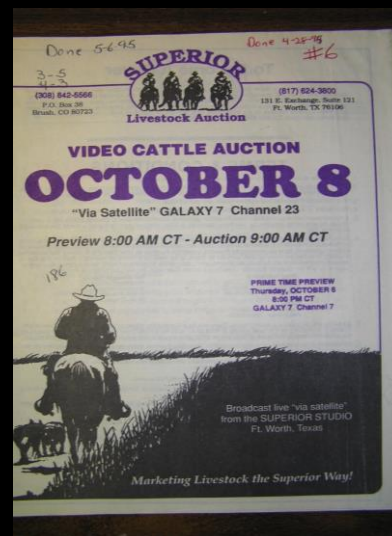


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Background

- Data since 1995
- Data provided electronically starting in 2010
- Video auctions – “lots” of beef calves



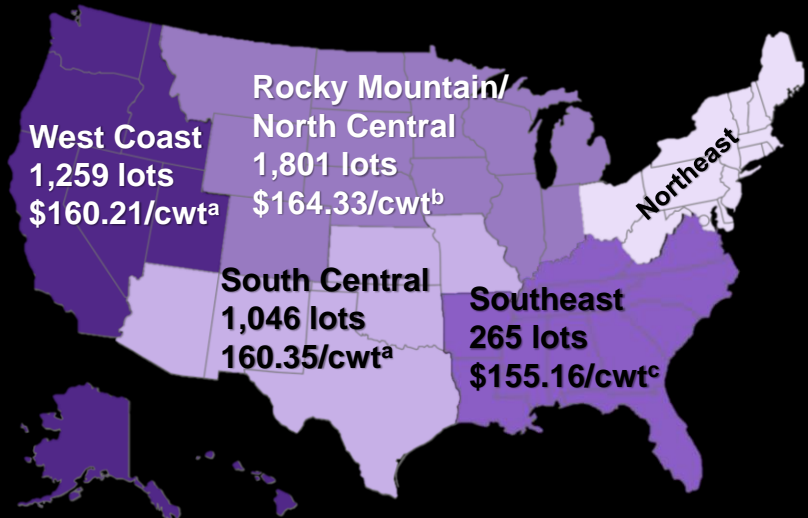
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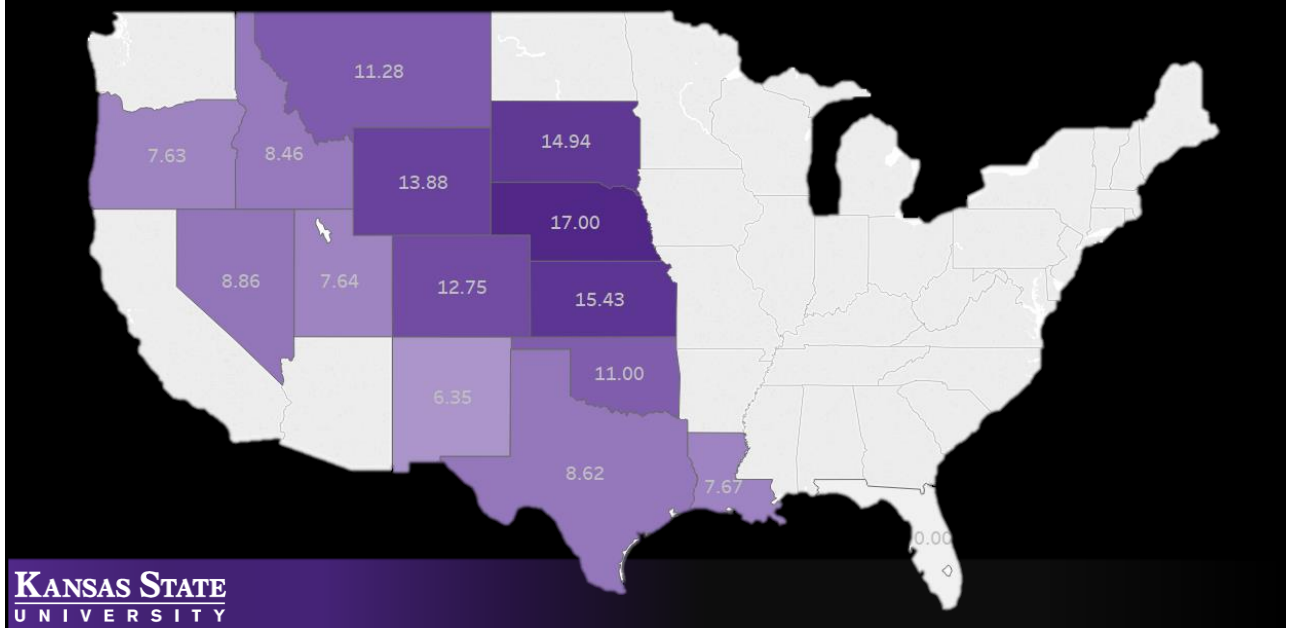
Lot Example

LOT #5194A XI Ranch
252 Steer Calves BASE WT : 590#
ORIGIN: Home Raised **SLIDE:** 14 cents Over the base weight
CURRENT LOCATION: Ranch, 26 mile(s) S of Meade, KS which is 35 miles SW of Dodge City, KS
BREED TYPE: Out of Angus & a few Red Angus cows by 95% Gardiner Angus & 2 Red Angus bulls. Cows are 100% Gardiner influenced.
FRAME: Med - Med Lg **FLESH:** Medium
EST. WT. VAR.: Uneven **HORNS:** None
FEED: On cows & native grass.
DELIVERY: Oct. 16-17 Rep's option
WEIGHING COND: Gather ASAP from pasture, sort off cows, drive or haul to pens, sex & weigh on ground w/ a 2% 2 day delivery, any left from 1st day will be held on hay & water.
VACCINATIONS: VAC 24, Pyramid 5+Prespense & 7-way Blackleg.
IMPLANTED: No
REPRESENTED BY: Colt Broadie (620) 635-0491
 Bill Broadie (620) 635-5870
 Age/Source Verified: No

Region where lot originated



Sale price of lots by state



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Non-adjusted Means, Medians, and Ranges

Factor	Mean \pm SD	Median	Range
Number of calves in lot	104.5 \pm 70.4	88	7 to 840
Base weight of lots (lb)	569.9 \pm 82.5	570	330 to 900
Number of days from auction to forecasted delivery	75.7 \pm 38.4	80	0 to 218
Price per 100 pounds (\$)	165.79 \pm 15.85	164.00	113.00 to 256.00

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2018 Summer Calf Sales

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Gender of the Lot

Gender of the Lot	Number of lots	Least squares mean of sale price (\$/cwt)	Regression coefficient
Steers	2,660	168.36 ^a	16.70
Heifers	1,711	151.66 ^b	0.00

Sold in Mixed-Gender Lot

Sold in Mixed-Gender Lot	Number of lots	Least squares mean of sale price (\$/cwt)	Regression coefficient
Yes	971	157.74 ^a	-4.55
No	3,400	162.29 ^b	0.00

Auction Date

Auction Date	Number of lots	Least squares mean of sale price (\$/cwt)	Regression coefficient
June 13 – 14	320	159.87 ^a	2.73
June 27 – 28	288	158.23 ^{ab}	1.09
July 9 – 13	1,282	162.53 ^c	5.39
July 30 – August 3	1,023	162.78 ^c	5.64
August 20 – 24	1,162	159.53 ^a	2.39
September 6 – 7	296	157.14 ^b	0.00

Calf Health

Summers 1995 – 2018

Lot Example

LOT #2380 Agricultural Prod. Ent. Inc.

130 Weaned Str Calves BASE WT : 380#
 ORIGIN: Home Raised **SLIDE:** 20 cents Over the base weight

CURRENT LOCATION Pasture, 12 mile(s) NE of Mount Pleasant, TX which is 150 miles NE of Fort Worth, TX
BREED TYPE: Red Angus, Red Angus cross, some Angus & Angus cross. A few show some ear. Very strong to Red Angus & Red Angus cross.

FRAME: Med - Med Lg **FLESH:** Medium
EST. WT. VAR.: Uneven **HORNS:** Most No, Few

FEED: Native grass, rye grass & 2-3# DDG per day if needed.
DELIVERY May 1-25 Rep's option



WEIGHING COND: Gather, sort if needed & weigh on ground w/a 2%. 50,380 gross# Id(s).
COMMENTS: Banded. Longtime weaned, ready for grass.

VACCINATIONS: VAC 45.

IMPLANTED: NO

REPRESENTED BY: Norman Sansom (903) 277-7318
 Dale Sansom (903) 276-8737

Age/Source Verified: No

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Lot Example

LOT #2409 Antelope Valley Ranch Allen Kasparian

37 Steer Calves BASE WT : 600#
 38 Heifer Calves 560
ORIGIN: Home Raised **- \$15/cwt Back**

2 WAY SLIDE:
 14 cents over/under up to 25# over/under base weight.

CURRENT LOCATION Ranch, 6 mile(s) S of Valentine, TX which is 40 miles S of Van Horn, TX
BREED TYPE: Out of Angus & Angus cross cows by reg. McKenzie Angus bulls. Approx. 90% Black, BWF & 10% Red.

FRAME: Medium **FLESH:** Medium
EST. WT. VAR.: Very Uneven **HORNS:** Dehorned or Muley

FEED: On cows, native grass, protein tubs & free choice mineral.
DELIVERY Mar. 18 weather permitting

WEIGHING COND: Gather from trap early, sort off cows, sex, load str's on buyers truck, haul 6 miles & weigh on truck w/a 2%. Return & repeat for hrs. Freight adjusted to 48,000#. 43,480# Id(s).
COMMENTS: Quality Angus & Angus cross calves. Young sort from 2017 born calves.

VACCINATIONS: VAC 34+. 7-way w/Somnus & CattleMaster 4 @ branding. BoviShield Gold One Shot 2-4 weeks before delivery.







IMPLANTED: NO

BANGS VACCINATED: No

REPRESENTED BY: Butch Mayfield (575) 436-2544

Age/Source Verified: No

Angus

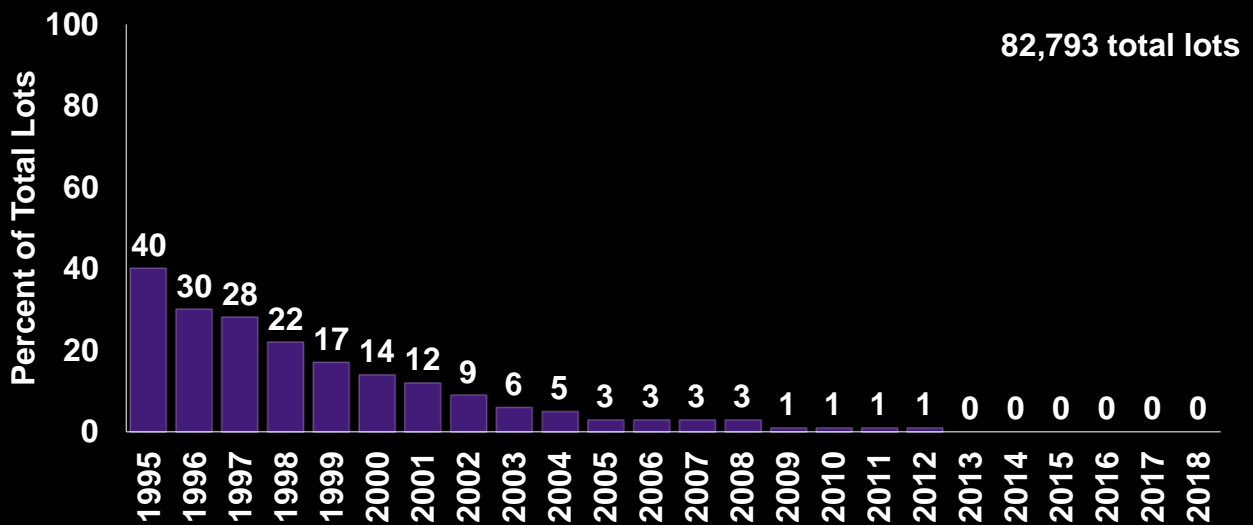
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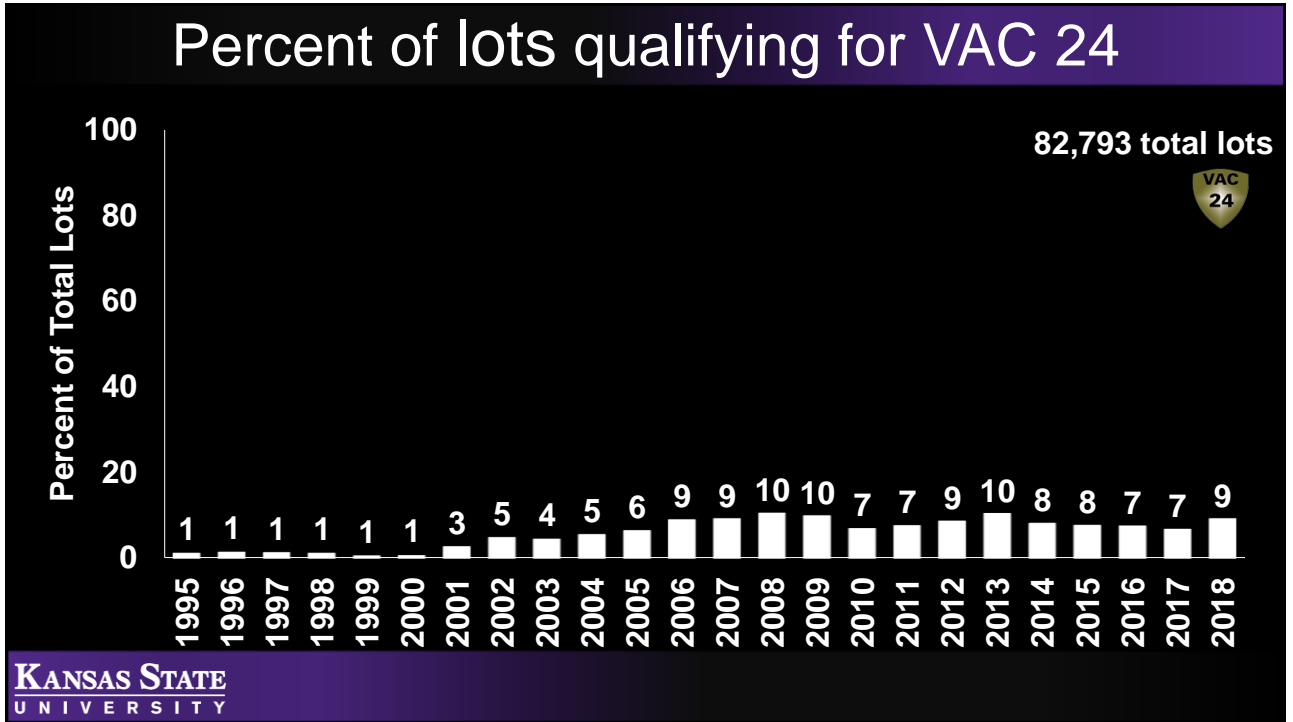
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Calf Health

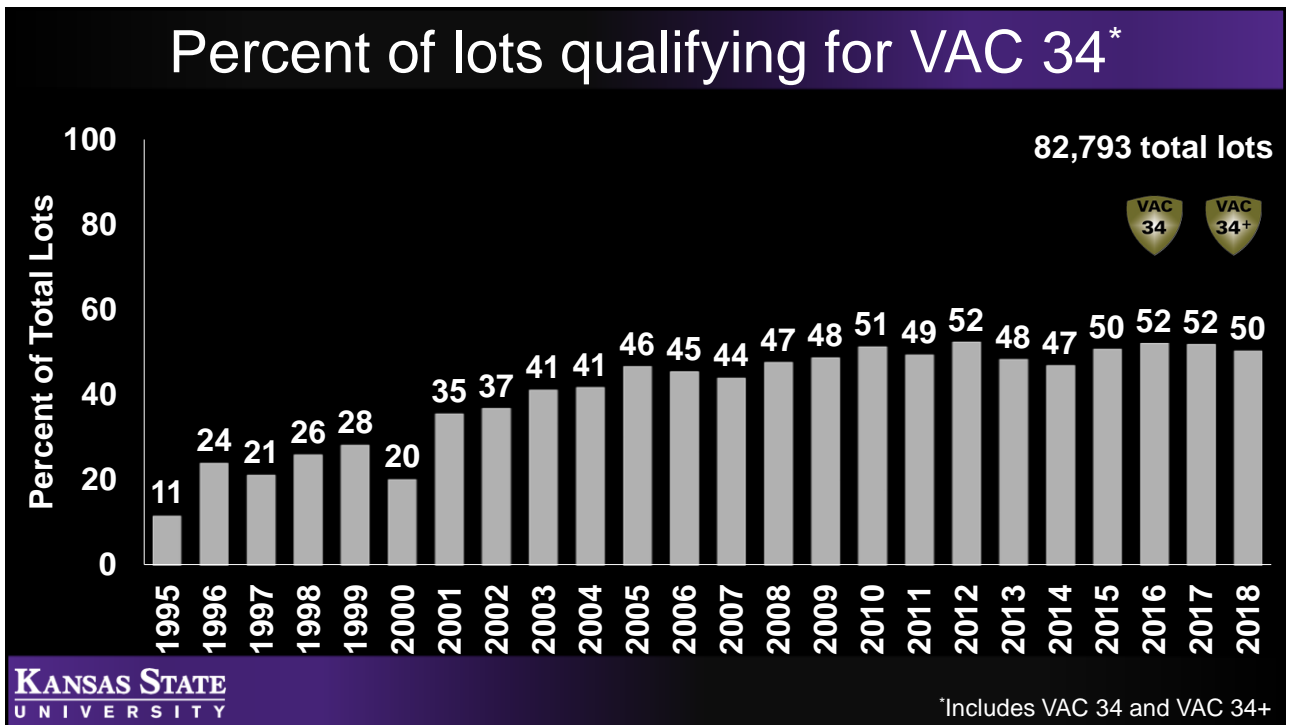
- VAC 24
- VAC 34 and 34+
- VAC 45 and 45+
- Non-weaned and no viral vaccination

Percent of lots non-weaned and no viral vaccination

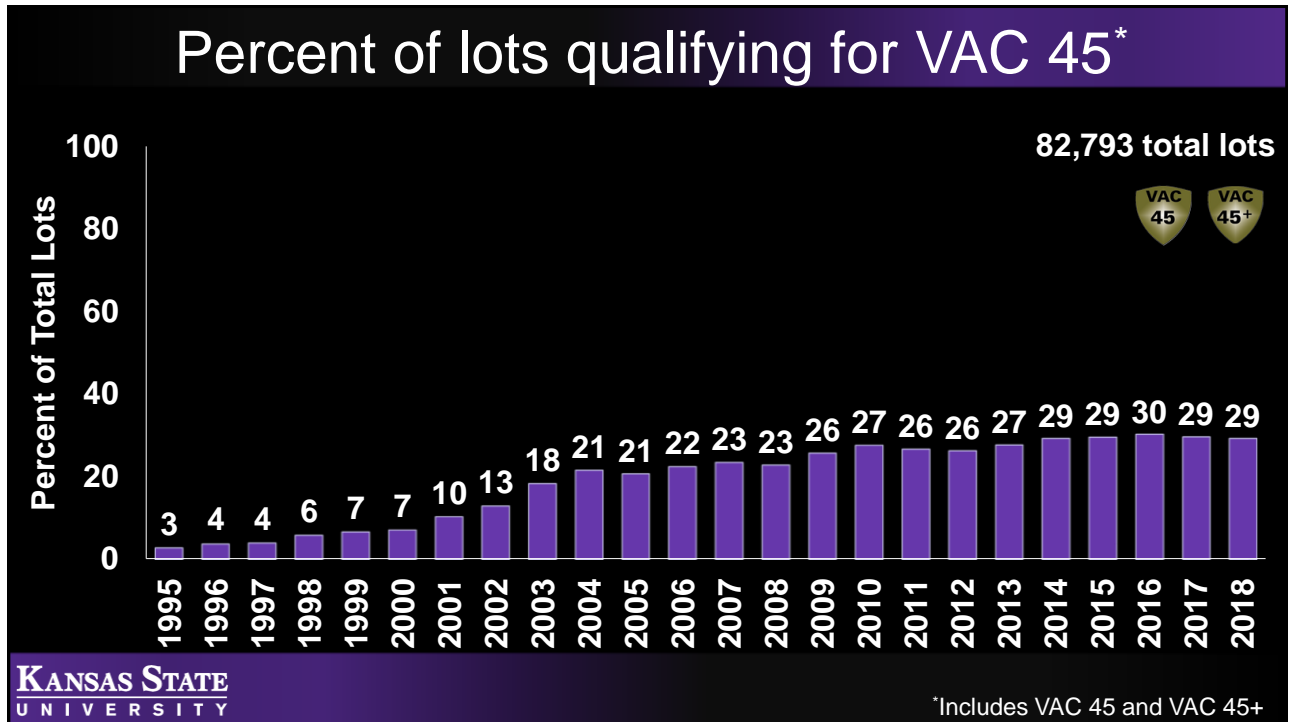




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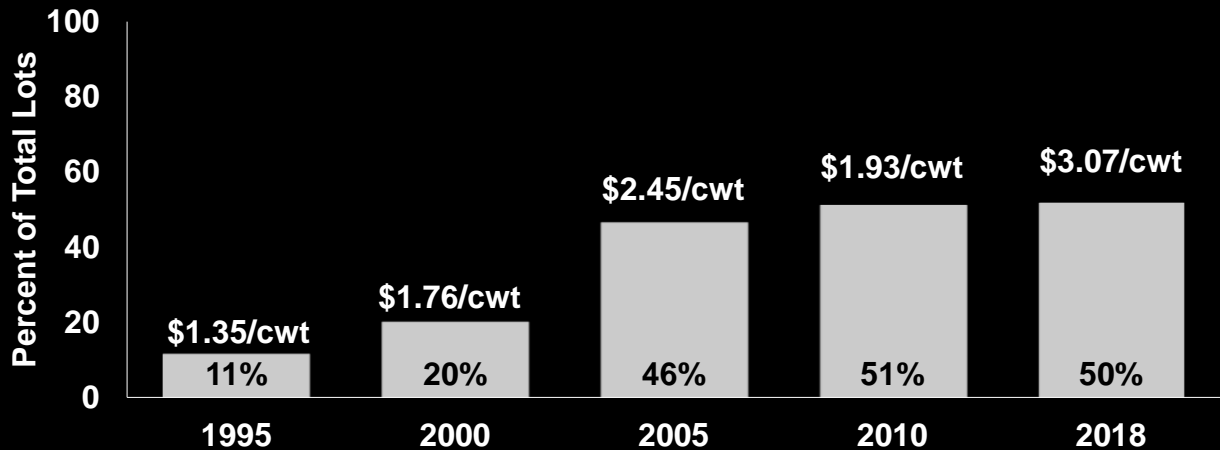
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Methods

- Multiple regression model, backwards selection
- $P < 0.05$ maintained a factor in the final model

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Premium associated with lots qualifying for VAC 34* in select years

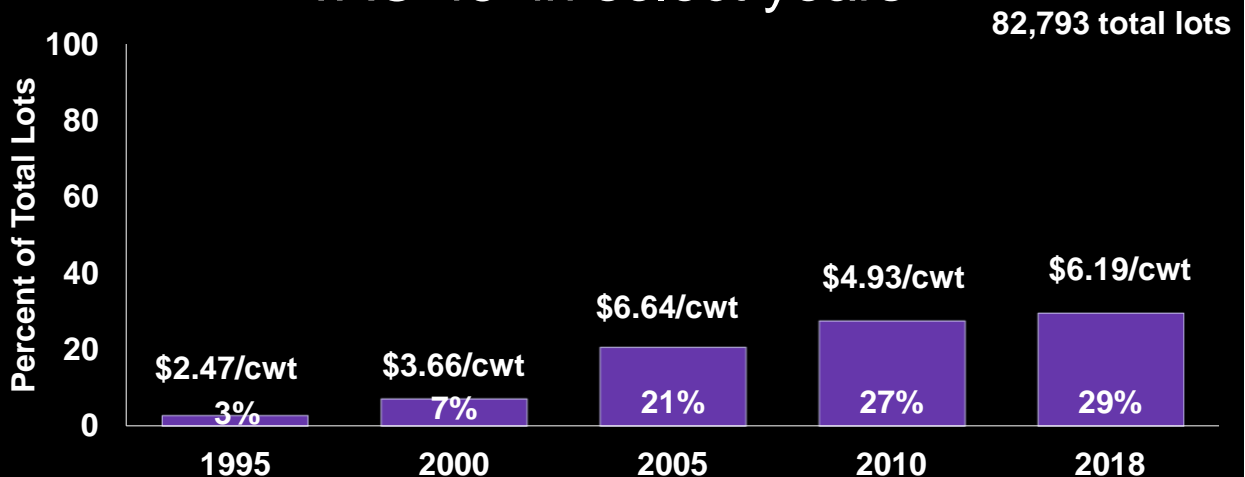


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*Includes VAC 34 and VAC 34+

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Premium associated with lots qualifying for VAC 45* in select years



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*Includes VAC 45 and VAC 45+

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Breed Descriptions

English, English Crossed
English-Continental Crossed
Brahman-Influenced

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Lot Example

LOT #2430	Mekelburg Livestock LLC	
85 Weaned Hfr Calves	BASE WT : 635#	
ORIGIN: Home Raised	2 WAY SLIDE: \$1.00 over/under up to 25# over/under base weight.	
CURRENT LOCATION Ranch, 18 mile(s) NE of Yuma, CO which is 160 miles NE of Denver, CO		
BREED TYPE: Out of Angus & Angus cross cows by Angus & Hebbert Charolais bulls. Black, Black Brockle Face & Charolais cross.		
FRAME: Medium	FLESH: Lt Med	
EST. WT. VAR.: Uneven	HORNS: None, few nubs if any	
FEED: Wintered on cornstalks, rye pasture for 2 weeks, salt & mineral. Weaned 10/1/15.		
ECX: English-Continental cross out of dams with no Brahman influence		
COMMENTS: Very nice home raised, weaned hfrs with excellent condition to go to grass. 2 family brands. Good sort, 85 out of 110 hd.		
VACCINATIONS: VAC 45+. 2 rounds Pyramid 5, Autogenous Pasteurella, Vision 7, SafeGuard & ProMectin B. Boostered w/BovShield Gold 5.		
IMPLANTED: No		
BANGS VACCINATED: No		
REPRESENTED BY: Jerry Armstrong (970) 630-2301		
Age/Source Verified: No		
		

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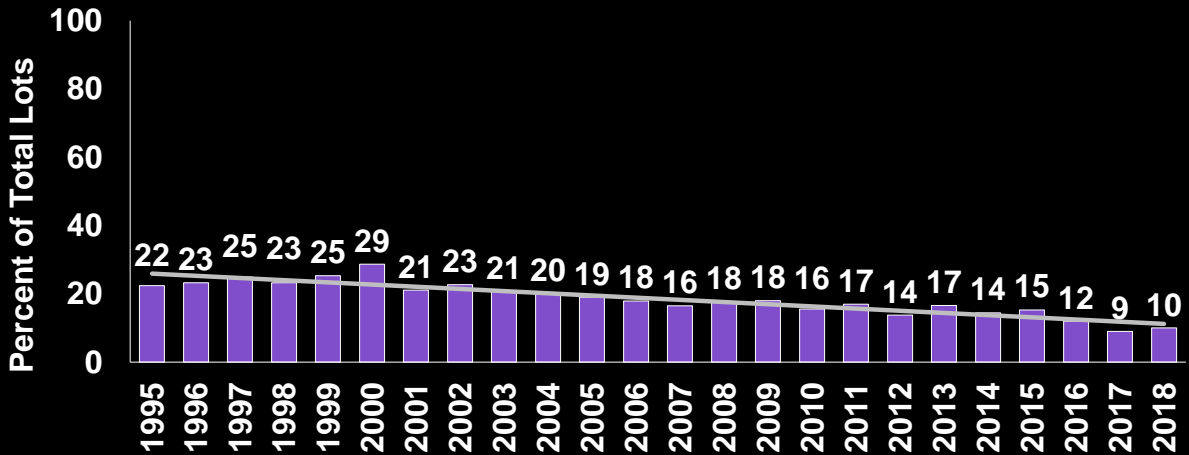
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Lot Example

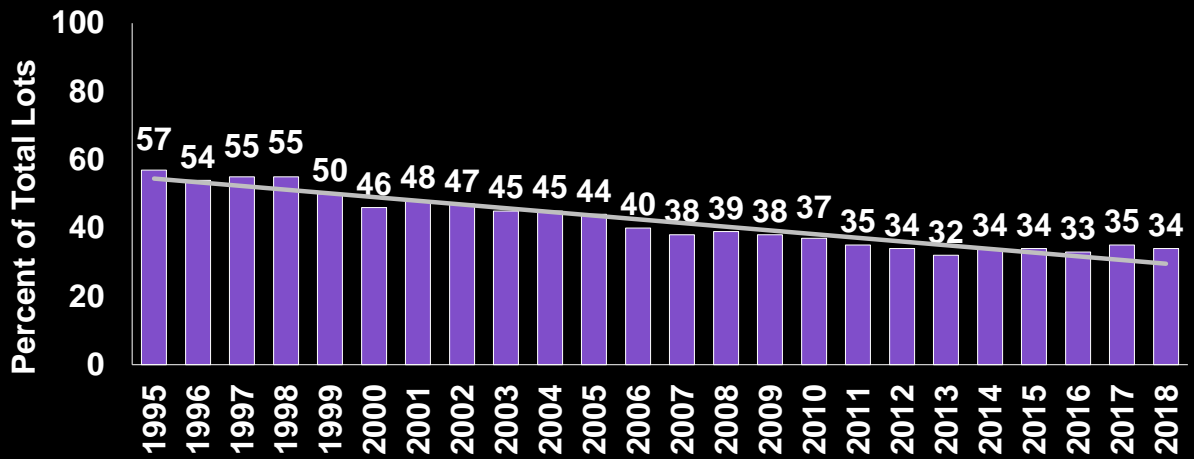
LOT #2525 SW Cattle Co.
 240 Weaned Str Calves BASEWT : 625#
 ORIGIN: Purchased Central TX **SLIDE:** 20 cents Over the base weight
 Any lbs. over 650 are free.
 CURRENT LOCATION Ranch, 8 mile(s) W of Groesbeck, TX which is 120 miles SE of Fort Worth, TX
BREED TYPE: Charolais cross carrying 1/4 or less Brahman influence.
 FRAME: Med - Med Lg FLESH: Medium
 EST. WT. VAR.: Uneven HORNS: Tipped or Muley
 FEED: Rye grass **BR: Brahman influence**
 DELIVERY Apr. 10
WEIGHING COND: Gather early, load on buyers truck, haul approx. 15 miles & weigh on truck w/a 2%. 1-3 loads, gate cut. One contract if buyer takes all.
COMMENTS: Knife cut. Nice set of str ready for grass. Filmed 3/5/16.
VACCINATIONS: Prism 5, Presponse SQ, 8-way Blackleg & wormed w/Dectomax. Boostered w/Prism 5, Presponse SQ & 8-way Blackleg.
IMPLANTED: Not by this Owner
REPRESENTED BY: Stuart Wharton (254) 645-0189
 Shayne Wharton (979) 820-1217
 Age/Source Verified: No

SLIDE 20¢ **WEIGHT 25 STOP**

Brahman Influenced Trend



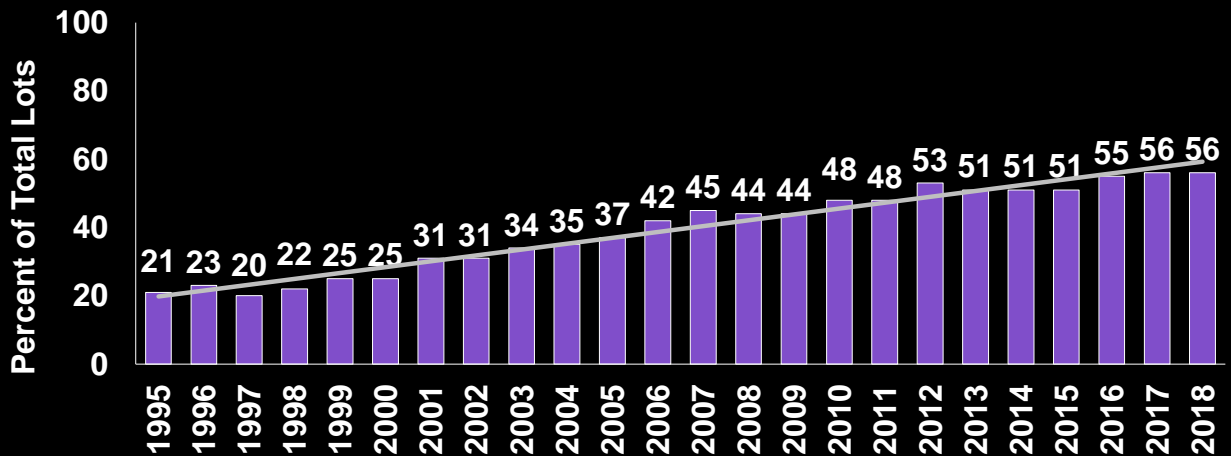
English-Continental Crossed Trend



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English, English Crossed Trend



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Breed Description of the Lot

Breed Description	Number of lots	\$/cwt	Regression coefficient
English, English crosses	2,318	162.84 ^a	7.61
English-Continental crosses	1,490	161.97 ^b	6.74
Brahman influenced	563	155.23 ^c	0.00

Trends and sale price of NHTC and implanted lots

Summer sales 2010 – 2018

Non Hormone Treated Cattle Program (NHTC)

- USDA approved program
- 3rd party audited
- Created for export to European Union in 1999



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Lot Example

LOT #2413B

Carlink Ranch & Dunn Ranch

74 Weaned Hfr Calves

BASEWT : 650#

ORIGIN: Home Raised Carlink Ranch

2 WAY SLIDE:

10 cents over/under up to 25# over/under base weight.

CURRENT LOCATION Ranch, 45 mile(s) N of Benson, AZ which is 160 miles W of Deming, NM

BREED TYPE: Out of Angus, Hereford & English cross cows by reg. Dunn Angus bulls. 100% Black & BWF.

FRAME: Medium

FLESH: Medium

EST. WT. VAR.: Uneven

HORNS: Dehorned or Muley

FEED: Weaned 45+ days on irrigated 4-way pasture supplemented w/longstem alfalfa & oat hay with free choice mineral. Bunk broke.

DELIVERY Mar. 12-30 Rep's option

WEIGHING COND: Gather from trap early & weigh on ground w/a 3%.

COMMENTS: Quality Angus sired hfrs. Big sort from 175 hfrs. All raised & located on Carlink Ranch. May be replacement prospects. 2 ranch brands.

VACCINATIONS: VAC 45+, Ultrabac 7 & BS Gold @ branding. BS Gold, One Shot Pasteurella, Ultrabac 7 (boostered) & wormed w/Dectomax @ weaning.

IMPLANTED: No

REPRESENTED BY: Butch Mayfield (575) 436-2544

Age/Source Verified: SUPERIOR VERIFIED w/ IMIGlobal

Angus



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Lot Example

LOT #2316

Spencer Eyre
BASE WT : 565#




90 Weaned Hfr Calves
ORIGIN: Home Raised

2 WAY SLIDE:
15 cents over/under up to 25# over/under base weight.

CURRENT LOCATION Ranch, 3 mile(s) N of Lyman, WY which is 320 miles W of Cheyenne, WY
BREED TYPE: Out of Angus Simmental Composite & Angus cross cows by Crowfoot SimAngus & Black Angus bulls. Pred. Black hided, 4 Red.
FRAME: Med - Med Lg
EST. WT. VAR.: Very Uneven
FEED: Longstem alfalfa & grass hay.
DELIVERY Feb. 25-Mar. 6 Rep's option
WEIGHING COND: Gather, load on sellers truck, haul to Maxfield Scales, unload & weigh on ground w/a 1%.
COMMENTS: Good end of hay fed hfrs. Light end sorted off.
VACCINATIONS: VAC 45. BovShield Gold 5 & One Shot Ultra 8 @ branding & in fall.

Implanted: No

REPRESENTED BY: Shane Christian (307) 709-9000
Age/Source Verified: No

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Lot Example

LOT #2283

Price Farm & Ranch
BASE WT : 870#

440 Weaned Str Calves
ORIGIN: Purchased Western ND



2 WAY SLIDE:
8 cents over/under up to 25# over/under base weight.

CURRENT LOCATION Ranch, 30 mile(s) N of New Salem, ND which is 30 miles W of Bismarck, ND
BREED TYPE: Black Angus & a few Black Angus Hereford cross.
FRAME: Med Lg
EST. WT. VAR.: Fairly Even
FEED: Ration of corn silage, chopped hay & distillers to gain 2.5# per day.
DELIVERY Feb. 25-Mar. 1 Rep's option
WEIGHING COND: Gather from pens by 9:00 a.m., sort & weigh on ground w/a 3%. 54,685# Id(s), 3-7 loads, gate cut. One contract if buyer takes all.
COMMENTS: Knife cut. Good Northern feeder str w/gentle disposition.
VACCINATIONS: Inforce 3, Ultrabac 7 w/Somubac & One Shot BVD 10/18. Boostered w/Resvac 4 w/Somubac & Dectomax Injectable 11/18.

Implanted: Synovex One Grass

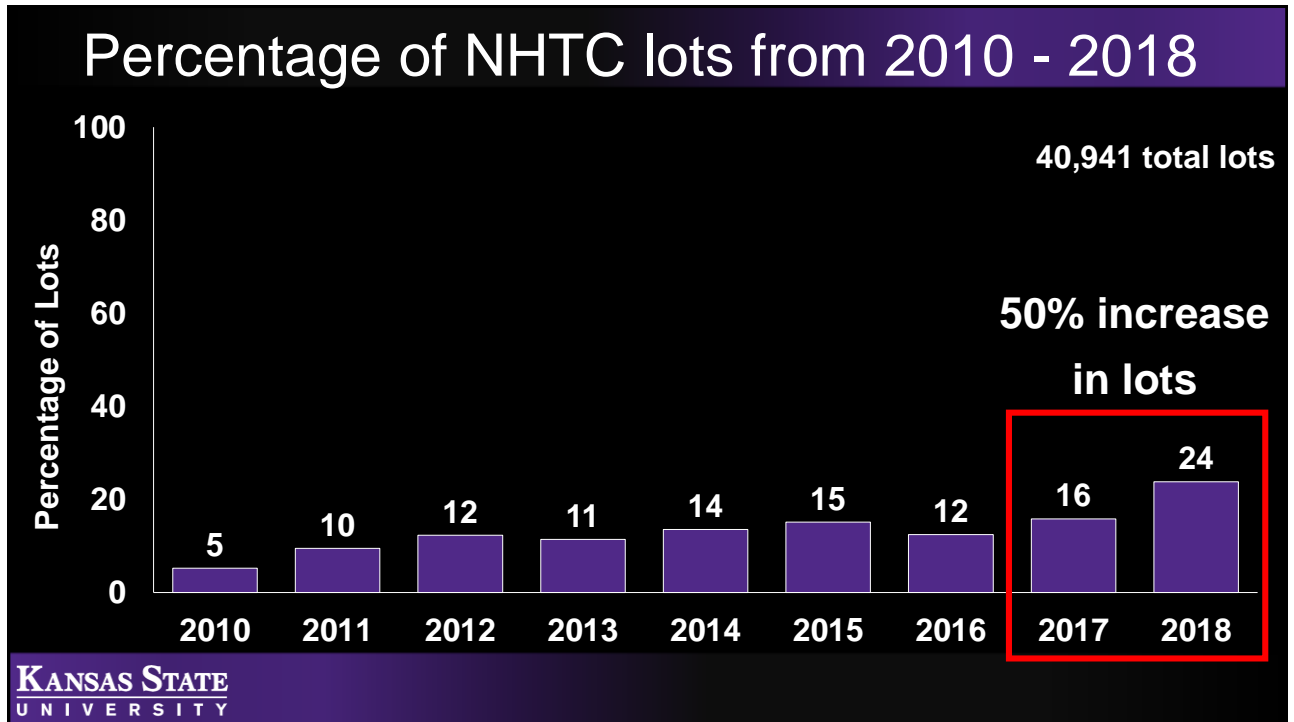
REPRESENTED BY: Stockmen's Livestock Exchange, Inc. (701) 225-8156
James Erickson (701) 290-4861
John Fischer (701) 290-1606

Age/Source Verified: No
Angus

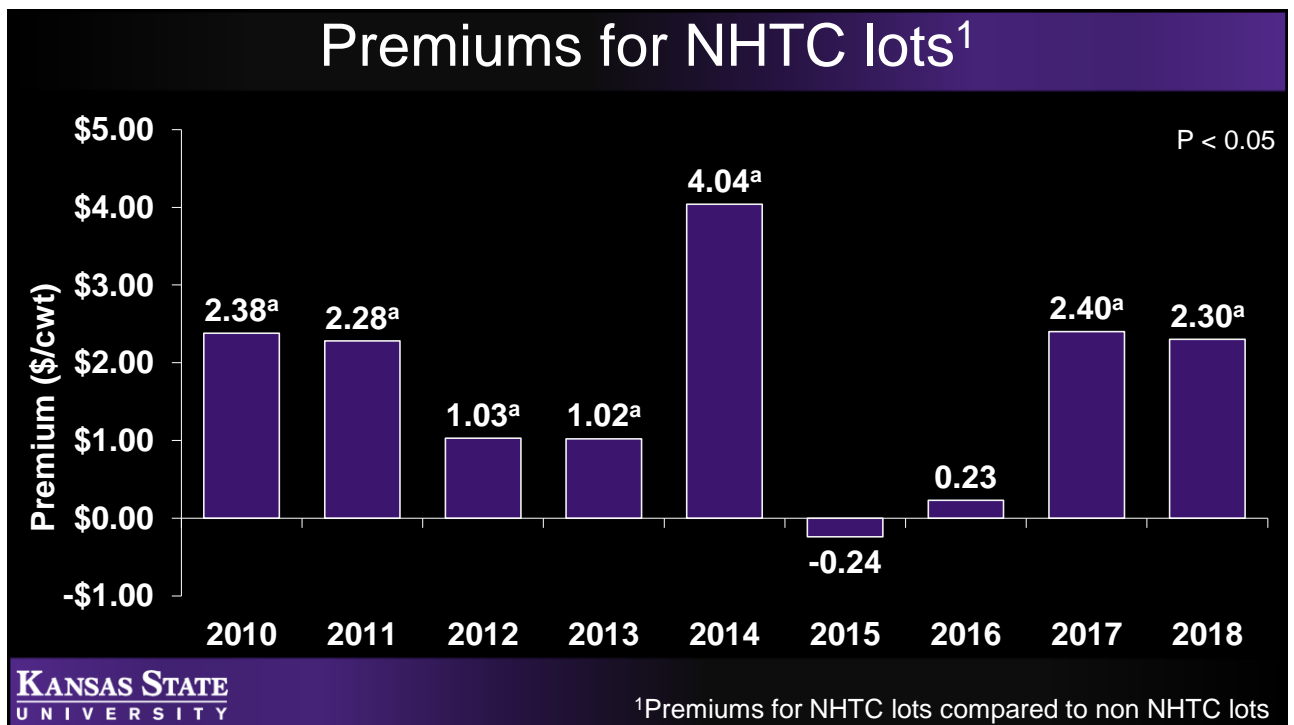
  **Angus**

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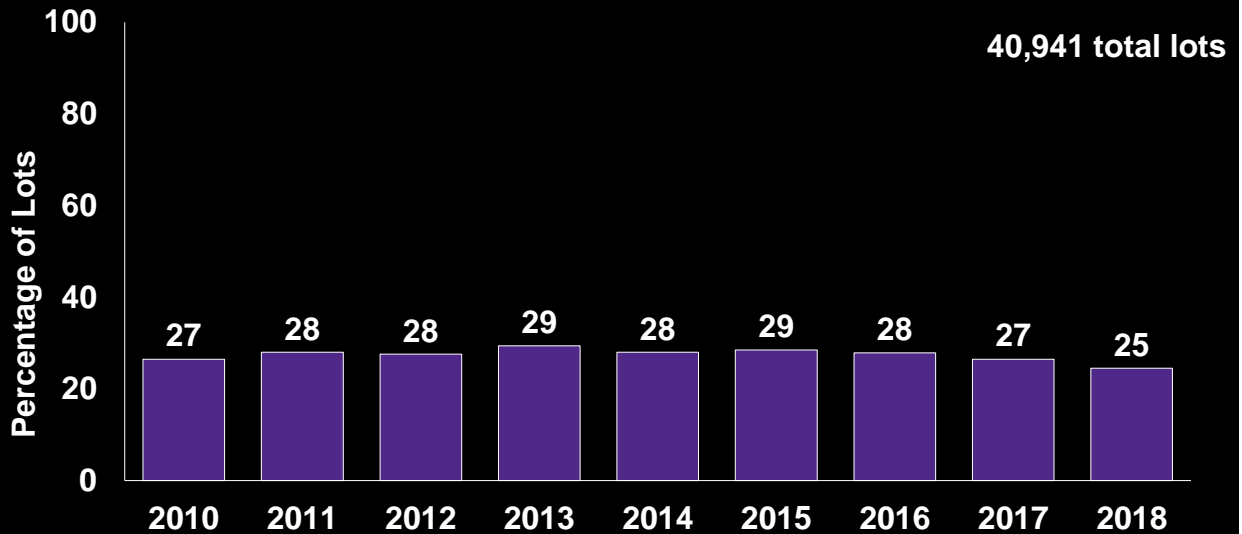


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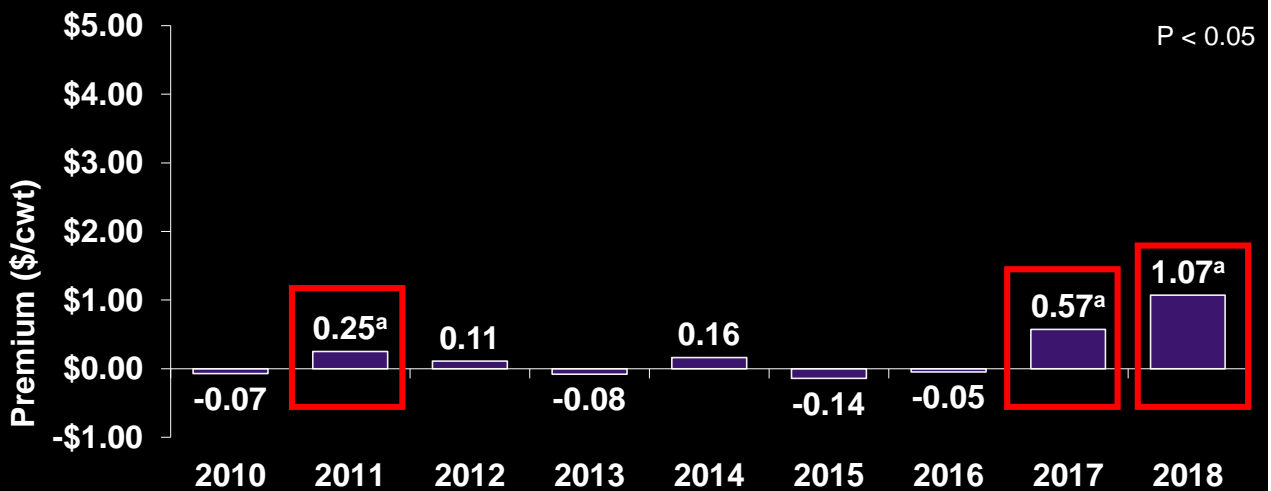
Percentage of implanted lots from 2010 - 2018



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Price difference of implanted lots¹



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¹Price differences for implanted lots compared to non implanted lots

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Source and Age Verification

Summers 2010 – 2018

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Source and Age Verification



To qualify for the Source claim the cattle to enroll must have been born and raised on your operation. To qualify for the Age claim, calving records must be kept showing the first and last calf born for each season. First calf must be the actual first calf born, not an estimation based on bull turnout, or other ranch activity. A branding, processing, or weaning date may be used for the last calf born date. The ranch must keep head count support showing cow numbers that support the number of head to enroll. (ex. preg. check numbers, inventories, calving book data, vaccine receipts, etc.). Your IMI Representative may ask you to send in copies of calving records and/or head count support.

06. 1.1 Your cows Calving _____ #/60 herd/year

2.2 Do you record the date of the first and last calf born in each season? YES NO

2.3 Do you record individual calf birthdates? YES NO

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Lot Example

LOT #2413B

Carlink Ranch & Dunn Ranch

74 Weaned Hfr Calves

BASE WT : 650#

ORIGIN: Home Raised Carlink Ranch

2 WAY SLIDE:

10 cents over/under up to 25# over/under base weight.

CURRENT LOCATION Ranch, 45 mile(s) N of Benson, AZ which is 160 miles W of Deming, NM

BREED TYPE: Out of Angus, Hereford & English cross cows by reg. Dunn Angus bulls. 100% Black & BWF.

FRAME: Medium

FLESH: Medium

EST. WT. VAR.: Uneven

HORNS: Dehorned or Muley

FEED: Weaned 45+ days on irrigated 4-way pasture supplemented w/longstem alfalfa & oat hay with free choice mineral. Bunk broke.

DELIVERY Mar. 12-30 Rep's option

WEIGHING COND: Gather from trap early & weigh on ground w/a 3%.

COMMENTS: Quality Angus sired hfrs. Big sort from 175 hfrs. All raised & located on Carlink Ranch. May be replacement prospects. 2 ranch brands.

VACCINATIONS: VAC 45+. Ultrabac 7 & BS Gold @ branding. BS Gold, One Shot Pasteurella, Ultrabac 7 (boostered) & wormed w/Dectomax @ weaning.

IMPLANTED: No

REPRESENTED BY: Butch Mayfield (575) 436-2544

Age/Source Verified: SUPERIOR VERIFIED w/ IMIGlobal

Angus



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Lot Example

LOT #2430

Mekelburg Livestock LLC

85 Weaned Hfr Calves

BASE WT : 635#

ORIGIN: Home Raised

2 WAY SLIDE:

\$1.00 over/under up to 25# over/under base weight.

CURRENT LOCATION Ranch, 18 mile(s) NE of Yuma, CO which is 160 miles NE of Denver, CO

BREED TYPE: Out of Angus & Angus cross cows by Angus & Hebbert Charolais bulls. Black, Black Brockle Face & Charolais cross.

FRAME: Medium

FLESH: Lt Med

EST. WT. VAR.: Uneven

HORNS: None, few nubs if any

FEED: Wintered on cornstalks, rye pasture for 2 weeks, salt & mineral. Weaned 10/1/15. Ran out all winter.

DELIVERY Mar. 14-19 Rep's option

WEIGHING COND: Gather ASAP, load on buyers truck, haul 2 miles & weigh on truck w/a 2%. 53,975# 1d(s).

COMMENTS: Very nice home raised, weaned hfrs with excellent condition to go to grass. 2 family brands. Good sort, 85 out of 110 hd.

VACCINATIONS: VAC 45+. 2 rounds Pyramid 5, Autogenous Pasteurella, Vision 7, SafeGuard & ProMectin B. Boostered w/BovShield Gold 5.

IMPLANTED: No

BANGS VACCINATED: No

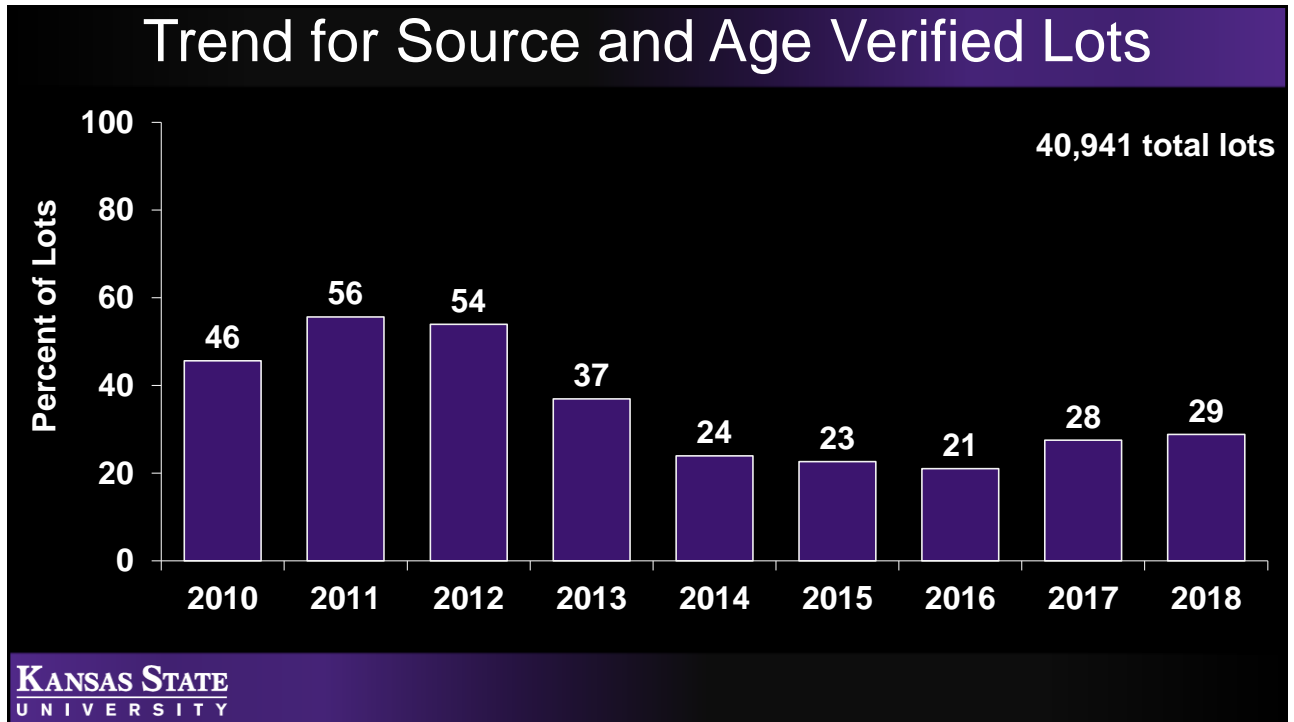
REPRESENTED BY: Jerry Armstrong (970) 630-2301

Age/Source Verified: No

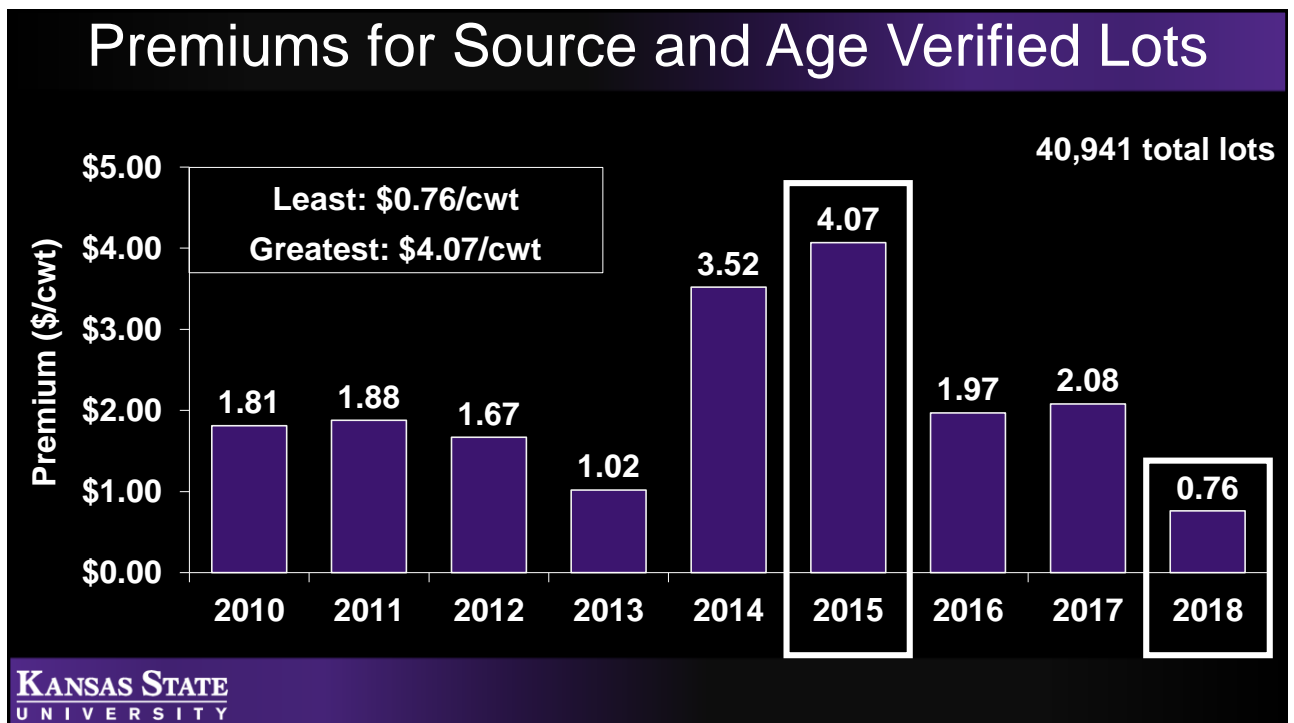


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Key Points

- Vaccination program
- Breed composition
- Implants
- How you market
- Additional programs
- Premiums are variable
- **Market the calves**



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Market Calves to Capture Value

LOT #5215

75 Steer Calves

ORIGIN: Home Raised

SLIDE: 10 cents Over the base weight
Any lbs. over 725 are free.

CURRENT LOCATION Pasture, 14 mile(s) NE of Cambridge, KS which is 60 mile(s) SE of Wichita, KS

BREED TYPE: Out of Angus, Angus cross, Hereford cross & English Exotic cross cows by Fink Angus & McCabe Horned Hereford bulls. Approx. 75% Black & Black Baldy, 25% RWF & Blacknose Charolais.

FRAME: Med - Med Lg

EST. WT. VAR.: Uneven

FEED: On cows, native grass & mineral.

DELIVERY Oct. 1-14 Rep's option

WEIGHING COND: Gather ASAP, drive to pens, sort & weigh on ground w/a 2%.

COMMENTS: Real nice set of calves. Big end from 162 strs filmed.

VACCINATIONS: VAC 34+. Pyramid 5+Presponse SQ & Vision 7 Spur @ branding & 2-4 weeks prior to weaning.

IMPLANTED: Synovex C 5/19

REPRESENTED BY: Barrett Broadie (620) 635-6128

Age/Source Verified: No

Skull Creek Cattle Co.

BASE WT : 700#

FLESH: Medium

HORNS: Dehorned



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Value Captured from Improved Production Practices: What's the sale data say?

Winter Ranch Management
February 11, 2020
Esther McCabe