

STOCK KETTLE CATTLE



LAND O LAKES[®]
Feed



Stocker Cattle ... converting GRASS to wholesome BEEF



Grass ... its your primary resource to convert into beef.

Whether you are grazing lush irrigated pasture, winter annuals, short grass range, or mature winter forage, Land O'Lakes Farmland Feed understands that optimizing forage utilization is fundamental to your success. Whatever benchmark you use to measure your efficiency --- profit per head, pounds of beef produced per acre, return per acre of land, etc. - optimizing grass utilization and converting it to beef is your business.

There are a lot of integrated factors that you must manage, and it's a little different every year, that determine your success! Consider these:

Purchase price	Terms of grass lease	Grass quality
Initial weight	Grazing system	Forage protein level
Steers or heifers	Continuous	Rain or drought
Quality of cattle	Rotation	Heat/cold stress
Initial body condition	Intensive	Implant program
Health status	Stocking rate	Risk management
Internal parasite control	Length of grazing	Market fluctuations
External parasite control	Forage type	Selling price
Genetic potential	Forage productivity	Weigh-up conditions

Strategies for Optimizing Stocker Cattle Profits

After you have determined the grazing system, stocking density, grazing duration and type of cattle (weight, breed types, genetic make-up, etc.), that fit your operation best, there are still a number of strategic management options available to you.

In most situations, the fundamental philosophy is to manage the system to get the most performance out of the available grass. There are basic assumptions with this philosophy:

- There is adequate available forage that allow cattle to eat their fill.
- Forage quality and animal selectivity determine the energy density and diet composition.
- Purchased resources are used to enhance grass utilization, not replace it.
- Strategies that promote the above must not hinder subsequent feedlot performance.

1. Starting program. Healthy cattle work, sick cattle don't! A calf never gets over a great start ...or a bad one!

The right starting/receiving program depends on your facilities, equipment, stress level on your cattle, and a number of other factors.

LAND O LAKES® Feed starting products are flexible to meet your specific needs.

Cattle Health Status

- High Risk — Strategic Care
- Stressed — Stress Care
- Low Stress — Stocker Starter

Facility & Equipment Requirements

- Supplements
- 1% BW feeding rate
- 2% BW feeding rate
- Liquid

Nutritive level flexibility

- Different protein levels to match forage base
- Feed additive options
- Different organic trace mineral levels
- Different yeast levels

The programs are flexible so that you can get the most "bang for your buck" by using the best product for your specific needs.

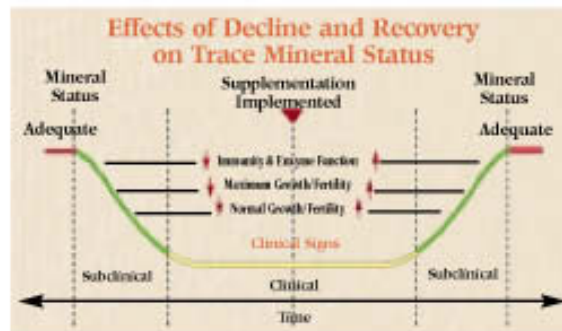
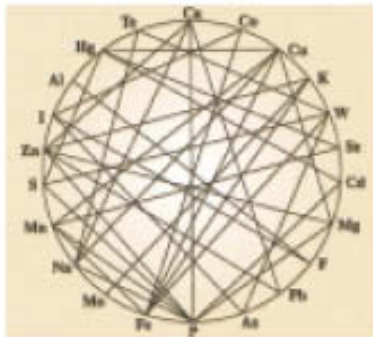


A Steak In The Future



2. Mineral supplementation for optimizing rumen fermentation and forage digestion.

Both macro and micro minerals are important for optimizing gain and rumen fermentation. Considerable research has been done in recent years on the interactions between minerals, the need for supplementing trace minerals to enhance immunity, and to supplement inadequacy of forages.



One needs to remember that providing proper mineral nutrition enhances growth by providing essential nutrients for rumen microbes. One has to "feed" the rumen microbes first. As fermentation efficiency is improved, the microbes can extract more energy from the grazed forage to supply nutrients for the cattle.

Typical growth response to a well-balanced mineral product is about 0.2 lb. ADG

Choose the LAND O LAKES® Feed mineral product that is designed for:

- your geographical area
- the right season of the year
- the proper forage base

3. Use a feed additive for enhanced rumen efficiency and performance.

The right feed additive for the best response depends on your situation and challenges you encounter most often. Marketing considerations are also important. There are a number of additives available from which to choose: Rumensin, Bovatec, Gainpro, Aureomycin, Poloxalene, etc. to name a few. Most have been shown to enhance microbial fermentation efficiency. Are you concerned about digestive disturbances, coccidiosis, respiratory problems, footrot, subclinical disease challenges, sore eyes, or other concerns? Your Land O'Lakes Farmland Feed specialist can help you choose the additive that meets your needs. Consider your needs and make your choice.

Typical growth response to using a feed additive is 0.15 to 0.20 lb. ADG, depending on a variety of conditions.

A convenient way to deliver a feed additive is through the mineral. If you do a good job of managing your mineral program, the only additional cost in using a feed additive is the actual cost of the additive. All costs in delivery and getting it into the cattle have already been covered.

4. Control flies with a feed through product.

Flies are a nuisance and create management problems (e.g. bad eyes) in addition to the economic loss due to reduced weight gain.

The issue is effective, economical fly control. How you get that done is your choice. If proper priority is placed on mineral feeding and management of mineral intake, then using a feed through fly control product (e.g. Altosid) is a convenient and economical option. There is no rounding up of cattle on hot days and no extra labor required. Pro Phos Mineral with Altosid provides horn fly control while being environmentally friendly. Altosid can be added to other feed products as well.



5. Strategic deworming

Where do cattle pick up worms? Many of us treat cattle for worms prior to the grazing season only to have them pick up worms within the first three weeks on grass. Even in arid regions of the country, cattle graze certain areas heavily and close to the ground (e.g. near water) thereby infecting themselves. A strategic deworming program must not disrupt cattle grazing nor can it be labor intensive. This precludes rounding up cattle in the middle of the grazing season. A feed through dewormer can be cost effective and yield positive returns.

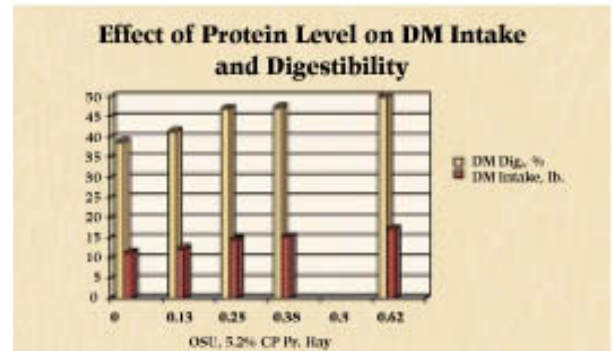
Pasture research has shown that subsequent feedlot performance and cattle health can be improved by strategically deworming cattle **during** the grazing period.

6. Provide protein supplementation as grass quality declines – mid-late summer, early fall, and winter grazing.

As grass matures, protein content decreases proportionately faster than energy content. Depending on the type of grass, length of grazing, environmental conditions, etc., protein content can decrease 3 to 4 fold (e.g. 12% to 4% CP) while energy may only decrease 20 to 30% (e.g. drop from 65% TDN to 50% TDN). A key to allowing rumen microbes to extract more energy from the grass is providing rumen degradable protein. The first few increments of protein are very efficiently converted into additional gain.

Feeding as little as 0.25 lb supplemental CP (not product) can greatly enhance performance.

Note: For season long grazing, in general, use a mineral product early season and then switch to a protein/mineral product late season for optimal response for dollar invested.



7. Use multiple technologies that provide additive responses in animal performance.

Industry trials have demonstrated the benefits of applying multiple technologies with complementary effects to improve grazing cattle performance. The key to getting additive benefits is to use products that work on different biological systems in the animal. For example:

- implants work by affecting the endocrine system
- dewormers work to remove internal parasites
- ionophores work to improve fermentation efficiency
- supplements work by providing nutrients to the animal

The following trial summaries illustrate additive responses from the use of multiple technologies.

Treatment	ADG lb.	Increase	
		lb./day	%
Control	1.22	—	—
Compudose	1.39	.17	13.9%
Supplement	1.35	.13	10.7%
Supp. + Rumensin	1.45	.23	18.9%
Compudose + Supp. + Rumensin	1.72	.50	41.0%

Elanco 5 trials, 512 steers, 112-140 days

Altosid is a trademark of Wellmark

	ADG lb	Gain advantage	Net \$/hd ^b over control
Control	1.15	—	—
Avg. of 1 treatment	1.53	+0.38	\$27.19
Avg. of 2 treatments	1.73	+0.58	\$36.71
All 3 technologies	1.95	+0.80	\$57.99

Hoechst-Roussel Agri-Vet Co.

^a Treatments were Safe-Guard feed through dewormer, Revalor-G, and Gainpro feed additive. Eight total treatments, control, each product used singly, each product used in combination with one other (3 treatments), and all three products in combination.

^b Assumptions: Stocker calves purchased at \$83.00/cwt. Cost of pasture, transportation, etc., was \$100.00/hd. Strategic deworming with Safe-Guard, Gainpro supplement, and Revalor-G charged at \$6.00, \$1.71, and \$1.19 per head, respectively. Value of 750 lb. steers off grass assumed to be \$75.00/cwt., with a \$4/cwt "slide," e.g., 700 lb. and 800 lb. steers worth \$77 and \$73/cwt., respectively.



For More Information on Beef Production Visit Our Website at www.beeflinks.com