

ADDING VALUE TO THE CATTLE INDUSTRY

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1. Where does adding value start? It starts at home.
 - a. Decisions on genetic profile. Sires and dams. What are you trying to accomplish?
 - b. Maintenance of your cows through gestation.
 - c. Calving – Nursing, nutrition. 45% of marbling is put on at home.
 - d. Weaning – how do you wean?
 - e. Pre-vaccination program – Preparing cattle for success.
 - f. Trucking to Feed Yard. Receive at night during the summer. Cattle need at least 3 hours under 72 degrees to cool down. How well did the cattle ride, break downs during trip. Timely fashion.
 - g. Feed Yard responsibility once cattle are received.
 - h. Cattle handling. Exercise to get use to cowboys and environment (dry lot situation).
 - i. Feeding – High energy increases quality grade. Feed three times a day. Cattle that eat more, fewer times a day, perform better than fewer amounts, several times a day. Dry matter conversion and genetics.
 - j. Sorting – For best end point. Pull one at a time out of pens by horse.

2. Grid, live, or contract.
 - a. Every breed has genetics to grade.
 - b. Grid opportunities.
 - i. Age verified under 20 months of age. All different premiums paid by different packers. USPB premiums \$35.00 per head. We are probably at the top for this and look for a decline.
 - ii. Dressing % - rule of thumb for every 1% increase over plant average is \$1.20 per hundred live weight.
 - c. If you do not know what you have, retain ownership and receive information back. Carcass data will tell you what you have. Option to sell cattle live.
 - d. Contracts – Protect investments. Basis contract or Grid contracts. A/V premium drops to \$20.00 per head.
 - e. Risk management to help protect investment.

3. Conclusion - Irsik & Doll Feed Yard is here to help you improve your herd and make the most money for you. Let me leave you with this: “Does it ever make you wonder why the same individual comes back every year to buy your cattle? He is not doing it to lose money.”