



## Livestock Ledger

By  
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### Fall management for the cow/calf producer

For our local part-time beef cow/calf operators I offer several suggestions as part of your fall management program. First of all, pregnancy check your cows and bred heifers. You cannot afford to winter open cows or cows with bad udders, teeth, or lameness. These cows will cost you money and should be culled from the herd.

Next, utilize crop residues. You can usually get up to 60 days of feed from cornstalk fields by grazing. Cows will need 3-5 lbs. of legume hay per day if they are on cornstalk fields longer than 40

days. Be sure your mineral mix contains adequate levels of calcium and phosphorus. Remember to worm cattle managed under intensively managed conditions including cows wintered in daylots.

It is a good practice to separate yearling and two-year-old heifers from mature cows, because they need more and better feed during the winter. Feed replacement heifer calves so they will gain 1.2 to 1.5 pounds per day. They really need adequate growth to be bred as yearlings to calve as two-year-

olds! Positively save your best hay to feed after calving. Cows two to four months prior to calving can utilize lower quality hay effectively.

Finally, evaluate your 1985 calf crop and answer these questions: Were calves born in 90 days or less? Did you wean a 95 percent calf crop per cow wintered? Did your calves average 450 to 550 pounds or better at weaning? If you answer no to any of these questions, you need to make some definite changes in your program

to positively affect the economics of your beef enterprise.

Just consider this formula for beef herd profits...weaning weight x percent calf crop x price/lb. x number of head sold, minus the cost of production = beef herd profit.

Maximum performance does not always mean maximum profits, because the price/lb. and weight sold does not always offset added

costs associated with more intensive management. However, since many costs are usually fixed regardless of the weight sold (many of machinery and equipment costs, land, labor, etc.) production/unit has to be high to be profitable.

Give some serious thought and make positive steps for improvement in the years to come.

### AAA reports record Certified Angus Beef sales

ST. JOSEPH, MO. — Sales of Certified Angus Beef hit an all-time record of 15.9 million pounds during the American Angus Association's fiscal year ended September 30.

The 1985 sales volume was up 96 percent over last year's 7.6 million pounds, and up nearly 1,000 percent over the 1.6 million pounds of Certified Angus Beef (CAB) marketed in 1983, reports Richard Spader, executive vice president of the American Angus Association.

Registrations of purebred Angus

cattle during the fiscal year totaled 156,150 head, more than enough to maintain the Angus Association's

position as the world's largest beef cattle registry association in terms of annual registrations. Transfers

of Angus to new owners totaled 102,503 head. The Association also added 1,955 new members to its rolls during the year plus 824 new junior members.



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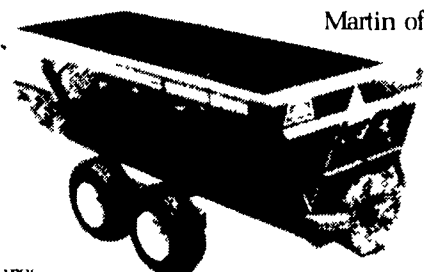
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