Receiving Stocker Cattle Tri-State Beef Conference

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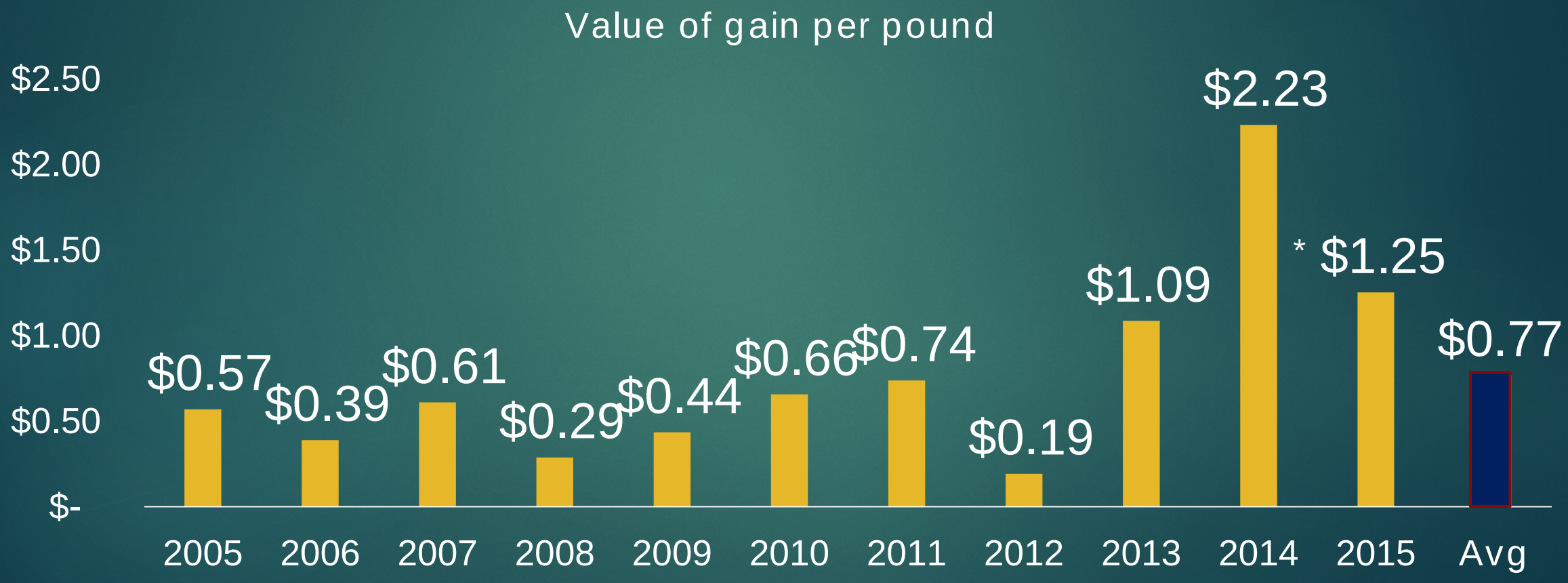
Receiving Cattle

- It’s more than drugs and bugs

Objectives

- Discuss receiving herd health programs
  - Nutrition, vaccination and metaphalaxis
- Discuss stocker production economics in today's market
- Discuss any other topic you would like

Value of Gain Per Pound Spring Stockers March 5 weights-Oct 8 weights



* 2015 Projected

What are my goals for stocker production?

- Sickness <10% -33%
  - Depending on the type of cattle purchased
- Death loss 1%-4%
  - Depending on the type of cattle purchased
- > 1.5 lbs ADG

Receiving Cattle

1. Cattle purchasing
2. Arrival program
    1. Feeding and environment
3. Arrival Processing program
4. Arrival Disease recognition and treatment program

What is the first step in the cattle receiving program?

Cattle Purchasing

Cattle Purchasing

- Must match cattle purchasing to farm resources and abilities
- Large Stocker operators must be willing to stop purchasing cattle in the face of a train wreck

Arrival Program Environment

- BRDC loves lots of calves and a crowded enironment

Farm D

Pre-weaning Management

- Nutrition
  - Pasture and milk
- Herd Health
  - Pyramid 5 + Presponse, Vision 7 July
  - Cydectin July

Farm D

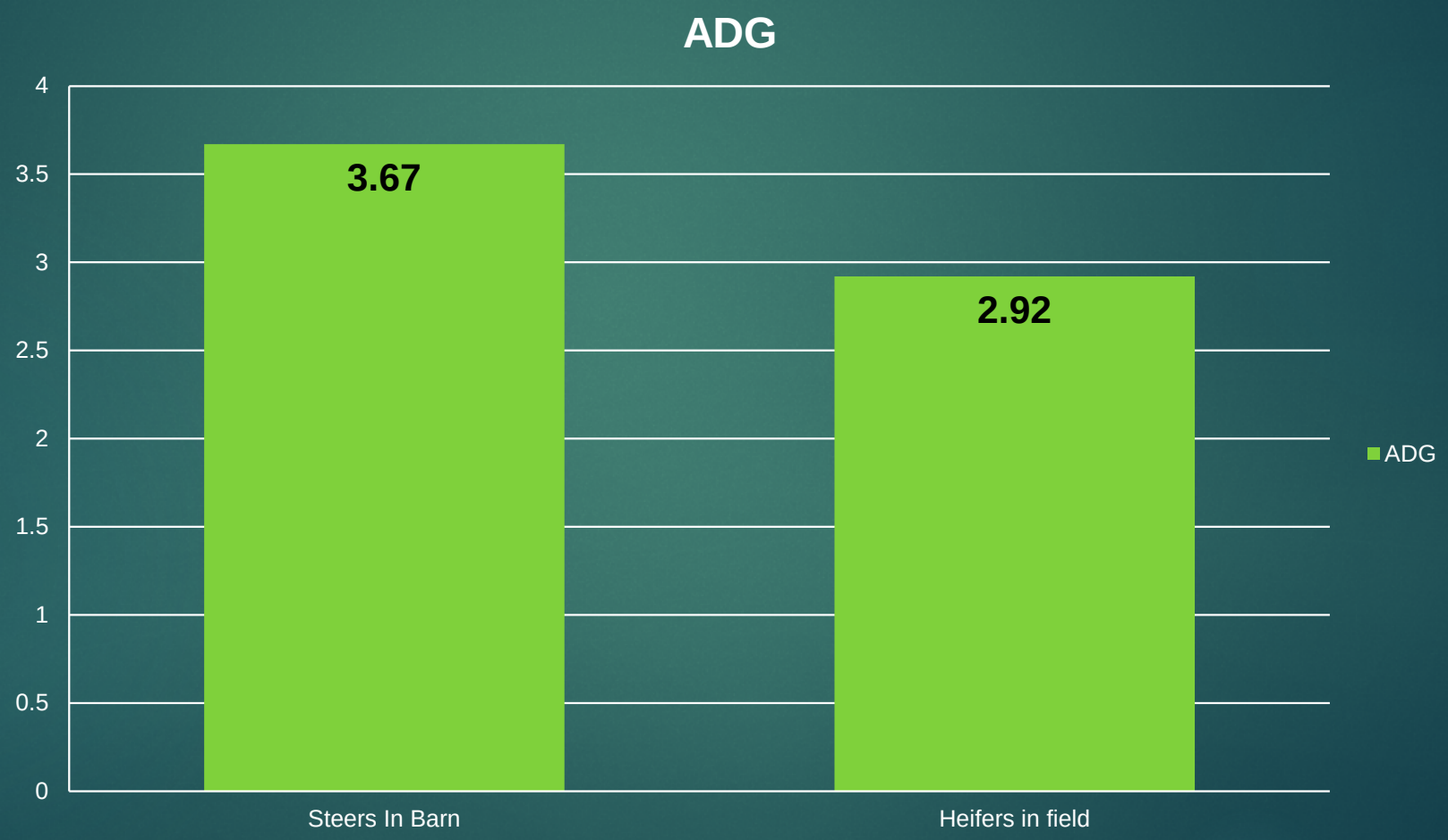
Steer Weaning Management

- Calves weaned into barn
- Calves fed brewers grain/corn silage/haylage mix
- Calves fed 2 grams CTC per day for 5 days

Heifer Weaning Management

- Calves weaned in dry lot
- Calves fed brewers grain/corn silage/haylage mix
- Calves fed 2 grams per day CTC for 5 days

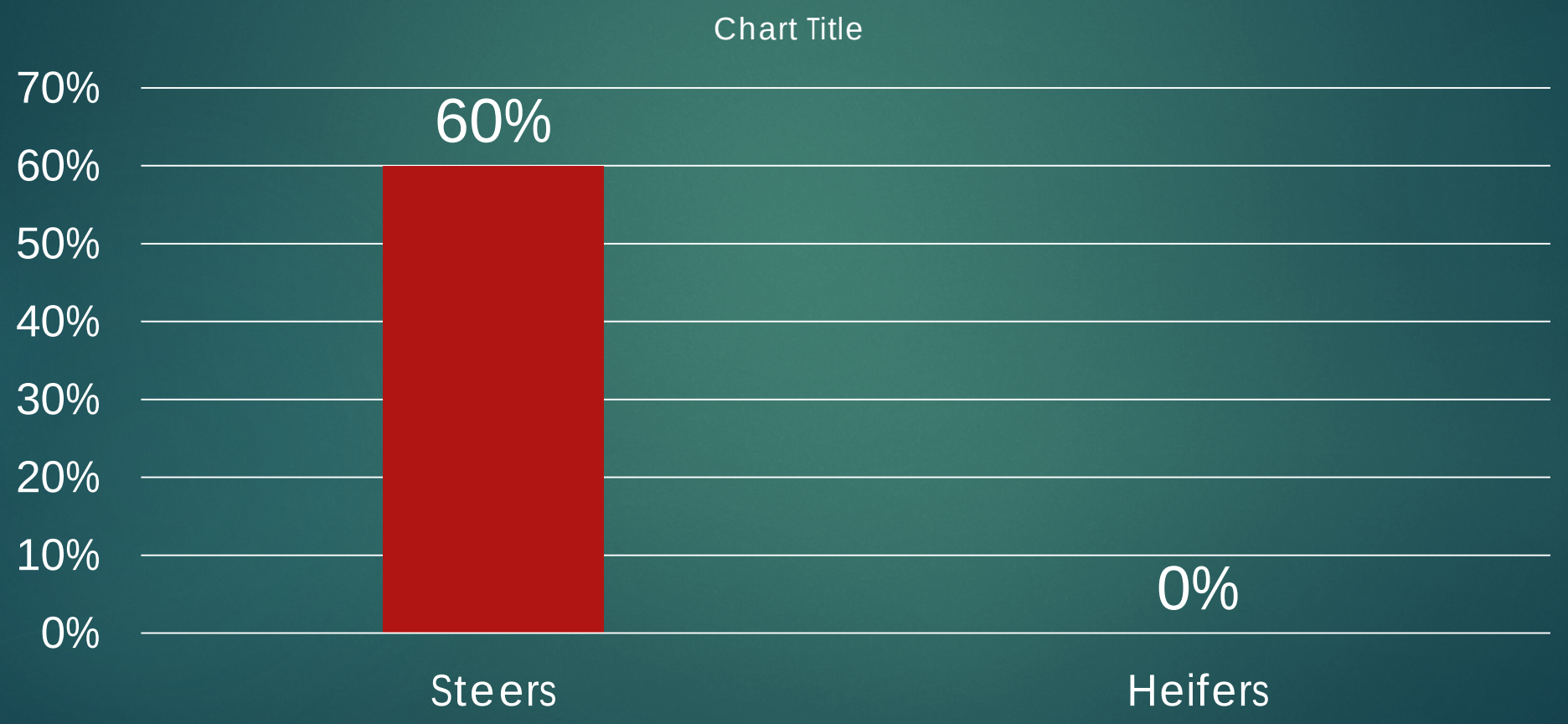
Farm D



72 Steers weaned 22 days

63 Heifers weaned 14 days

Percent Calves treated for BRDC



Arrival Program Feeding

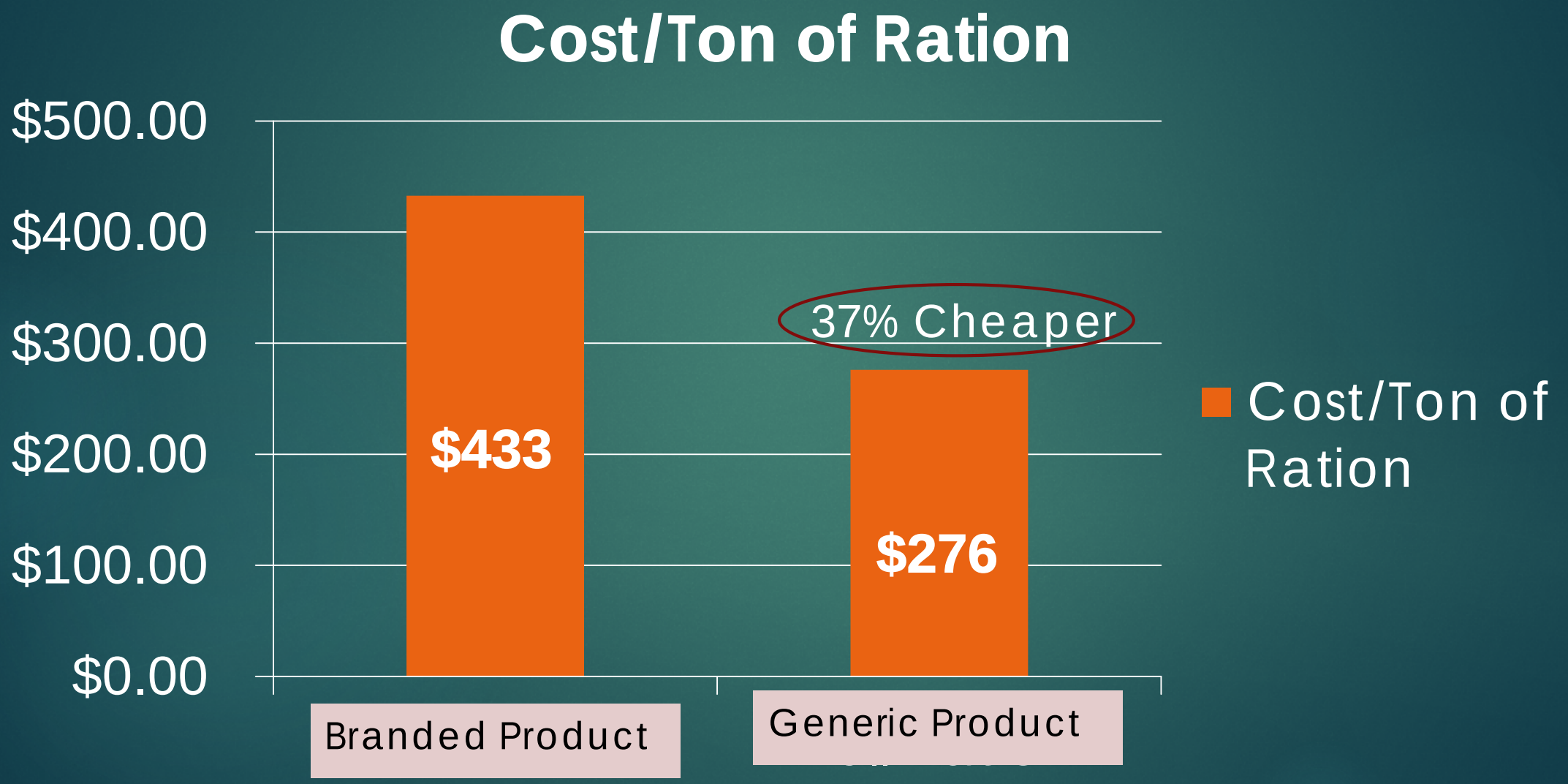
- Feed should be palatable (taste good to the calf)
- Feed needs to not have to much starch
  - Corn, barley, wheat, oats less than half the total grain content
- Wet feeds and ensiled feeds are hard to manage in starter rations

What about special branded starter grains vs homemade ones?

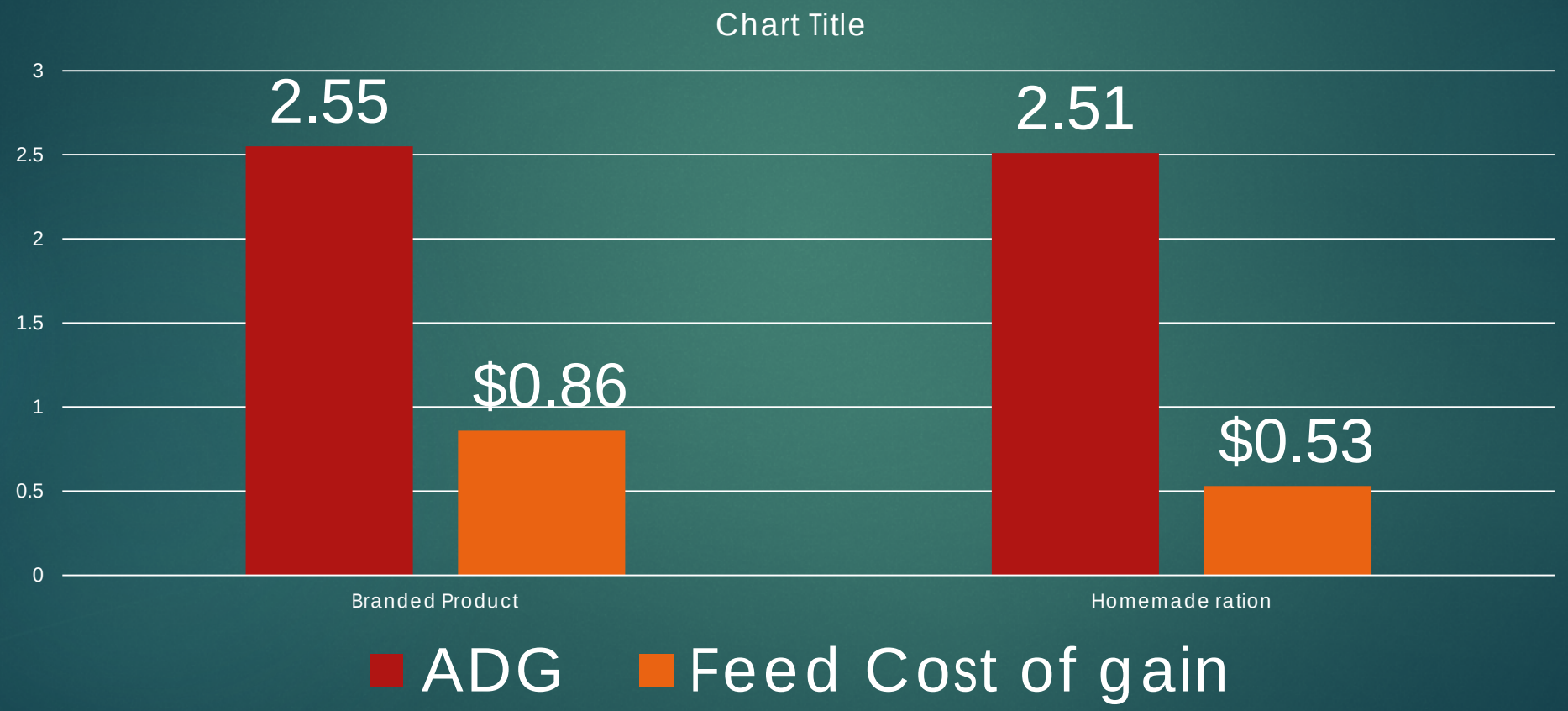
Backgrounded early weaned calves

- Drought Summer 2014
- 400 calves weaned end of July
- Grain fed free choice
  1. Branded starter product
  2. Generic ration

Observations

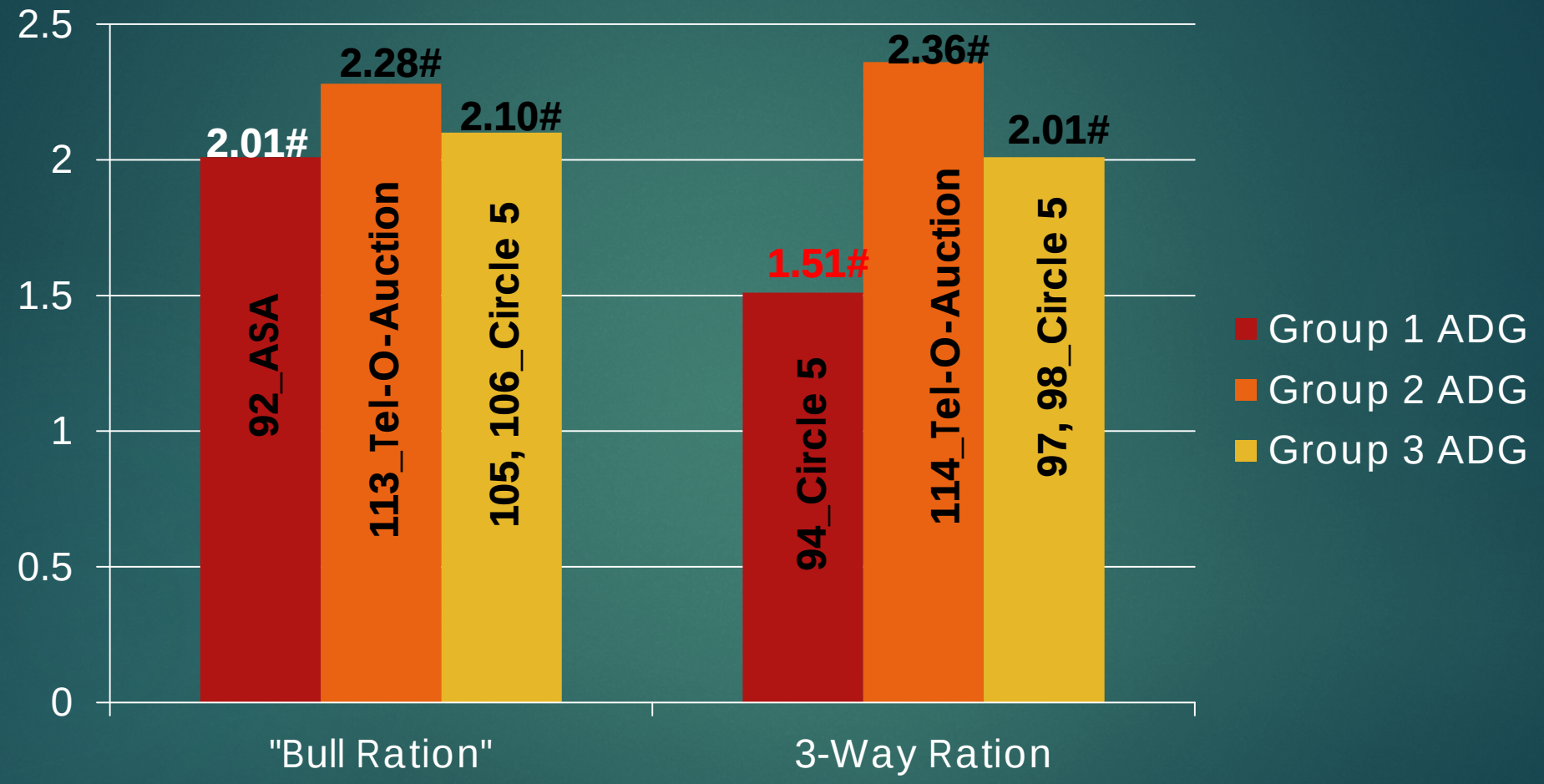


ADG and Feed Cost of gain
Branded starter feeder vs generic



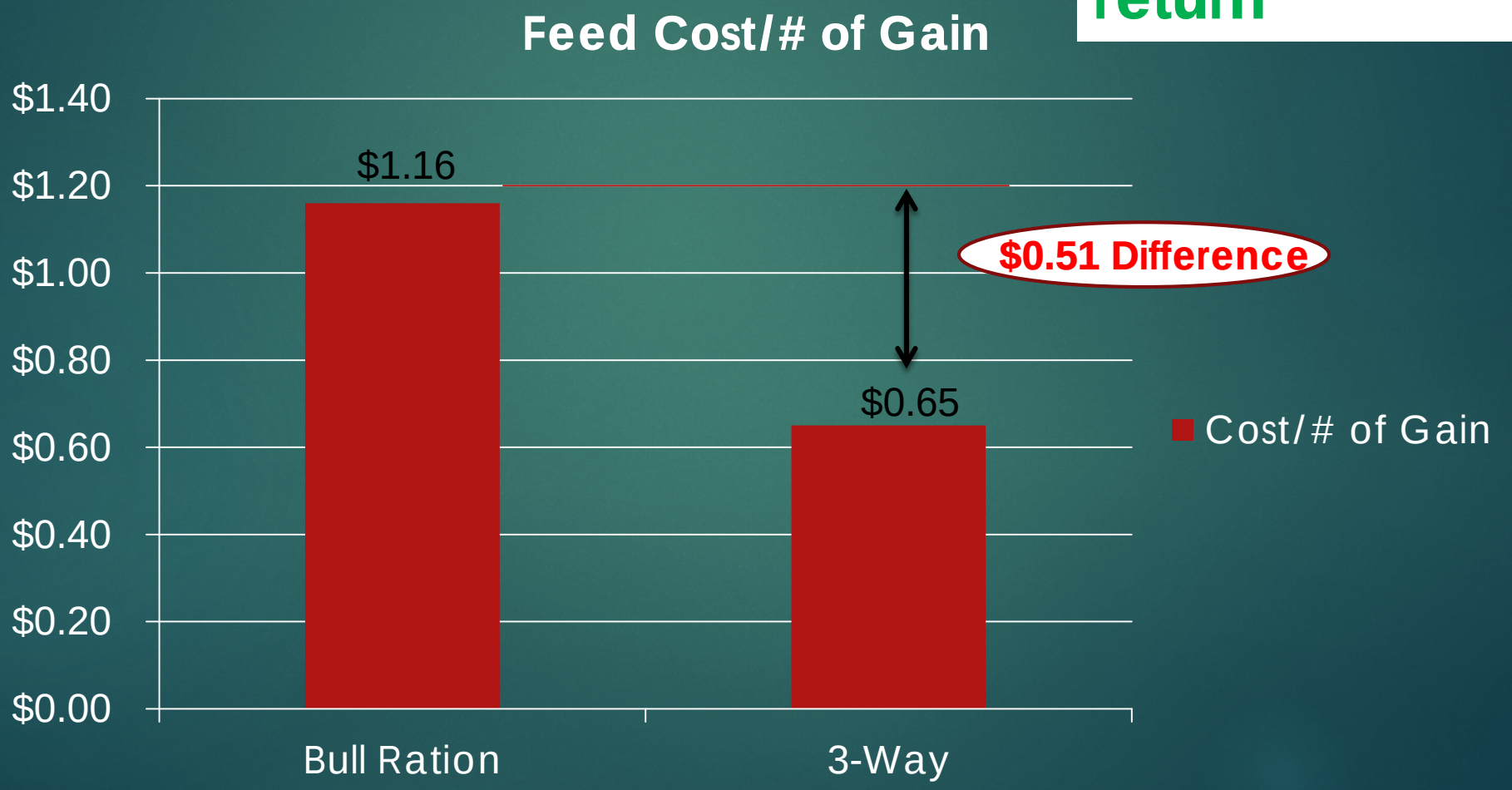
$65 additional profit

“Bull Ration” vs. 3-Way Ration



“Bull Ration” vs. 3-Way Ration Conclusion:

$57 difference in net return



Starter Rations
Fancy Grain mixes or generic by-products

Group 1

- 2 lbs medicated starter + 4 lbs corn gluten & soy hulls and grass and mineral per day
- ADG 2.2
- Feed Cost of Gain $0.77

Group 2

- 6 lbs corn gluten & soy hulls + free choice grass and mineral per day
- ADG 2.8
- Feed Cost of Gain $0.44

All Calves Are Not The Same

- Class 1
  - Preconditioned, Backgrounded calves
- Class 2
  - Calves transferred from farm A to farm B
- Class 3
  - Fresh market calves
- Class 4
  - Stale calves

Class 3 Processing Plan

Within the first 24 hours

- 4-way MLV (IBR, BVD, PI3, BRSV)

or

- Vaccinate with a 3 way MLV (IBR, PI3, BRSV) IN
- Blackleg
- Parasite control
- +/- Mannheimia toxoid vaccine
- Selenium (+/- copper, zinc, manganese)
- Start on palatable grain
- Consider Metaphalaxis

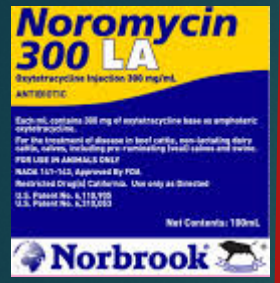
Class 4

- Too late to vaccinate
- Most of these calves would benefit from METAPHYLAXIS
- Parasite control

Drugs Approved for Metaphalaxis

Drug	Antibiotic Drug Class	Cost (500# calf)
Micotil® (tilmicosin)	macrolide	**$8.00 ($16.00)**
Nuflor® (florphenicol)	phenicol	**$21.00**
Norbrook 300® (oxytetracycline 300 mg/ml)	tetracycline	**$4.80**
Excede® (ceftiofur 200mg/ml)	B-Lactam	**$14.25**
Draxxin® (tuluthramycin)	macrolide	**$23.00**
Zactran® (gamathromycin)	macrolide	**$18.00**
Zuprevo® (tildipirison)	macrolide	**$21.75**
Baytril® (enrofloxacin)	**flouroquinolone**	**$17.00**

Drug Classes for Metaphylaxis



EXCEDE
(Ceftiofur Crystalline Free Acid)
Sterile Suspension

Nuflor®

Injectable
Baytril® 100
(enrofloxacin)

Micotil®

Draxxi

ZACTRAN®
(gamithromycin)

ZUPREVO
You're in control

Did metaphylaxis work?

	Study	Morbidity (%)		
		Non-Medicated	Tilmicosin	% Reduction
1	Mechor[10]	10.8[c]	2.9[d]	73.2
2	McCoy[11]	16.1[a]	5.9[b]	63.4
3	Schumann[12]	20.0[c]	2.0[d]	90.0
4	Mechor[13]	20.7[a]	10.7[b]	48.3
5	Klemesrud[14]	22.3[e]	12.9[f]	42.2
6	Schumann[15]	23.0[a]	5.0[b]	78.3
7	Galyean[16]	32.8[a]	12.1[b]	63.1
8	McCoy[17]	33.7[a]	11.8[b]	65.0
9	Mechor[18]	35.2[a]	21.5[b]	38.9
		71.9[c]	46.9[d]	34.8
		75.6[c]	59.7[d]	21.0
		79.2	59.4	25.0
		88.2[a]	70.0[b]	20.6
		90.0[a]	31.0[b]	65.6
22	Brazle[28]	65.1[c]	39.8[d]	38.9
23	Duff[27]	67.5[a]	33.3[b]	50.7
24	Coe[19]	68.9	28.7	58.4
25	Duff[20]	71.9[c]	46.9[d]	34.8
26	Brazle[26]	75.6[c]	59.7[d]	21.0
27	Kreikemeier[29]	79.2	59.4	25.0
28	McClary[18]	88.2[a]	70.0[b]	20.6
29	Mechor[30]	90.0[a]	31.0[b]	65.6

When do calves treated on arrival get sick?

Metaphylaxis *Continued from Page 1*

Table 1. Comparison of health parameters between metaphylaxis treatment groups.

	Control	Tilmicosin	Florfenicol
Number	87	87	86
% treated for BRD	68.9	28.7	32.5
Median Days to 1st Tx	9	18	22
%			
M			

9

18

22

Treatment

- Early identification and treatment are the most important factor in successful treatment of BRDC

When do I switch antibiotics? (Calf)

- Should give most modern long acting antibiotics 24-**48** hours to work

- What is working?
  - 2-4 degree drop in temperature

Stocker Production Economics

Scenario

- 500 pound LM1 $2.33/lb March 1
- Grain Cost $225/ton
- Hay Cost $100/ton
- Pasture Cost $8/month
- Treatment Cost $25/ treatment (drugs and labor)
- 30 day confinement feeding
  - 2% bodyweight grain .5% bodyweight hay
  - ADG 1.5 lbs
- Grazing April 1 – Sept 15

What is the impact of death loss on profitability?

Baseline VQA calves 15% Treatment Rate 1% Mortality

Mortality	Profit	Change in Profit per head
1%	$290	
2%	$278	+$34
3%	$266	
4%	$254	
5%	$242	

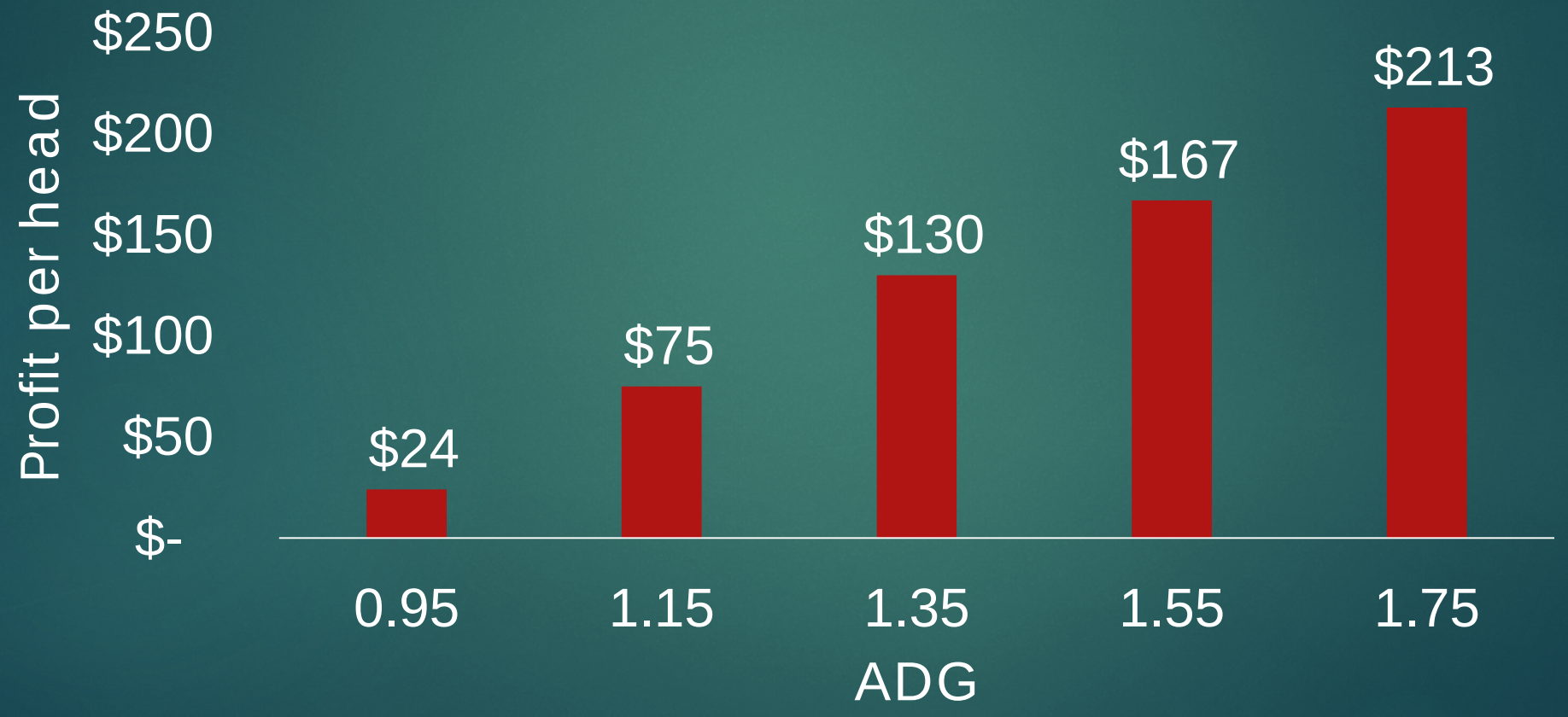
What is the impact of gain on Profitability?

Baseline 1.75 ADG on grass $0.06 Slide

ADG	Sale Weight	Profit
1.75	814	$213
1.55	783	$167
1.35	753	$130
1.15	722	$75
.95	695	$24

What is the impact of gain on Profitability?

Baseline 1.75 ADG on grass $0.06 Slide



What is the impact of supplementing grazing cattle with grain?

- 2 pounds of supplemental grain $200/ton
- Feed conversion 7.2:1 (2 pounds as fed resulting in 0.25 pounds additional gain
- $0.06 slide

- $65/ head return to feeding labor and infrastructure

Average Daily Gain is the most important factor in profitability

1. Potential for growth in calves purchased
2. Pasture quantity/quality
    1. Supplementation program
3. Deworming program
4. Implant program

Pasture Quality/Quantity A new approach to grazing cattle in Virginia

How can I achieve an ADG of ~ 2 pounds?

April-May
0 pounds
supplemental grain*

June-July
2-3 pounds
supplemental grain*

August-September
2-5 pounds of
supplemental grain*

* Adjusted based on grass quality and quantity

Maximizing Average Daily gain

1. Quality Feed
2. Deworming Program
3. Implant Program
4. Ionophore
5. Fly Control

Deworming Program

- 1 dose of Longrange
- 2 doses of Ivomec, Dectomax, Eprinex, or Cydectin
  - 5-7 weeks apart
- 3 doses of Safeguard, Valbazen, Synanthic
  - 3 weeks apart

Implant Program

- At least 1 implant
- Consider double implanting

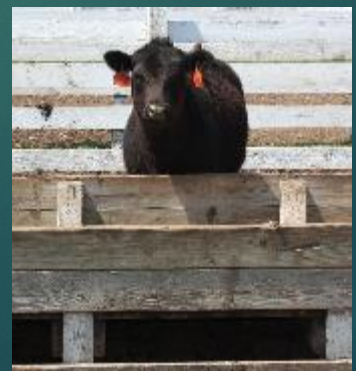
  or

- Using a long lasting implant
  - Compudose or Encore

150 Stocker Cattle

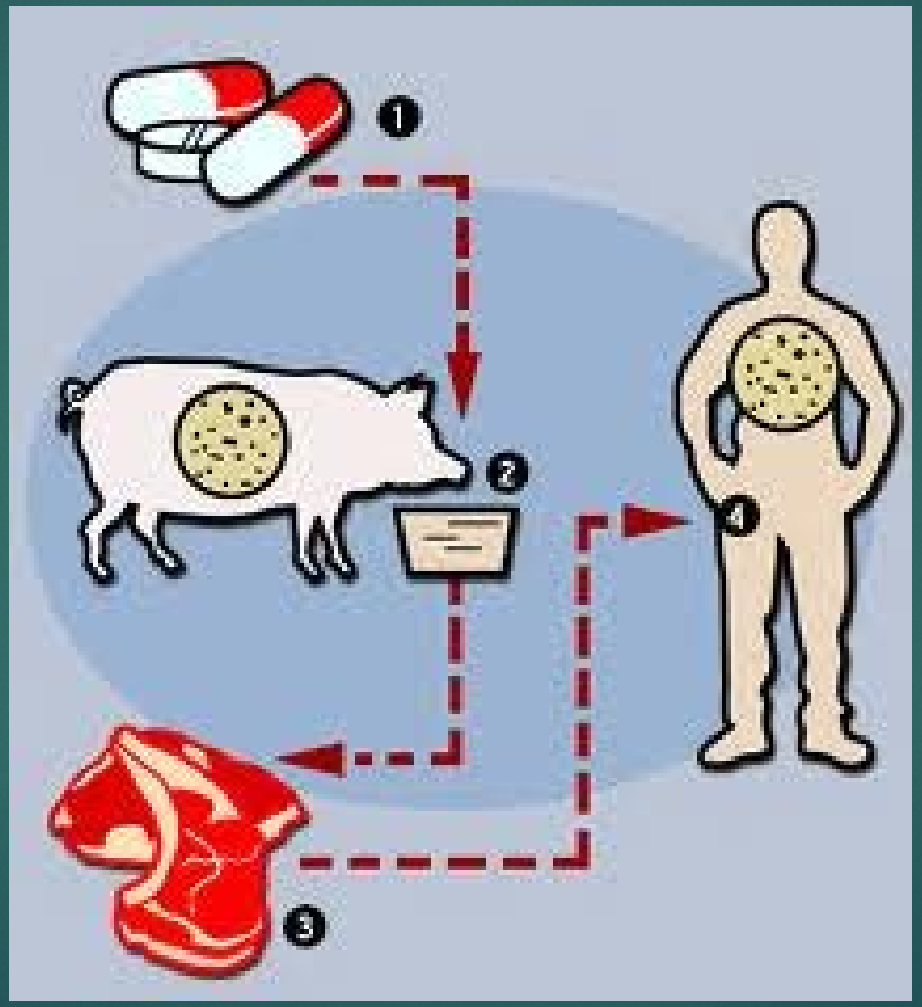
Purchased January 500 lbs $2.60 3% Death loss

	Hay Diet	1% Bodyweight Grain	2% bodyweight grain
100 Days Backgrounding Gain	25 lbs	100 pounds	175 pounds
Grazing gain	285 lbs	250 lbs	220 lbs
Sell Weight	810 (September)	850 lbs August	900 lbs July
Sell Price	$1.95	$2.00	$1.95
Net Profit	-$32	$31	$66

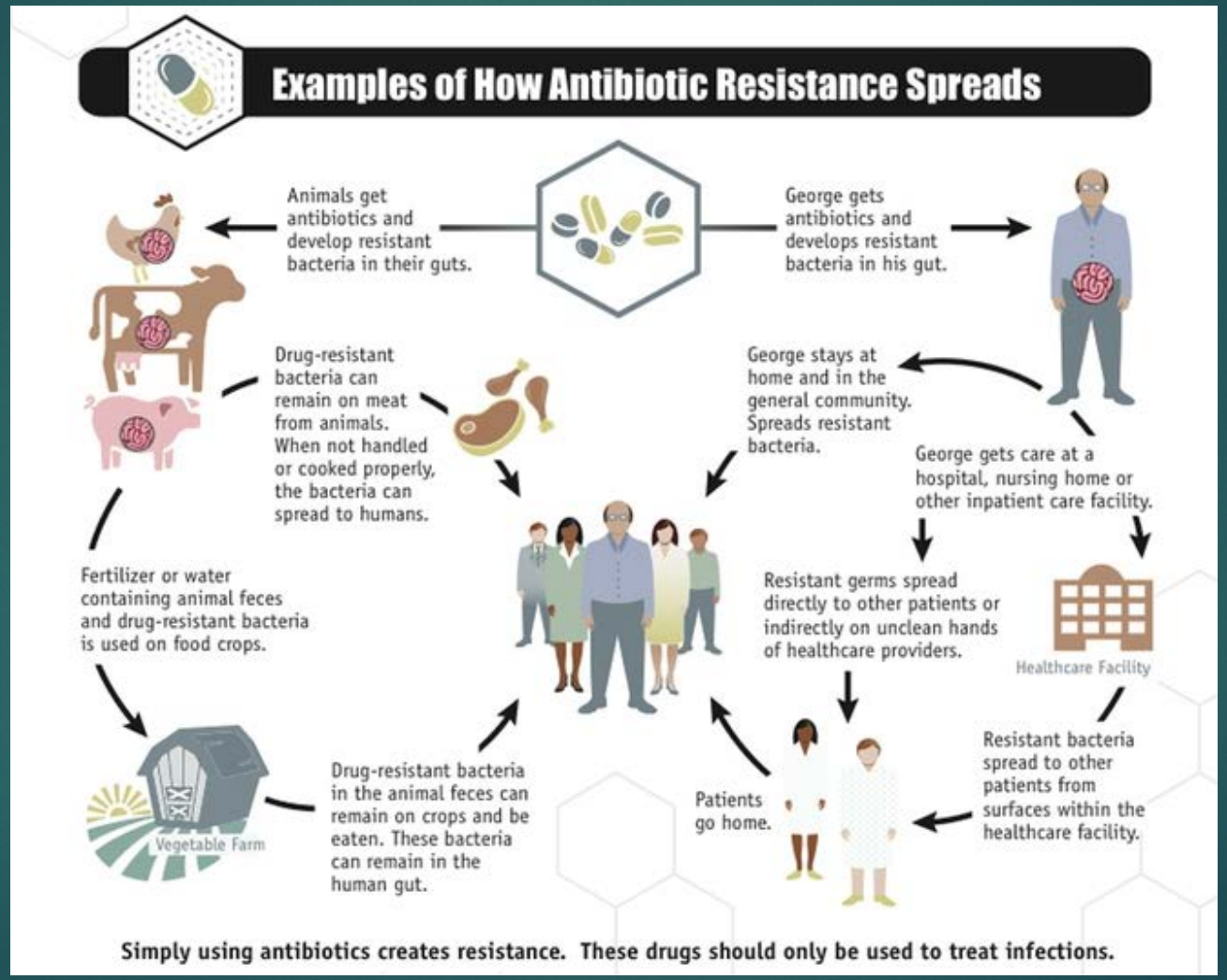


What is changing in antibiotic usage?

Residue vs Resistance



Residue vs Resistance



The sky isn’t falling just yet

Changes are coming

- There is a lot of pressure from outside sources to limit (eliminate) use of antibiotics in food animals

Antibiotic Classifications

Medically important

- Tetracyclines
- Macrolides
- Sulfas
- Fluorquinlones
- etc

Not medically important

- Ionophores
- bacitracins

FDA Guidelines

- Have companies voluntarily remove all antibiotic labels for production purposes* within the next three years from medically important antibiotics

  *Increased rate of growth or improvement in feed efficiency

FDA Guidelines

- Use of antibiotics in feed for disease prevention will be allowed
- VCPR (Veterinary Client Patient Relationship) will be required for **all** use of antibiotics in feed

VFD

- Identify premise, species, and production class
- Duration of use and approximate number of animals to be fed
- VFD can be written for up to 6 months

- No longer requires specific number of cattle and tons of feed

What does all this mean for you?

1. You will have to have a relationship with a veterinarian if you want to use antibiotics in feed, mineral, or water.
2. Chlorotetracycline (CTC) mineral will require a label for a specific disease
    1. Anaplasmosis
    2. BRD Prevention or treatment
3. CTC crumbles and other feed and water antibiotics will require producers to have a VFD

How much price difference is there between Front 40 cattle and back 40 cattle?

	Preconditioned Calves	Good Market Calves	Back 40 calves
Purchase Price	$2.43	$2.33	$2.15
Sickness	10%	20%	40%
Death loss	1%	2%	4%
ADG	1.65	1.50	1.35
Selling Price	$1.95	$1.95	$1.95
Selling Weight	775	760 lbs	730 lbs
Profit	$157	$157	S157

Conclusions

- Current cattle prices provide producers the opportunity to make more money than ever before
- Current cattle prices have greater risks than ever before
- Stocker producers have never been better compensated for doing things right
- Stocker cattle need to gain weight well to make money