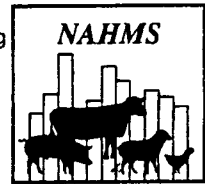


# BEEF MANAGEMENT REPORT

## National Beef Cattle Project



### INTRODUCTION *[Introduce yourself and ask for the operator]*

*[Rephrase in your own words]* Around October 1 we collected some information on your beef herd. We would like to talk to you today about your operation's beef cattle production and herd management; the operation's management, record-keeping, and marketing practices; and the herd's overall nutrition and health.

*[Explain the program and show respondent an example of the Producer Report. Make sure Consent Form is signed before completing questionnaire.]*

### OPERATION DESCRIPTION

1. *[Verify name, address, and telephone number of this operation. Make corrections on label.]*

2. Are the day-to-day decisions for this operation (name on label) made by the same person(s) who made them on October 1 (1992)?

Yes - *[Go to Page 2]*

No - What changed?

<b>Office Use</b>
921

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*[If operation has been sold or turned over to someone else,  
go to Section 8 on Page 16]*

OFFICE USE State-Farm No.

The following questions are about beef cattle, regardless of ownership, on this operation. Exclude dairy cattle, cattle on feed for the slaughter market, and stocker-feeder cattle. The questions refer to normal production practices during the past 12 months.

1. For mature females, what are the beginning and ending dates for each of the following seasonal events?

	What is its Beginning Date? [Enter in mm/dd/yy style]	What is its Ending Date? [Enter in mm/dd/yy style]
a. Actual breeding season 1992 .....	501 ____/____/____	502 ____/____/____
b. Actual/expected pregnancy testing in 1992 .....	503 ____/____/____	504 ____/____/____
<i>[Leave blank if operator does not pregnancy test]</i>		
c. Expected calving in 1993 .....	505 ____/____/____	506 ____/____/____
d. Expected weaning in 1993 .....	507 ____/____/____	508 ____/____/____

2. What is the average age of replacement heifers at first calving? ..... Months 509

3. Are replacement heifers usually separated from cows at least... *[Enter 1 for YES or 3 for NO.]*

a. 30 days before calving? .....	768
b. 30 days after calving? .....	769

4. Are cow/calf pairs usually separated from pregnant cows within a week after calving? *[Enter 1 for YES or 3 for NO.]* ..... 511

5. In the last 12 months, what percentage of the calves were born in :

a. Special calving pastures that allow increased observation and/or shelter? .....	Percent	512	+
b. Calving lots (corrals or pens that do not allow grazing)? .....	Percent	513	+
c. Individual calving pens (covered or uncovered)? .....	Percent	514	+
d. Covered sheds or barns (without individual pens or outside access)? .....	Percent	515	+
e. Other locations (other pasture, open range, etc.)? .....	Percent	516	+
		100%	=

6. During the past calving season, how many times on the average during a 24- hour period were the:

a. Replacement heifers observed? .....	Number	517
b. Mature cows observed? .....	Number	518

**SECTION 1 - PRODUCTION (CONTINUED)**

7. On the average, how many hours do you allow replacement heifers to labor before giving assistance? ..... Hours

8. How many hours on the average, for cows? ..... Hours

9. During the last 12 months, how many of the replacement heifers and cows required the following levels of assistance?

	No Assistance	Easy Pull	Hard Pull [Mechanical Calf Puller]	Cesarean Section	Total
a. Replacement Heifers ..... Head	521	522	523	524	525
b. Cows ..... Head	526	527	528	529	530
					770

10. How many of the assisted births (easy pulls, hard pulls, and Cesarean sections) in the last 12 months were attended by a veterinarian? ..... Head

11. During the last 12 months, were any of the following procedures routinely performed on the calves within 24 hours of birth? [Enter 1 for YES or 3 for NO.]

a. Treat navel with disinfectant (such as iodine) .....	532
b. Vitamin A injection .....	533
c. Selenium injection .....	534
d. Weigh calf .....	535
e. Individual identification .....	536
f. Provide a colostrum supplement (such as Colostrx) .....	537

12. Which one of the following factors was most used to determine the timing of the 1992 calving season for this operation? [Enter 1 code only.] .....

- |  |                         |                             |
|--|-------------------------|-----------------------------|
| 1 - No set calving season              | 4 - Forage availability | 7 - Time of cattle movement |
| 2 - Market cycle                       | 5 - Tradition           | 8 - Weather during calving  |
| 3 - Maximize age/<br>weight at weaning | 6 - Labor availability  | 9 - Another factor          |

**SECTION 2 - CULLING AND REPLACEMENT MANAGEMENT**

1. During 1992, what percentage of the replacement females (heifers and/or cows) for this operation were:

- a. Purchased? ..... Percent
- b. Raised? ..... Percent

539	+
540	+

100% =

2. How important are each of the following factors in purchasing or selecting replacement females (heifers and/or cows)? [Enter 1 code ONLY for each item from the table below Question 3.]

a. Breed .....	541
b. Reputation of the breeder .....	542
c. Birth weight .....	543
d. Weaning weight/ yearling weight .....	544
e. Hip height/frame score .....	545
f. Price .....	546

g. Pelvic area .....	547
h. Reproductive tract score .....	548
i. Appearance .....	549
j. Temperament .....	550
k. Sire information .....	551
l. Longevity of reproductive life .....	552

3. How important are each of the following factors in purchasing or selecting a bull? [Enter 1 code ONLY for each item from the table below.]

a. Breed .....	553
b. Reputation of the breeder .....	554
c. Birth weight .....	555
d. Weaning weight/yearling weight .....	556
e. Hip height/frame score .....	557

f. EPD (Expected Progeny Difference) .....	558
g. Temperament .....	559
h. Scrotal circumference .....	560
i. Price .....	561
j. Structural soundness/ appearance .....	562

**Table**

1 - Not Important or Slightly Important	3 - Very Important
2 - Moderately Important	4 - Extremely Important

**SECTION 2 - CULLING AND REPLACEMENT MANAGEMENT (CONTINUED)**

4. How important are each of the following factors when culling bulls on this operation?  
*[Enter 1 code ONLY for each item from the table below.]*

a. Age/Bad teeth.....	563	f. Temperament .....	568
b. Infertility.....	564	g. Size .....	569
c. Physical unsoundness (injury/lame) .....	565	h. Disease .....	570
d. Performance of offspring.....	566	i. Bad eye(s) .....	571
e. Too many offspring in herd .....	567		

**Table**

1 - Not Important or Slightly Important	3 - Very Important
2 - Moderately Important	4 - Extremely Important

5. Which of the following best describes the breed makeup of the majority of the cows on this operation? *[Enter 1 code only.]* ..... 572

- 1 - Purebred or Straightbred (only 1 breed)
- 2 - Crossbred (2 breeds)
- 3 - Crossbred (3 or more breeds)

**SECTION 2 - CULLING AND REPLACEMENT MANAGEMENT (CONTINUED)**

6. Which of the following best describes the breed makeup of the majority of the 1992 calf crop for this operation? *[Enter 1 code only.]* ..... 573

- 1- Purebred or Straightbred (only 1 breed)
- 2- Crossbred (2 breeds)
- 3- Crossbred (3 or more breeds)

7. Which of the following factors is most important for determining when to wean calves? *[Enter 1 code only.]* ..... 574

- 1- Calf age/weight
- 2- End of grazing lease or permit
- 3- Forage availability
- 4- Body condition of dam
- 5- Market price or contract
- 6- Cash flow
- 7- Tradition

8. What is the average weight of mature cows on this operation in the fall? ..... Lbs. 575

**SECTION 3 - RECORDS AND MARKETING**

1. Which of the following methods are used for individual calf, cow or herd identification?

*[Read to operator: For example, "Individual identification" means each animal has a unique number or ID. "Herd Identification" means all animals have the same ID.]*  
*[Enter 1 for YES or 3 for NO in the suitable column.]*

	Individual Calf	Individual Cow	Herd
a. Brucellosis ear tag .....	576	577	
b. Other metal ear tag .....	578	579	580
c. Plastic ear tag .....	581	582	583
d. Ear tattoo .....	584	585	586
e. Hot iron brand .....	587	588	589
f. Freeze brand .....	590	591	592
g. Microchip transponder .....	593	594	595
h. Neck chain .....	596	597	598
i. Horn brand .....	599	600	601
j. Ear notch .....			602
k. Brisket tag .....	603	604	605
l. None .....	606	607	608

2. Are any of the following types of information recorded for individual animals, or on a herd basis?

*[Enter 1 for YES or 3 for NO in the suitable column.]*

	Individual	Herd
a. Birth dates or age .....	609	
b. Birth weight .....	610	
c. Weaning weight/yearling weight .....	611	612
d. Vaccinations and health records .....	613	614
e. Culling/death cause and date .....	615	

3. Are any of the following methods used to keep records for this cow/calf operation?

*[Enter 1 for YES or 3 for NO.]*

a. Hand-written records such as ledger, notebook, or pocket diary .....	616
b. Computer located on farm .....	617
c. Computer located off the farm .....	618
d. Other .....	619
e. No records are kept .....	771

**SECTION 3- RECORDS AND MARKETING (CONTINUED)**

4. Which of the following methods was, or will be, most used in 1992 for marketing ..... [Enter 1 code only for each item from the table below.]

a. Weaned steers/bulls? .....	620
b. Weaned heifers? .....	621
c. Cull cows? .....	622
d. Cull bulls? .....	623

Table

1 - Auction	5 - Forward Contract
2 - Direct - Video	6 - Carcass Basis
3 - Direct - Private Treaty	7 - Another Method
4 - Consignment	8 - None Marketed

5. What percentage of the 1992 calf crop has been, or will be, forward priced? ..... Percent  
[If none, go to Section 4, Page 9.]

624
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a. Of those forward priced, what percentage were, or will be done by each of the following techniques?

1. Forward cash..... Percent	625	+
2. Futures contract..... Percent	626	+
3. Options..... Percent	627	+
4. Another technique..... Percent	628	+
	100%	=



**SECTION 4 - NUTRITION**

1. Do you usually calculate a winter feed schedule and ration based on the animals' requirements and the quality of the feedstuffs available? [Enter 1 for YES or 3 for NO.] ..... 

629
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2. In the last 12 months, has any laboratory nutritional analysis been completed on purchased or raised feed used by this operation? [Enter 1 for YES or 3 for NO.] ..... 

630
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3. Which of the following mineral and /or salt supplements were fed to your cows during the last 12 months? [Enter 1 for YES or 3 for NO for each item.]

During...	Salt (Plain or Iodized)	Trace Mineral Salt	Phosphorus	Magnesium
a. Fall/Winter [Oct. 1991- March 1992] .....	631	632	633	634
b. Spring/ Summer [April- Sept. 1992] .....	635	636	637	638

4. Is vitamin A supplied to the cow herd by: [Enter 1 for YES or 3 for NO.]

a. Feeding alfalfa hay? .....	639
b. Using a mineral mix containing vitamin A? .....	640
c. Injecting vitamin A? .....	641
d. Using a protein supplement containing vitamin A? .....	642

5. Now, we want to get a feed breakout by selected months in 1992...

a. During [Insert each month in turn] did this cow herd have access to pasture? [Enter 1 for YES or 3 for NO for each month.] .....	Jan.	March	May	July	Sept.	Nov.
	643	644	645	646	647	648

b. During that month, did this cow herd have access to crop residues? [Enter 1 for YES or 3 for NO for each month.] .....	649	650	651	652	653	654
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6. During [Insert month in sequence] 1992, how many pounds per head per day of the listed feedstuff were fed to this cow herd? [Remind operator to answer in pounds per head per day as fed. Convert to this unit as needed.]

	Jan.	March	May	July	Sept.	Nov.
a. Hay..... Lbs/Head/Day	655	656	657	658	659	660
b. Silage..... Lbs/Head/Day	661	662	663	664	665	666
c. Supplements..... Lbs/Head/Day	667	668	669	670	671	672
d. Grain..... Lbs/Head/Day	673	674	675	676	677	678

**SECTION 4 - NUTRITION (CONTINUED)**

7. Have replacement heifers been fed an ionophore (such as Rumensin or Bovatec) in the last 12 months? [Enter 1 for YES or 3 for NO.] .....	679
8. Do you implant suckling calves? [Enter 1 for YES or 3 for NO.] .....	680
a. [If YES], does this include heifer calves for replacement purposes? [Enter 1 for YES or 3 for NO.] .....	681
9. Do you implant weaning-age calves? [Enter 1 for YES or 3 for NO.] .....	682
a. [If YES], does this include heifers for replacement purposes? [Enter 1 for YES or 3 for NO.] .....	683
10. In the last 12 months, did unweaned calves have access to creep feed? [Enter 1 for YES or 3 for NO.] .....	684
a. [If YES], for how many days, on the average, did they have access to creep feed? ..... DAYS	685

**SECTION 5 - ANIMAL HEALTH**

1. During the last five years, have any of the following minerals been identified as deficient or causing health problems in the herd? [Enter 1 for YES or 3 for NO for each item.]	686
a. Phosphorus .....	687
b. Magnesium .....	688
c. Cobalt .....	689
d. Copper .....	690
e. Iodine .....	691
f. Manganese .....	692
g. Selenium .....	693
h. Zinc .....	

**SECTION 5 - ANIMAL HEALTH (CONTINUED)**

2. In the last five years, have toxic levels of selenium been identified in tissue or body fluid samples taken from this herd? [Enter 1 for YES or 3 for NO.] ..... 

694
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3. How many times were each of the following groups of animals dewormed in the last 12 months?

a. Calves (1-12 months) ..... Number	695
b. Yearlings (13-23 months, <u>including</u> bulls and replacement females) ..... Number	696
c. 2 year olds (24-35 months, <u>excluding</u> bulls) ..... Number	697
d. Cows (36 months or older) ..... Number	698
e. Bulls (24 months or older) ..... Number	699

**IF ANY PART OF QUESTION 3 IS GREATER THAN ZERO,  
GO TO QUESTION 4.  
OTHERWISE, GO TO QUESTION 5.**

4. How important are each of the following reasons for deciding to deworm the cattle on this operation? [Enter 1 code only for each item.]

a. Always have dewormed cattle (tradition) .....	700
b. Recommendation of veterinarian .....	701
c. Recommendation of another consultant or friend .....	702
d. Animals have loose feces (diarrhea) .....	703
e. Animals were looking poor (rough hair coat, weight loss, anemia, bottle jaw) .....	704
f. Fecal egg count .....	705

**Table**

1- Not Important or Slightly Important	3- Very Important
2- Moderately Important	4- Extremely Important

**SECTION 5- ANIMAL HEALTH (CONTINUED)**

5. In the last 12 months, were the cattle on this cow/calf operation treated (using dips, sprays, insecticide ear tags, powders, injections, etc.) for...  
*[Enter 1 for YES or 3 for NO.]*

a. Cattle grubs (warbles, hypoderma)? .....	706
b. Ticks? .....	707
c. Cattle lice? .....	708
d. Flies? .....	709

**SECTION 6 - STOCK FLOW**

1. How many breeding age cows and heifers were on hand on January 1, 1992? .....	Head	710
2. For the 1991 breeding season, how many ...		
a. Females were turned in with bull(s) or artificially inseminated? .....	Head	711 +
b. Exposed females were sold or moved out of the breeding herd during the breeding season? .....	Head	712 -
c. Females were purchased or brought into the breeding herd during the breeding season, and turned in with bulls or artificially inseminated? .....	Head	713 +
d. Then the total number of females exposed to bulls or artificially inseminated, and on hand at the <u>end</u> of the breeding season, was? <i>[Should equal Items 2a-2b + 2c]</i> .....	Head	714 =

***[For reference, copy Item 2d in the box provided at the top of Page 13.]***

SECTION 6 - STOCK FLOW (CONTINUED)

Item 2d copied here for reference

3. For the period following the 1991 breeding season until the start of calving, how many of the females exposed to bulls and on hand [Item 2d] were ...

- a. Pregnancy checked by palpation? ..... Head 715
- b. Then the number of those not pregnancy checked [Items 2d-3a] should be \_\_\_\_\_ head? Is that right?

*[If this does not agree, then review Items 2d and 3a with the operator, or Items 2a-2c if these are affected.]*

How many of the pregnancy checked females [Item 3a] were ...

- c. Pregnant? ..... Head 716
- d. Then those pregnancy checked but found to be open (that is, not pregnant) [Items 3a-3c] should be \_\_\_\_\_ head? Is that right?

*[If this does not agree, then review Items 2d and 3a with the operator.]*

- e. Prior to calving season--- of the females exposed but not pregnancy checked [Included in Item 3b], how many were sold or moved out of the herd? ..... Head 717 -
- f. Prior to calving season--- of the females pregnancy checked and pregnant [Included in Item 3c], how many were sold or moved out of the herd? ..... Head 718 -
- g. Prior to calving season--- of the females pregnancy checked and found to be open (or not pregnant), [Included in Item 3d], how many were sold or moved out of the herd? ..... Head 719 -

How many females purchased or brought into the herd, after the breeding season but before the calving season, were ...

- h. Pregnant? ..... Head 720 +
- i. Exposed but pregnancy status was unknown? ..... Head 721 +
- j. Then the total number of females at the start of the calving season was... ? [Should equal items 2d-3e-3f-3g + 3h + 3i.] ..... Head 722 =

**SECTION 6 - STOCK FLOW (CONTINUED)**

4. For the period from the start of the calving season until weaning, how many...

- a. Of the females [Item 3j] calved? ..... Head
- b. Calves were born alive or dead? .....Head
- c. Of the calves born [Item 4b], how many were born dead? .....Head
- d. Of the calves born [Item 4b], how many died within 24 hours? .....Head
- e. Calves 24 hours and older died or were lost? .....Head

723	
724	+
725	-
726	-
727	-

Prior to weaning, how many...

- f. Cow/calf pairs were sold or moved out of the herd? ..... Head
- g. Cow/calf pairs were purchased or brought into the herd? .....Head
- h. Individual calves were sold or moved out of the herd  
(excluding calves in cow/calf pairs)? .....Head
- i. Individual calves were purchased or brought into the herd  
(excluding calves in cow/calf pairs)? .....Head
- j. Then the number of calves weaned is [Items 4b - 4c - 4d - 4e - 4f + 4g - 4h + 4i]  
\_\_\_\_\_ head? Is that correct? [If not correct, discuss with operator  
and adjust items as needed.]

728	-
729	+
730	-
731	+
732	=

5. On what date did the 1992 calving season begin? [Enter in mm/dd/yy format.]

733	___/___/___
-----	-------------

6. From that date, how many calves were born on this operation alive or dead in each of the following time periods?

- a. During the first 3 weeks (21 days)? ..... Head
- b. During the 4th through the 6th week (days 22-42)? ..... Head
- c. During the 7th through the 9th week (days 43-63)? ..... Head
- d. After nine weeks (64 days or more)? ..... Head
- e. Then the total is [Items 6a + 6b + 6c + 6d]?  
[Should also equal the total in Item 4b] ..... Head

734	+
735	+
736	+
737	+
738	=

**SECTION 7 - SOURCES OF ANIMAL HEALTH OR BEEF PRODUCTION INFORMATION**

1. How important are each of the following sources of animal health information for this operation?  
 [Enter 1 code ONLY for each item. Use the table following Question 2 below.]

a. Cooperative Extension Service or university specialists (personal contact or through publications) .....	739
b. Veterinarian .....	740
c. Beef magazine or agricultural journal .....	741
d. Producer organization .....	742
e. Retail salespeople (of feed, vaccines, etc.) .....	743
f. Family member .....	744
g. Private consultant .....	745
h. Other producers .....	746
i. Radio/television/newspaper .....	747
j. Other source .....	748

2. How important are each of the following sources of beef production information for this operation?  
 [Enter 1 code ONLY for each item. Use the table below.]

a. Cooperative Extension Service or university specialists (personal contact or through publications) .....	749
b. Veterinarian .....	750
c. Beef magazine or agricultural journal .....	751
d. Producer organization .....	752
e. Retail salespeople (of feed, vaccines, etc.) .....	753
f. Family member .....	754
g. Private consultant .....	755
h. Other producers .....	756
i. Radio/television/newspaper .....	757
j. Other source .....	758

**Table**

1 - Not Important or Slightly Important	3 - Very Important
2 - Moderately Important	4 - Extremely Important

**SECTION 7 - SOURCES OF ANIMAL HEALTH OR BEEF PRODUCTION INFORMATION (CONTINUED)**

3. Has this operation consulted an animal nutritionist in the last 12 months?  
 [Enter 1 for YES or 3 for NO.] ..... 759

4. How important are each of the following sources of nutritional information for this operation?  
 [Enter 1 code ONLY for each item, using the table below.]

a. Private nutritionist .....	760
b. Feed salesman or feed retailer .....	761
c. Extension agent .....	762
d. Veterinarian .....	763
e. Friend or neighbor .....	764
f. Producer magazine .....	765
g. Personal knowledge/education .....	766

**Table**

1 - Not Important or Slightly Important	3 - Very Important
2 - Moderately Important	4 - Extremely Important

**SECTION 8 - CONCLUSION**

[Ask Item 1 ONLY if operation was sold or turned over to someone else]

1. What is the new operator's name, address, and phone number?

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Phone Number: (     ) \_\_\_\_\_

2. [Enter response code]

- [ ] 3 - Complete
- [ ] 8 - Refusal
- [ ] 9 - Inaccessible

910

Respondent's name: \_\_\_\_\_

Enumerator's name: \_\_\_\_\_ Date: \_\_\_\_\_

Public reporting burden for this collection of information is estimated to average 60 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate, or any other aspect of this collection of information, including suggestions for reducing this burden, to Department of Agriculture, Clearance Officer, OIRM, Room 404-W, Washington, D.C. 20250; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.