

Cattlemen's Symposium To Examine Preconditioned Calves

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ADAMSTOWN (Lancaster Co.)—Like other commodity producers in the '90s, commercial cow-calf producers have been looking for ways to "add value" to their product.

One way that has been proven to add the extra bang for the buck to calf producers is the value of a preconditioned calf — one that is pre-vaccinated and preconditioned for the feeder industry.

According to one expert on the preconditioned calf, that value can add up to more money per hundredweight of calves sold — about \$1.35 more per hundredweight for calves vaccinated preweaning and sold at weaning.

Dr. Ken Odde, senior veterinarian at Pfizer Animal Health from Pollock, S.D., will offer details about preconditioned cattle at the Eastern Cattlemen's Symposium, scheduled for three different locations next week.

Odde will speak at Weaver's

Market in Adamstown on March 25, at the Susquehanna Valley Country Club in Selinsgrove on March 26, and at the Toftrees Resort Hotel in State College on March 27.

Along with other speakers, Odde will present information about the values of vaccination at weaning to reduce risk of respiratory and other diseases to cattle as they enter the marketing channel.

(Odde will offer information on calving management at the Selinsgrove and State College locations only.)

Normally, after leaving the farm, the producer who will finish the calves is responsible for vaccination programs. But many veterinarians are beginning to understand and appreciate the concept of early pretreatment to ensure survivability and marketability.

This is in line with the concept of customer demand.

"You try to do what the customer wants you to do," said Odde. "The customer will define what the

quality product is."

This product with "added value" can help producers achieve a better bottom line.

Also at all three locations, Odde will be joined by Dr. Chuck Lambert, chief economist with the National Cattlemen's Beef Association, Washington, D.C.

Cattle markets have recently experienced some tremendous changes, and Lambert will discuss the forces that made this happen as well as how these forces will influence the beef market in the future. He will on the program March 25 and 26. According to Dr. John Comerford, Penn State extension beef specialist, the Eastern Cattlemen's Symposium at State College has been an annual event for a number of years as part of the Pennsylvania Beef Expo program.

On March 27, Dr. Lee Myer will be speaking in State College.

Lee, from the University of Kentucky, will discuss market outlook with the State College audience as well as bring perspective

for the cow-calf sector in the future.

Also in State College will be Henry Bergfeld of Summitcrest Angus in Summitville, Ohio. According to Comerford, for the past several years, "Henry has directed a breeding program at Summitcrest with the objective of consumer satisfaction for beef," he noted. "In the age of the 'consumer-driven' beef industry, these efforts will provide a guide to

much of the future in breeding beef cattle."

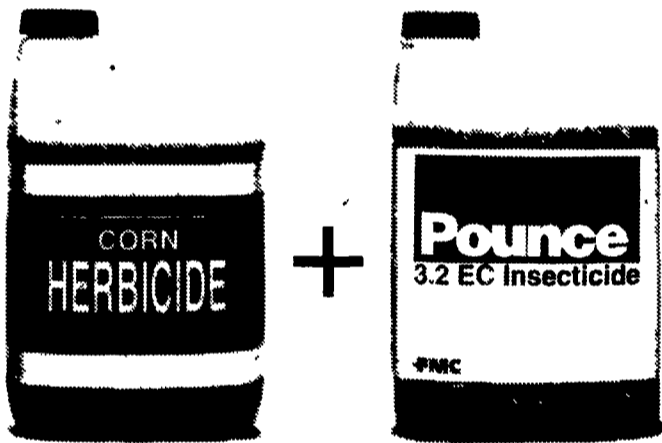
Other topics include using feed resources more effectively, calving management, handling facilities that work, and management of replacement heifers.

Cost is \$25 at the door. The fee includes a buffet lunch and a copy of the proceedings for all the sessions.

For more information, contact the Pennsylvania Cattlemen's Association at (814) 692-4208.



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