



GREGORY FEEDLOTS INC
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Feedlot Manager

What to Expect from a Custom Feedlot When Retaining Ownership

- Basics
- Things you should expect and get from any feedlot



BUSINESS MANAGEMENT

- Reputation
 - Word of Mouth
 - References
 - Honesty
 - Integrity
 - Credit check



FACILITIES

- Clean and well maintained
 - Pens
 - Equipment
 - Trucks
 - Handling equipment



Cattle Management

Effect on cattle disposition and performance

YOU HAVE TO GO WATCH!!



FEED PROGRAM

- Ingredients
- Formulas
- Availability
- Philosophy
- Cost Management



HEALTH and PROCESSING

- How health and processing is handled
 - who pulls sick cattle
 - how cattle are pulled
 - on foot
 - horses
 - four wheelers
- Who diagnosis and treats
 - consulting vet



MARKETING FINISHED CATTLE

- How many markets are available
- How flexible is timing and markets
- Experience and skill at timing
- Philosophy



FINANCING

- Cost of feeding
- Cost of cattle



GRAIN BANKING

- Cost protection on feed costs

RISK MANAGEMENT

- Simple
- Honest
- Understandable
 - futures
 - options
 - contracts



PARTNERING

Are they willing to share risk?



COMMUNICATION

- Information first
- Recommendations second
- Advise last



PERSON TO PERSON

- You feed with a person not a feedlot
- This is your livelihood



INFORMATION

- Rations
- Processing



ANALYSIS YOUR MANAGEMENT

- Custom feed for your individual needs
 - Processing costs
 - Market desires



PROJECTIONS

- Costs
 - Include all costs
- Performance
 - Conservative
 - Accurate
 - In weights and out weights
 - Gains
 - Conversions



How are things going?

- Updates on consumption and health
- What to do about chronics and poor performers
- Weather
 - Adjustments to breakevens
 - Adjustments to market dates
 - Adjustments to markets
 - Adjustments to risk management



MARKETING

Will your cattle fit markets?

- Value Added
 - Niche markets
 - Age and source verification



ANALYSIS OF CLOSEOUT

- Performance data
 - Group, total lot
 - Individual
- Carcass data
 - Values
- How to make changes in future?
 - Genetics
 - Markets
 - Days on feed
 - Timing of placement on feed
- Processing
 - Implant program
 - Health program



QUESTIONS?



Tri-State Cow/Calf Conference



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