

# Livestock Production Efficiency

## Primarily Beef Cattle - North Region

**Work Group Names:** McCollum, Ragland, Greer

**Region:** North     **Circle which primary base program it addresses – ANR**

### Section 1. Relevance

**Where did this issue surface?** County Committees  
Beef Cattle Commodity Group

#### **What is the issue/problem?**

Marketing alternatives and options; Capitalizing profit potential based on available systems.

Increasing production costs, unstable market, and weather patterns as they effect beef production. Increasing federal regulations.

#### **Problem size and scope? (How many people does it affect? How wide spread?)**

All beef cattle producers

#### **Problem severity?**

*High*

Description: Beef Cattle production represents significant economic impact in the region as well as Texas. The problem is more significant during a down market and/or unfavorable weather. Beef cattle production has a significant impact on local communities.

#### **Target Audience? (Who does the problem impact and how many?)**

All Beef Cattle Producers, part time producers, small herd size-economics scale, marginal cattle quality, limited beef production knowledge

### Section 2. Response

**Goal #1 – Livestock producers adopt best management practices to increase efficiency, profitability and sustainability.**

#### Objectives:

1. Producers utilize management strategies to ensure quality of livestock, and safety and quality of food derived from livestock.
  - 1.1 Implement Quality Assurance programs.
  - 1.2 Utilize and promote recommended animal handling practices to ensure animal well-being.
  - 1.3 Implement preventative herd health management programs for the area.

1.4 Utilize genetic information and selection to produce livestock adapted to the demands of the industry

<b>Topic (Subject Matter)</b>	<b>Existing Resource(s)</b>	<b>Contact Person(s) (Includes CEA's Specialists, Commodity Reps)</b>
Recommend annual handling practices for beef cattle	TBQP Handbook NCBA publication TCE - Animal Science materials website <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	District Livestock Specialist CEAs
Chuteside Manners for beef cattle	TBQP Handbook TCE - Animal Science materials website <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	District Livestock Specialist CEAs
Quality Assurance	TBQP Handbook NCBA Guidelines Pork Handbook TCE - Animal Science materials website <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist. & State Specialists CEAs
Herd Health Management	Regional/County Herd Health Plans TCE - Animal Science website <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	State Vet Ext Specialist Local/Vet Practitioners Dist. Livestock Spec.
Beef Cattle Selection & Genetics	TCE - Animal Science Website	Dist Specialists
Meeting the needs of the beef industry for cattle and beef quality	NCBA publications TCE publications Ranch to Rail <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Packers Feedlot personnel Beef Council Ext. Specialists Meat Specialists

2. Producers utilize proven practices to manage production risk and optimize efficiency.

- 2.1 Equip producers with information to analyze production risk, evaluate alternatives and improve decision-making.
- 2.2 Improve on-farm biosecurity by implementing preventative herd health management programs.
- 2.3 Utilize genetic information and selection to produce livestock adapted to the production environment.
- 2.4 Implement nutritional management strategies based on cost/benefit analysis.
- 2.5 Implement reproductive management strategies.
- 2.6 Utilize forage production and management systems adapted to the region and production goals of the operation.

<b>Topic (Subject Matter)</b>	<b>Existing Resource(s)</b>	<b>Contact Person(s) (Includes CEA's Specialists, Commodity Reps)</b>
Herd Health Management	Regional/County Herd Health Plans TCE - Animal Science website <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	State Vet Ext Specialist Local/Vet Practitioners Dist. Livestock Spec.
Beef Cattle Selection & Genetics	TCE - Animal Science Website <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist Specialists
Grazing Management & Forage Systems for Beef Cattle	Crop & Soil publications <a href="http://soilcrop.tamu.edu">http://soilcrop.tamu.edu</a> Range Science Publications <a href="http://rangeweb.tamu.edu/extension/index.htm">http://rangeweb.tamu.edu/extension/index.htm</a>	Dist Spec - Crops, Range, Livestock
Managing Forages for Hay Production	Crop & Soil. <a href="http://soilcrop.tamu.edu">http://soilcrop.tamu.edu</a> Animal Science <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist Spec - CEAs
Introduced pasture management	Crop & Soil Publ <a href="http://soilcrop.tamu.edu">http://soilcrop.tamu.edu</a>	Dist Spec
Grazing Management practices on rangeland	Range Soil Publ. <a href="http://rangeweb.tamu.edu/extension/index.htm">http://rangeweb.tamu.edu/extension/index.htm</a>	Dist Spec. NRCS
Production Risk Management Concept	SPA Publications Annual Science Publications <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist Livestock Specialist Dist Range & Crop Specialist
Nutritional Management Practices for ... (name your species)	Animal Science Publications <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist. Spec. Local Vet(s)
Supplementation practices for ...	Animal Science Publications <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist Spec
Health Management on Stocker Cattle	Animal Science Publ. <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a> Vet Science Publ. <a href="http://www.cvm.tamu.edu/vtex/">http://www.cvm.tamu.edu/vtex/</a>	Dist. Spec. State Vet Spec. Local Vet practitioners
Utilizing Cost/Benefit to evaluate management practices		Dist Livestock & Ag Business Spec.
Bull Soundness and Evaluation	Animal Science Publication <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist. Spec. Vet. Practitioners

Heifer Development	Animal Science Publication <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist. Spec. Vet Practitioners
Calling Strategies	Animal Publ. <a href="http://animalscience.tamu.edu/ansc/index.htm">http://animalscience.tamu.edu/ansc/index.htm</a>	Dist. Spec. Vet Practitioners

3. Producers remain abreast of state, national, and international issues and policies pertaining to animal agriculture.

- 3.1 Educate producers the National Animal Identification System and its implementation.
- 3.2 Educate and inform producers of national and state issues as they develop.

Topic (Subject Matter)	Existing Resource(s)	Contact Person(s) (Includes CEA's Specialists, Commodity Reps)
National Animal ID System	TCE publications TSCRA publications NCBA publications <a href="http://www.beef.org/">http://www.beef.org/</a>	Dist Spec. / CEAs TSCRA reps TCFA reps Beef Council TAHC
Issues - BSE, Cool, Est Nile, TB, etc.	TAHC materials NCBA materials TSCRA materials Beef Council materials <a href="http://www.txbeef.org/">http://www.txbeef.org/</a>	TSCRA NCBA Beef Council TCFA Dist Spec. CEA TAHC

**Goal #2 – CAFO’s adopt management strategies to optimize livestock performance, environmental quality, and sustainability.**

Objectives

- 1. Intensive livestock production operations adopt management strategies to optimize livestock performance and maintain environmental quality.
- 2. Intensive livestock operations adopt nutritional management procedures that utilizes crops that are adapted to the water resources in the region.

***OTHER RESOURCES AVAILABLE ON THE WEB***

<http://animalscience.tamu.edu/ansc/index.htm>

## **BUSINESS AND MARKETING**

Beef Cattle Marketing Alternatives by Ernie Davis

Breakeven Costs for Cow-Calf Producers by L.R. Sprott

Causes of Farm and Ranch Failures by Danny Klinefelter

Cow/Calf Production Record Keeping Software (Links to Oklahoma State Extension Publication)

Economic Tools to Evaluate Herd Liquidation Decisions in Breeding Cattle by Larry Falconer

Marketing Cull Cows - Understanding What Determines Value by Ron Gill

Partial Budget for Beef Cattle Management by James M. McGrann

Restructuring the Farm Business by Danny Klinefelter

Retained Ownership Strategies for Cattleman by Ernie Davis, James McGrann, and James Mintert

Thinking About A Preconditioned Feeder Calf Sale by Rick Machen

Using A Slide in Beef Cattle Marketing by Rick Machen and Ron Gill

## **DROUGHT MANAGEMENT**

Alternatives for Cattle During Drought: Moving Cattle Off The Ranch by Ron Gill

Destocking Strategies During Drought by Ron Gill and William Pinchak

Maintaining Herd Performance During Drought by Ron Gill

Managing the Consequences of Drought by Rick Machen

Marketing Cull Cows - Understanding What Determines Value by Ron Gill

Rangeland Drought Management for Texans: Livestock Management by Bruce Carpenter and Charles Hart

Rangeland Drought Management for Texans: Planning: The Key to Surviving Drought by Charles Hart and Bruce Carpenter

Rangeland Drought Management for Texans: Stocking Rate and Grazing Management by Charles Hart and Bruce Carpenter

Rangeland Drought Management for Texans: Supplemental Feeding by Bruce Carpenter and Charles Hart

Rangeland Drought Management for Texans: Toxic Range Plants by Charles Hart and Bruce Carpenter

## **GENERAL BEEF CATTLE MANAGEMENT**

Beef Performance Glossary

Dehorning, Castrating and Branding

Hurricane Preparedness for Livestock by Joe Paschal *en Espanol*

Implanting Beef Calves and Stocker Calves by Ted McCollum

Management of Replacement Heifers for a High Reproductive and Calving Rate by L.R. Sprott and Tom Troxel

Managing External Parasites of Texas Livestock and Poultry by Clifford Hoelscher, Carl Patrick and James Robinson

Management Tips for Better Feeder Cattle Prices by Larry Boleman

Raising Replacement Heifers on Winter Pastures in the Gulf Coast Region of Texas by L.R. Sprott and David Bade

## **GENETICS AND SELECTION**

Commercial Bull Selection Made EZ by Rick Machen

Matching Breeding Programs with Industry Targets: Use of Frame Score and Weight in Beef Cattle Selection by Ron Gill

Texas Adapted Genetic Strategies for Beef Cattle--I: An Overview by Stephen Hammack

Texas Adapted Genetic Strategies for Beef Cattle--III: Body Size and Milking Level by Stephen Hammack and Ron Gill

Texas Adapted Genetic Strategies for Beef Cattle--IV: Breeding Systems by Stephen Hammack

Texas Adapted Genetic Strategies for Beef Cattle--IX: Selection for Carcass Merit by Stephen Hammack

Texas Adapted Genetic Strategies for Beef Cattle--V: Cattle Types and Breeds Texas

Adapted Genetic Strategies for Beef Cattle--VI: Creating Cattle Breeds and Composites by Stephen Hammack

Texas Adapted Genetic Strategies for Beef Cattle--VII: Sire Types for Commercial Herds

by Stephen Hammack

Texas Adapted Genetic Strategies for Beef Cattle--VIII: Expected Progeny Difference by

Stephen Hammack and Joe Paschal

Texas Adapted Genetic Strategies for Beef Cattle--X: Frame Score and Weight by

Stephen Hammack and Ron Gill

Texas Adapted Genetic Strategies for Beef Cattle-II: Genetic-Environmental Interaction

by Stephen Hammack

**HEALTH**

Anaplasmosis in Beef Cattle

Blackleg and Clostridial Diseases

Bovine Leptospirosis

Bovine Paratuberculosis of Beef Cattle by Floron Faries, Allen Roussel, Todd Thrift,  
Ronald Gill and Derry Magee

Calf Scours: Causes, Prevention and Treatment

Cattle Vaccines by Floron Faries

Controlling Bovine Tuberculosis and Other Infectious Diseases in Cattle with Total  
Health Management by Floron Faries and L. Garry Adams

Common Cattle Parasites by Floron Faries

Controlling Brown Stomach Worms in Cattle by Management by Floron Faries

Establishing Herd Immunity by Ron Gill

Factors Affecting Vaccination Response

Foot Rot in Beef Cattle

Forage Related Cattle Disorders by Dennis Herd

Immunizing Beef Calves: A Preconditioning Immunization Concept by Floron Faries

Infectious Bovine Rhinotracheitis by L.R. Sprott and Steve Wikse

The Facts on Optaflexx TM (For Junior Show Projects) - by Jason Cleere

Proper Use of Drugs and Chemicals in Food Animals by Floron Faries

Reproductive Diseases in Cattle by L.R. Sprott and Robert Field

TEX-VAC by Randall Grooms

Water Quality: It's Relationship to Livestock by Floron Faries, John Sweeten and John Reagor

Water Requirements for Beef Cattle

Urinary Calculi in Beef Cattle

Use of Preventative and Therapeutic Drugs in Show Animals by Floron Faries

VAC 45 Guidelines

## **NUTRITION**

Body Condition, Nutrition and Reproduction of Beef Cows by Dennis Herd and L.R.

Sprott

Comparative value of silages based on digestibility by Ted McCollum III and Brent Bean

Composition of Alternative Feeds - Dry Basis by Dennis Herd

Drought Feeding Management by Dennis Herd

Effects of Grazing a Brown Midrib vs. a Normal Sorghum x Sudan Hybrid on Steer

Performance by Jason Banta, Ted McCollum III, and Wayne Greene

Factors and Feeds for Supplementing Beef Cattle by Stephen Hammack and Ron Gill

How to Control Cow-Herd Feeding Expenses by Rick Machen

Mineral Supplementation of Beef Cows in Texas by Dennis B. Herd

Nutritional Considerations for Preconditioned Weaned Calves by Ted McCollum

Performance of steers grazing photoperiod-sensitive and brown midrib varieties of

sorghum-sudangrass by Kim McCuiston, Ted McCollum, Wayne Greene, Brent Bean,

Rex Van Meter, Judson Vasconcelos, and Julio Silva

Performance of Stocker Cattle grazing a Brown midrib Sorghum x Sudan Hybrid in either

a Continuous or Rotational Grazing System by Jason Banta, Ted McCollum, Wayne

Greene, K. W. McBride, G. Scaglia, J. J. Williams, Brent Bean and R. Van Meter

Phosphorus removal by silages of corn and varieties of forage sorghum and sorghum-sudangrass by Ted McCollum III and Brent Bean

Rations for a 1100 Pound Dry 225 Day Pregnant Cow, BCS=5, for Gain, with Minimum activity and no weather stress by Dennis Herd

Rations for a 1100 pound Lactating Cow, 80 days post calving, 18 pounds peak Milk by Dennis Herd

Rations for Cows on Coastal Hay by Dennis Herd

Rations for Cows on Sorghum Type Hay by Dennis Herd

Supplementation Strategies for Beef Cattle by Ted McCollum

The Cow's Digestive System by Whitney Rounds and Dennis Herd

## **PASTURE, RANGE, AND FORAGE**

2002 Texas Panhandle Forage Sorghum Silage Trial by Brent Bean, Ted McCollum, Dennis Pietsch, Matt Rowland, Bruce Porter, Rex VanMeter

A Reference Guide for Texas Ranchers by Allan McGinty

Adapted Grasses for Texas Pastures by Donald Dorsett

Balancing Forage Demand with Forage Supply by Larry White and Tom Troxel

Do You Have Enough Forage by Larry White

Grazing Systems for Profitable Ranches by C. Wayne Hanselka, B.J. Ragsdale and Barron Rector

Improving Rainfall Effectiveness on Rangelands by Allan McGinty, Thomas Thurow and Charles Taylor, Jr.

Integrated Brush Management Systems for Texas by C. Wayne Hanselka, Wayne Hamilton and Barron Rector

Leasing Texas Rangelands by Larry White and Robert Whitson

Managing for High Quality Hay by Charles Stichler and David Bade

Reducing Livestock Losses to Toxic Plants by Allen McGinty and Rick Machen

Selection of a Grass Variety by David Bade

Stocking Rate Decisions by Larry White and Allan McGinty

Stocking Rate and Grazing Management by Charles Hart and Bruce Carpenter

Toxic Range Plants by Charles Hart and Bruce Carpenter

Why Range Forage Quality Changes by Robert K. Lyons, Rick Machen, and T.D.A. Forbes

### **REPRODUCTION AND CALVING**

Assisting Difficult Calving by Floron Faries

Avoiding Calving Problems by L.R. Sprott

Breeding Soundness of Bulls by L.R. Sprott, Todd Thrift and Bruce Carpenter

Bull Management for Cow/Calf Producers by L.R. Sprott, Bruce Carpenter and Todd Thrift

Choosing the Time of Year to Breed and Calve Beef Cows in Texas by L.R. Sprott

Determining Pregnancy in Beef Cattle by John Beverly and L.R. Sprott

Gestation Table / Calving Date Calculator Recognizing and Handling Calving Problems by John Beverly

Reproductive Diseases in Cattle by L.R. Sprott and Robert Field

Reproductive Performance of Replacement Heifers Has Long-Term Consequences on the Cow Herd by L.R. Sprott

Synchronizing Estrus in Beef Cattle by L.R. Sprott, Bruce Carpenter and Todd Thrift

The Value and Use of Internal Pelvic Area Measurements in Beef Cattle by L.R. Sprott and Joe Paschal

### **Section 3. Results**

<b>Client Change Level</b>	<b>Sample Questions</b> (Review the objectives section to help place questions or statements in the space below)
<i>Knowledge</i>	Sample for Key Indicator that reflect knowledge increase in Genetic Selection. Sample for increase in knowledge of Injection site, drug selection, Equipment Maintenance Do you understand Body Condition Scoring? During a drought, should you destock or feed hay as hay feeding extends nutrition? Overgrazing for 1 or 2 years has no effect on the Long Term health of the range Can Animal ID help me with herd management? What is BQA? A_____ B_____ C_____ D_____

	<p>You will receive more money as a BQA certified producer. 1 year ago did you tag your animals?</p>
<i>Skills</i>	<p>Do you believe your animal handling skills have been improved due to this seminar?</p> <p>Do you believe your ability to body condition score cows has been improved due to this seminar?</p> <p>Do you believe your ability to castrate calves has been improved due to this seminar?</p> <p>Do you believe your ability to select quality bulls have been improved due to this seminar?</p>
<i>Attitude</i>	<p>Has your attitude concerning stocking rates changed since attending this program _____ Forage seminar?</p> <p>Did your attitude concerning collecting hay samples change after attending this seminar?</p> <p>Will you implement conservation practices to reduce soil erosion and improve available forage production?</p> <p>Utilizing best management practices would be beneficial for your cow/colt production? Yes/No</p>
<i>Behavior Change</i>	<p>Can BQA assist you in making precise management decisions?</p> <p>Are you aware that management decisions made on your operation can/and or/ will affect food safety?</p> <p>Do you believe that chute-side Management practices implemented can improve sales of calves?</p> <p>Do you believe that knowledge in genetic selection can improve the marketability of your cattle?</p> <p>Are you aware of the marketing strategies available to the cow-calf/stocker producer?</p>
<i>Best Practice</i>	
<i>New Technology</i>	<p>Do you feel that your ability to interpret EPDs has improved due to this seminar?</p> <p>Do you feel that your ability to utilize data management software has improved due to this seminar?</p>

Here are some example beef cattle producer questionnaires.

**Example #1**

**North Texas Cattle Improvement Association Educational Program**

Your help is needed in providing vital feedback on the **North Texas Cattle Improvement Association Educational Program** you have just completed. This information is important because your answers will serve as a guide for making changes to improve this program. Please take a moment to complete this survey by indicating whether your habits have changed as a result of your experience. Thank you for your support of Wise County Extension and the North Texas Cattle Improvement Association.

For each of the statement listed below, in the LEFT column, circle the ONE number that best reflects you before the **North Texas Cattle Improvement Association Educational Program** . Then, in the RIGHT column, circle the ONE number that best reflects you after the **North Texas Cattle Improvement Association Educational Program** .

	Never 1	Seldom 2	Sometimes 3	Often 4	Always 5					
STATEMENTS	<u>BEFORE</u> Beef Program					<u>AFTER</u> Beef Program				
I am comfortable selecting cattle using visual appraisal.	1	2	3	4	5	1	2	3	4	5
I see the advantages of preconditioning calves for sales.	1	2	3	4	5	1	2	3	4	5
I am comfortable with preconditioning strategies for my calves.	1	2	3	4	5	1	2	3	4	5
I think there is an economic advantage to preconditioning my calves before the sale.	1	2	3	4	5	1	2	3	4	5
I place injections sites in the correct location.	1	2	3	4	5	1	2	3	4	5
I raise cattle understanding what the order buyer wants.	1	2	3	4	5	1	2	3	4	5
I use plateau herbicide when it fits my weed control program.	1	2	3	4	5	1	2	3	4	5
I use winter forages to precondition my calves.	1	2	3	4	5	1	2	3	4	5
I individually identify my calves (ear tag, brand, tattoo).	1	2	3	4	5	1	2	3	4	5
I keep and utilize records to aid in management systems.	1	2	3	4	5	1	2	3	4	5
I use a value added calf vaccination	1	2	3	4	5	1	2	3	4	5

management program.										
I use market trend information as a base for my breeding program.	1	2	3	4	5	1	2	3	4	5

**Can you estimate a dollar amount on how much money this program has made for you?**

\_\_\_ YES \_\_\_ NO (please check the most appropriate blank)

Please estimate the gain/loss \$\_\_\_\_\_

**What were some of the biggest strengths of the *North Texas Cattle Improvement Association Educational Program*?**

**Is there anything you would change about this program to make it more beneficial to you as a rancher?**

***Please tell us about your operation!***

**What type of rancher are you? \_\_\_ Part-Time Rancher \_\_\_ Full-Time Rancher**

**How many cows do you run? \_\_\_ Number of Cows**

**In what county do you run cattle? \_\_\_\_\_**

## **Example #2**

**This is an activity evaluation.**

*Your input is very valuable to the planning committee for this field day. Please take a brief moment of your time to help us make our programs more effective for you. Thanks!*

**Please check the box for the statement that best describes your level of understanding as a direct result of today's field day.**

STATEMENTS	LEVEL OF UNDERSTANDING				
	Not at all	Very Little	Fairly Well	Quite Well	Very Well
I understand the differences in beef cattle breeds.					

I understand the importance of breed selection in my cattle operation.					
I understand the basic principles of nutrition.					
I understand that cattle require different levels of nutrients at different times.					
I understand the historical trends associated with the beef cattle industry.					
I understand the advantages and disadvantages of the forages discussed at today's clinic.					
I understand how to manage and treat for parasites in my beef cattle operation.					

**Please check the box for the statement that best describes your thoughts concerning today's Cow Calf Clinic.**

<b>STATEMENTS</b>	<b>Strongly Disagree</b>	<b>Disagree</b>	<b>Agree</b>	<b>Strongly Agree</b>
The subject matter was timely for me.				
The speakers were effective.				
The information was practical to my cattle operation.				
I can go home and use the information I learned today in my operation.				
Overall, this was a very educational program.				

From the program today, which practice(s) will you take home and do/implement?

What other beef cattle topics would you like further information about? Are there beef cattle topics not covered in today's program that Texas Cooperative Extension should discuss in

future clinics and programs?

***Please tell us about your operation!***

**What type of rancher are you?** \_\_\_\_\_ Part-Time Rancher \_\_\_\_\_ Full-Time Rancher

**How many cows do you run?** \_\_\_\_\_ Number of Cows

**In what county do you run cattle?** \_\_\_\_\_

Please provide any additional comments in the space below!

***Example #3***  
***2003 Texas Beef Quality Producer Program Evaluation***

**As a participant in the 2003 Texas Beef Quality Producer Program conducted in Corsicana in April, your responses to the following questions will help to assess the effectiveness of past efforts and determine direction of future efforts. Please take a few minutes to answer the following questions.**

**I. Background Information**

**1. Please describe your operation.**

Check all that apply	Type of operation	Number of Head
	Registered Seed Stock	
	Commercial Cow-Calf	
	Stocker Calf	
	Other (please list) _____	

**2. How do you market your calves/yearlings?**

Check all that apply	Marketing Practice
	Sell at weaning at local auction/commission company
	Sell at weaning to order buyer on the ranch

	Sell weaning aged calves on video auction
	Sell weaning aged calves on internet
	Background/Precondition calves and sell at local auction
	Background/Precondition calves and sell at ranch
	Background/Precondition calves and sell over video
	Retain ownership through stocker phase
	Retain ownership through feedlot phase

**3. Please indicate what levels of the Texas Beef Quality Producer Program you attended in Corsicana.**

- Level 1 only  
 Level 2 only  
 Levels 1 & 2

**II. The following questions serve to measure your management practices before and after attending the Texas Beef Quality Producer Program. Please respond to both the before and after statements.**

**1. Injection Site Management.** For each statement listed below, circle yes or no based on what you did **BEFORE** you participated in the 2003 Texas Beef Quality Producer Program, then circle yes or no based on what you did **AFTER** the Texas Beef Quality Producer Program.

Management Practices	<b>BEFORE</b>		<b>AFTER</b>	
	Yes	No	Yes	No
Read and follow label directions of animal health product before administering	Yes	No	Yes	No
Avoided intramuscular injections whenever other labeled routes were available	Yes	No	Yes	No
Gave intramuscular (IM) injections in the neck region only	Yes	No	Yes	No
Gave multiple injections on same	Yes	No	Yes	No

side of neck				
Change needles or use transfer needle before refilling syringe after using a needle on an animal	Yes	No	Yes	No
Restrain animals in head gate or squeeze chute before administering animal health product	Yes	No	Yes	No
Space injection sites 3-4 inches apart to avoid interaction and tissue damage	Yes	No	Yes	No
Use chemical disinfectants to sterilize needles or syringes	Yes	No	Yes	No

**2. Residue Avoidance.** For each statement listed below, circle yes or no based on what you did **BEFORE** you participated in the 2003 Texas Beef Quality Producer Program, then circle yes or no based on what you did **AFTER** the Texas Beef Quality Producer Program.

Management Practices	<b>BEFORE</b>		<b>AFTER</b>	
Read and follow label directions to insure that treated animals are not marketed or slaughtered that do not meet or exceed withdrawal times for products administered.	Yes	No	Yes	No
Avoided intramuscular injections whenever other labeled routes were available	Yes	No	Yes	No
Gave intramuscular (IM) injections in the neck region only	Yes	No	Yes	No
Administer no more than 10 cc per injection site	Yes	No	Yes	No
Mix products to reduce number of injection sites	Yes	No	Yes	No
Obtain veterinarian prescription if using health product in any manner other than label specifies	Yes	No	Yes	No

**3. Foreign Object Avoidance.** For each statement listed below, circle yes or no based on what you did **BEFORE** you participated in the 2003 Texas Beef

**Quality Producer Program, then circle yes or no based on what you did AFTER the Texas Beef Quality Producer Program.**

Management Practices	<i>BEFORE</i>		<i>AFTER</i>	
	Yes	No	Yes	No
Use of shotgun to gather uncooperative cattle or cattle hiding in brush	Yes	No	Yes	No
Market calves after breaking needle in the animal	Yes	No	Yes	No

**4. Record Keeping. For each statement listed below, circle yes or no based on what you did BEFORE you participated in the 2003 Texas Beef Quality Producer Program, then circle yes or no based on what you did AFTER the Texas Beef Quality Producer Program.**

Management Practices	<i>BEFORE</i>		<i>AFTER</i>	
	Yes	No	Yes	No
Did you use a record keeping system to record animal health products usage and document individual or group animal treatments?	Yes	No	Yes	No
Record each animal with a broken needle that could not be removed	Yes	No	Yes	No
Keep records of medicated feeds or additives fed to livestock	Yes	No	Yes	No
Develop with veterinarian treatment protocol plan	Yes	No	Yes	No

**5. Marketing. For each statement listed below, circle yes or no based on what you did BEFORE you participated in the 2003 Texas Beef Quality Producer Program, then circle yes or no based on what you did AFTER the Texas Beef Quality Producer Program.**

Management Practice	<i>BEFORE</i>		<i>AFTER</i>	
	Yes	No	Yes	No
Did you transfer treatment records of cattle sold	Yes	No	Yes	No

**6. Has the certification of being a Texas Beef Quality Producer and providing records of your Quality Management Plan allowed you to realize increased value from the sale of your calves.**

**YES**

**NO**

If yes, how much added value could be attributed to the program?

- \_\_\_\_\_ \$0-\$2/cwt
- \_\_\_\_\_ \$3-\$5/cwt
- \_\_\_\_\_ \$6-\$8/cwt
- \_\_\_\_\_ \$9-\$10/cwt
- \_\_\_\_\_ more than \$10/cwt

**Economic Indicators.** Are there economic indicators that can be measured concerning this issue?

YES                  NO

Please list them below.

**Interpretation.** The last step in the process is interpreting the results to our stakeholders. List internal and external stakeholders that would be interested in the results of this educational program. Do not forget to think about other state agencies and groups that would be interested in these outcomes.

<b>Internal to Extension Stakeholders</b>	<b>External Stakeholders</b>
Elected officials and TCE Administrators	TBC TSCRA Producers at Educational Clinics

