

BEEFTIPS



February 2000

Department of Animal Sciences and Industry

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GETTING STARTED ON STANDARDIZED PERFORMANCE ANALYSIS

Many producers across the country have turned to Standardized Performance Analysis (SPA) to evaluate their cow/calf enterprise. SPA is an information summary tool that helps users process production and financial data collected throughout the year into performance measures that are calculated according to a standardized format. The performance measure that tells the most about the operation is the cost to produce a pound of weaned calf or the unit cost of production. Everything related to the herd is taken into account by this ratio, total production cost is in the numerator and total physical pounds of production is in the denominator. Many agree this is the single most important ratio that a manager can manage. Let's look at some of the things you need to be recording to complete a SPA analysis on the 2000 calf crop.

Most of the information needed for the SPA analysis, which includes a beginning and ending balance sheet, an income statement and a record of livestock sales and purchases, producers already have for tax and/or banking purposes. The information that producers often don't have, at least to the detail needed for SPA, is information about herd inventory changes at certain times in the production cycle. The easiest way to ensure that the appropriate information is gathered, is to begin collecting it as the year goes along.

As we start into the new year, there are several pieces of information that need to be collected as close to the first of the year as possible. For the beginning balance sheet, producers should record the number and estimated value of mature cows, heifers to calve in 2000, replacement heifer calves and bulls. Machinery and equipment used by the cow/calf enterprise should be listed and the market value recorded. Also list the quantity and market value for pasture and improvements used primarily by the cow/calf enterprise.

This is also an excellent time for producers to make sure they are recording other information needed to determine their unit cost of production. Other data producers should be recording include all livestock sales, purchases and deaths, all harvested feed used, grazing resources used and all income and expenses related to the cow/calf enterprise. If producers start working on gathering this information now, they will find that the process is much easier.

If you are a serious cow/calf producer that wants to examine the true profitability of your own operation, SPA can be a very effective tool to aid in that process. To receive more help completing a Standardized Performance Analysis, contact your local county Research and Extension office.

Sandy Johnson, Extension Specialist

87th ANNUAL CATTLEMEN'S DAY

MARCH 3, 2000 • Brandeberry Sports Complex

Southwest of KSU Stadium • Manhattan, Kansas

MORNING PROGRAM KSU Brandeberry Sports Complex

8:00 REGISTRATION

- *Browse the commercial trade show and educational exhibits.*

10:00 WELCOME

Jack Riley, Head, Department of Animal Sciences & Industry

- *Research Update*—Dan Moser, moderator
Reproductive Management—Ernie Minton
Beef Quality and Beef Safety—Jim Marsden
Nutrition and Management—Evan Titgemeyer
Animal Welfare as a Trade Barrier—Janice Swanson
- *Invited Panel*—Lyle Gray, Chairman of Cattlemen's Beef Promotion and Research Board, moderator
Increasing Demand for Beef Exports—Billy Lloyd, Director of Technical Services and Research, U.S. Meat Export Federation
Beef as an Integral Part of a Healthy Diet—Mary Young, M.S., R.D., NCBA Executive Director of Nutrition Strategy and Research
Triumphs and Tribulations in the Race for Branded Beef Products—Bernie Hanson, President, Flint Hills Foods, LLC and Concept Foods, Inc.

12:30 LUNCH

View Commercial and Educational Exhibits

1:00 YOUTH SPEECH CONTEST

Call Hall

Future Kansas leaders will compete for prizes and scholarships in a public speaking contest entitled, "Overcoming Obstacles to Increase Beef Demand." Producers are welcome to attend.

AFTERNOON PROGRAMS

1:30 FOCUS SESSIONS

Weber Hall

- *Follow-up to Invited Panel Presentations*—Roundtable discussions with audience participation encouraged.
- *Shedding Light on Food Irradiation*—Don Kropf, KSU Meats Scientist.

- *Cloning in the Beef Business*—Jim Roble, Professor of Animal Science, University of Massachusetts & Chief Research Officer, Cyagra.
- *Personnel Management for Cattle Producers*—Bruce Prince, Professor and Head of KSU Department of Management.
- *Electronic Cattle Management*—Warren Weibert, Co-owner & Manager, Decatur County Feed Yard.
- *Beef Cow Synchronization Strategies*—Jeff Stevenson, KSU Reproductive Physiologist.
- *Lease Hunting Programs*—Charlie Lee, KSU Extension Specialist, Wildlife.
- *Website Development for Cattle Operations*—Ben Brent, KSU Animal Nutritionist.
- *Safety of Precooked, Ready-to-Eat Beef Products*—Liz Boyle, KSU Meats Specialist.
- *Heifer Synchronization Strategies*—Sandy Johnson, KSU Extension Area Specialist.
- *Beef Carcass Grading*—John Unruh, KSU Meats Scientist.
- *Balancing Selection Programs for Carcass and Performance Traits*—Dan Moser, KSU Beef Cattle Geneticist.
- *Estate Planning: Charitable Giving With Cows & Plows*—Dee James, Executive Vice President, Livestock & Meat Industry Foundation.
- *All Beef Internet*—Ben Brent, KSU Animal Nutritionist.
- *Freeze-branding Demonstration*—Twig Marston, KSU Extension Specialist, Cow-Calf.
- *Got Starlings?*—Charlie Lee, KSU Extension Specialist, Wildlife.
- *A Little Taste of Added Value*

1:30 DEMONSTRATIONS

Beef Cattle Research Center 3115 College Avenue

- *What's the Beef About Injection Site Blemishes?*
- *A Rapid Test for Determining Starch Gelatinization in Flaked Grains*
- *Getting a Closer Look With Necropsy*
- *Applications for Infrared Thermography in Cattle*
- *Silage Top Spoilage*
- *Ongoing Research*

4:30 SPECIAL "K" BULL AND HEIFER SALE

NOW IS THE TIME FOR SPRING CALVING COW/CALF PRODUCERS . . .

February and March are heavy calving months. Management decisions during this period will have dramatic effects on the operation's productivity. Keep accurate records to improve management skills.

Provide Cattle Management

- Monitor Body Condition Score—mature cows 5 or greater (moderate), first-calf heifers 6 or greater (slightly fleshier than the cows).
- Separate pairs from gestating cows—this will provide a cleaner environment for the calves and optimize feeding programs.
- Feed pregnant females late in the day to stimulate more daytime calving (Konefal method).
- Monitor calving cows on a regular basis.
- Record birth weights and calving ease scores.
- Control lice.
- Monitor calf scours and treat immediately.
- Reduce the impact of cold stress by providing shelter and wind protection.
- Continue supplement programs and increase the level to take care of higher requirements of lactating cows.
- Plan your spring fertilizer needs and grazing management programs.

Prepare for Calving Season

Assemble supplies and equipment

- Warm water supply
- Plastic sleeves
- Obstetrical lube
- Halter, cow restraint mechanisms
- Obstetrical Chains
- Fetal extractor
- Ear tags and applicator
- Tattoo set and ink
- Frozen colostrum
- Calf feeding bottle/ esophageal feeder

- Iodine to treat navels

- Birthweight scales

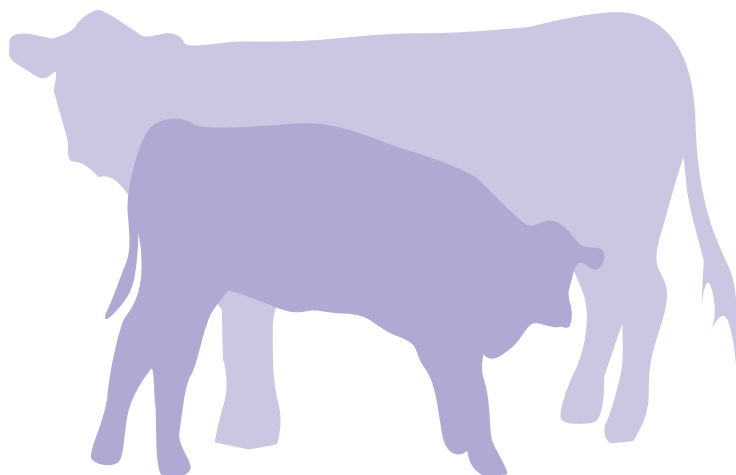
Provide Calving Facilities

- Sheltered area for pulling calves
- Clean bedding
- Comfortable maternity pens
- Sufficient lighting
- Facilities for warming chilled calves
- Electrolytes for dehydrated calves

Prepare for the Next Breeding Season

- Body condition bulls, and feed adequately to optimize body condition for the breeding season
- If purchasing bulls or semen, use all available information (visual appraisal, EPDs, breeder reputation) to make purchasing decisions.
- Body condition of cows at calving time determines the length of the anestrous postpartum period. Thin cows take longer to return to estrous.
- Make final replacement heifer selection.
- Consult your veterinarian for preventive herd health programs.

*Twig Marston
Extension Specialist
Cow/Calf Management*



COOPERATIVE EXTENSION SERVICE
 U.S. DEPARTMENT OF AGRICULTURE
 KANSAS STATE UNIVERSITY
 MANHATTAN, KS 66506-3403

OFFICIAL BUSINESS
 PENALTY FOR PRIVATE USE, \$300

Kansas Feedlot Performance and Feed Cost Summary*

Gerry Kuhl, Extension Feedlot Specialist, Kansas State University

December 1999 Closeout Information**

Sex/No.	Final Weight	Avg. Days on Feed	Avg. Daily Gain	Feed/Gain (Dry Basis)	% Death Loss	Avg. Cost of Gain/Cwt.	Projected Cost of Jan-Placed Cattle
Steers:15,167	1,273	129 (115-138)	3.58 (3.06-3.83)	6.10 (5.71-7.13)	1.25	\$43.37 (40.62-46.26)	\$42.50 (42.00-44.00)
Heifers:19,288	1,133	134 (113-184)	3.24 (2.60-3.53)	6.16 (5.71-6.65)	1.13	\$44.09 (42.33-46.95)	\$44.00 (43.00-45.00)

Current Feed Inventory Costs: January 15 Avg. Prices	Range	No. Yards	
Corn	\$ 2.01/bu	\$ 1.85-2.10	7
Ground Alfalfa Hay	\$59.71/ton	\$53.00-70.00	7

*Appreciation is expressed to these Kansas Feed-yards: Brookover Ranch Feed Yards, Decatur County Feed Yard, Fairleigh Feed Yards, Hy-Plains Feed Yard, Kearny County Feeders, Pawnee Valley Feeders, and Supreme Cattle Feeders.

**Closeout figures are the means of individual feedyard monthly averages and include feed, yardage, processing, medication, death loss and usually sold FOB the feedlot with a 4% pencil shrink. Interest charges normally are not included.

BEEF TIPS



K-State, County Extension Councils, Extension Districts, and U.S. Department of Agriculture Cooperating.

All educational programs and materials available without discrimination on the basis of race, color, religion, national origin, sex, age, or disability.

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 Manhattan, KS 66506

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