

BEEF HERD RECORDS



BASICS

OVERVIEW

- Accurate, well-kept records assist cow-calf business operators in planning for the future and improving management efficiency.
- Cost-and-return analysis (CRA) is an important tool to determine the production and financial performance of a cow-calf operation.
- Analysis of production and financial performance data is the key to successful business and cost management in the beef cattle sector.
- In a recent study, fewer than half of producers associated with these herds reported adoption of many beneficial practices related to bull management, infectious disease management, nutrition, and individual-animal record keeping, suggesting that a considerable number of producers are missing opportunities to optimize production and, thus, economic return.
- Use of individual animal production records, which would enable more objective decision making on the basis of production and economic data, was not widespread.
- Veterinarians serving beef ranches have many opportunities to provide additional services incorporating economic analysis and record keeping.

SYSTEMS AFFECTED

Production management

GENETICS

Monitoring performance of herd to make informed genetic selection practices

INCIDENCE/PREVALENCE

N/A

GEOGRAPHIC DISTRIBUTION

United States

SIGNALMENT

Species

Beef cattle

Breed Predilections

Beef breeds

Mean Age and Range

N/A

Predominant Sex

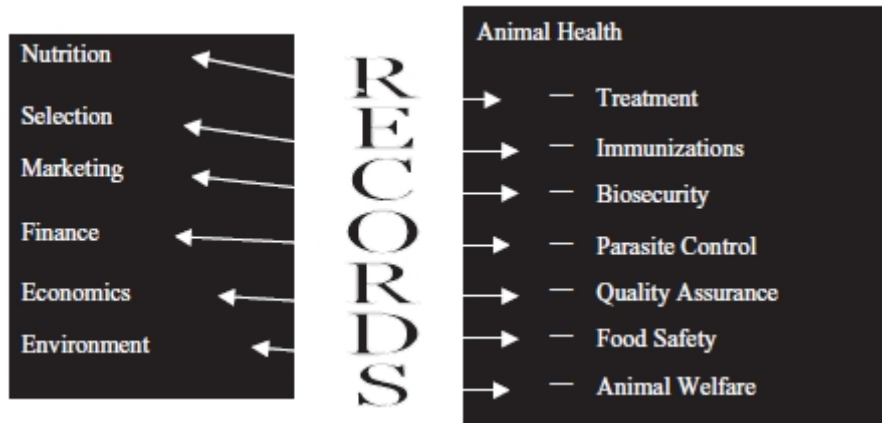
N/A

NATIONAL ANIMAL IDENTIFICATION SYSTEM

- US AIP: U.S. Animal ID Plan
- FAIR: National Farm Animal ID and Records System (USDA/Holstein Association.)
- BIE: Beef Information Exchange
 - 5 commercial interests building a data exchange system for national tracking
- BEV: Beef Export Verification
- National Database: For 48-hour traceability
- Current status of National Animal Identification (NAID)
 - Hastened by FMD, BSE, Bioterrorism
 - Premises ID: (2004) farms, ranches, feedlots, clinics, markets, etc.
 - Individual or group ID: (2006) all livestock species
- The technology
 - Electronic animal identification (EID) technology
 - Optibrand™ Ltd.: retinal scans
 - DNA: microsatellite or single-nucleotide polymorphisms (SNPs)

VETERINARIAN'S ROLE IN RECORD KEEPING

- Protect public health and food supply
- Animal health: certificates for movement, vigilance, expertise
- Source, process (third-party verification)
- Independent value-added production for livestock producers
- Independent management information for production and financial guidance



MARKETING PRODUCTION

MANAGEMENT SERVICES

- Traditional services plus expanded services
- Interdisciplinary expertise

- Information management
- Scientific principles
- Economic validation

INDIVIDUAL ID TECHNOLOGY

- Visible ID tag(s)
- Radio frequency identification (RFID) tags
- Other technology
 - Rumen RFIDs
 - Implant RFIDs
 - Optibrand
 - DNA (microsatellite and SNPs)
- Technology neutral: implications

LIVESTOCK PRODUCER CONCERNS OF ANIMAL IDENTIFICATION

- Confidentiality: Can animal rights groups or others get information through the Freedom of Information Act?
- Liability: Will the producer be held liable for food-borne illness or other issues?
- Cost: Will producers bear the cost burden?
- Mandatory versus voluntary: concerns both sides
- Methodology: Old technology (=brands, etc.) or new technology (=RFIDs, retinal scans, etc.)

VETERINARIANS IN ANIMAL IDENTIFICATION LEADERSHIP ROLE

- Convenient for tags, equipment, information source
- Credibility and trust for verification purposes
- Concern for producer sustainability
 - Provides unbiased information
 - Knows producer/location/area/cattle
 - Assists or provide complete service in tagging as well as additional services
 - Develop and use production records with producers for production management and financial analysis
 - Develops value-added resources

BEEF CATTLE RECORD KEEPING

- Document facts
- Make information-based decisions; value in knowing performance and cost
- Continually monitor operational activities
- Improve performance
- Optimize cost, improve equity
- Improve quality of life and product image
- Producers are interested in the performance of their cattle
- Financial pressure to “survive” for many producers
- Trend in cattle industry to value-based marketing and product quality/consistency
- Veterinarians provide a much more valuable service for producers

TRAINING PROGRAMS/SOFTWARE

CowCalf5

- The CowCalf Program evolved from the ideas of producers, animal scientists, and veterinarians. Use CowCalf5 to make management decisions based on linked selection, reproduction, nutrition, health, and economic data.
- The CowCalf5 performance programs involve adjustment factors which conform to the most recent Beef Improvement Federation (BIF) recommendations. CowCalf5 is certified with the National Cattlemen's Beef Association Integrated Resource Management Standardized Performance Analysis (IRM SPA) program.

Beef Cattle Production Management Series

- Intense distance learning program
- Multidisciplinary education
 - Nutrition, animal selection, business decisions, finance, production economics, SPA
 - Veterinary epidemiology, computer usage, data collection and analysis
- Use tools with/for producers
- University of Nebraska—Great Plains Veterinary Educational Center, P.O. Box 148, Clay Center, NE 68933, (402) 762-4500

Ranching for Profit

- Comprehensive training session that integrates production principles of land and livestock management with economic, finance, and business principles
- For information, contact www.ranchmanagement.com or call 707/429-2292

FINPACK™

- Computerized farm financial planning and analysis software system developed by the University of Minnesota's Extension Center for Farm Financial Management
- Not designed for record keeping or accounting purposes, but uses that information to generate reports to help producers evaluate their financial situation and improve management on the farm or ranch
- For information, contact www.cffm.umn.edu, www.state.nd.us/cte/continuing-ed/programs/farm-manage/ or call 612/625-1964

SPA

- Texas Cow-Calf Standardized Performance Analysis (SPA) is a software program utilizing accurate accounting records, cattle and feed inventory, and production data
- Software facilitates data collection and analysis for accounting, inventories, and individual animal needs.
- For more information on SPA, visit www.agecoext.tamu.edu/spa, 979/845-1861

Available Record Keeping Software

- Angus Beef Record Service, 816/383-5100, brs@angus.org or www.angus.org

- Back in the Black, 530/752-5650, animalscience.ucdavis.edu/extension/LivestockManagement.html
- CattleSoft™ CattleMax™ Software, 877/454-COWS, (800/454-2697), www.cattlesoft.com
- CHAPS™ Software, 701/227-2348, www.chaps2000.com
- CowCalf5, 402/762-4500, www.cowcalf.com
- Cow Calf SPA Software, 979/845-8012, agecoext.tamu.edu/spa/
- Cow Sense™, 800/584-0400, www.midwestmicro.com/cowsense.html



MISCELLANEOUS

ASSOCIATED CONDITIONS

N/A

AGE-RELATED FACTORS

N/A

ZOONOTIC POTENTIAL

N/A

PREGNANCY

N/A

RUMINANT SPECIES AFFECTED

Beef cattle

BIOSECURITY

Record keeping is an important component to biosecurity programs

PRODUCTION MANAGEMENT

Record keeping and animal identification

SYNONYMS

N/A

SEE ALSO

Dairy Economics (www.fiveminutevet.com/ruminant)

Economics: Net Present Value (www.fiveminutevet.com/ruminant)

Epidemiology: Informatics (www.fiveminutevet.com/ruminant)

ABBREVIATIONS

CRA = cost-and-return analysis
US AIP = U.S. Animal ID Plan
FAIR = national farm animal ID and records system
SPA = standardized performance analysis
BIE = beef information exchange
BEV = beef export verification
BIF = beef improvement federation
IRM SPA = integrated resource management standardized performance analysis program.
NAID = national animal identification
FMD = foot and mouth disease
BSE = bovine spongiform encephalitis
ID = identification
EID = electronic animal identification
SNPs = single nucleotide polymorphism
RFID = radio frequency identification

Suggested Reading

- Feuz, D.M., Umberger, W.J. Beef cow-calf production. *Vet Clin North Am Food Anim Pract.* 2003 Jul;19(2):339–63.
- Peel, D.S. Beef cattle growing and backgrounding programs. *Vet Clin North Am Food Anim Pract.* 2003 Jul;19(2):365–85, vi.
- Sanderson, M.W., Gay, J.M. Veterinary involvement in management practices of beef cow-calf producers. *J Am Vet Med Assoc.* 1996 Feb 15;208(4):488–91.
- Toombs, R.E., Wikse, S.E., Salman, M.D., Klinefelter, D.A. Enterprise analysis: a method to evaluate alternative production and management practices for cow/calf operations. *J Am Vet Med Assoc.* 1993 Sep 15;203(6):810–5.
- Wilson, G. Country of Origin Labeling and National Animal Identification System—How will veterinarians and their clients be affected? *Proceedings of AABP*, Vol 37 2004. pp 40–47.
- Wikse, S.E., McGrann, J.M., Herd, D.B., Falconer, L.L., Holland, P.S., Abello, F.J., Rogers, G.M., Richardson, D.C., Yoder, D.R., Ramachandran, S. Impact of the Texas beef partnership in extension program on profitability of beef cow-calf herds. *J Am Vet Med Assoc.* 2004 Jul 15;225(2):210–20.

Author Ahmed Tibary

Consulting Editor Ahmed Tibary

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