

SOILS

by **Jeff Ball**

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Don't Use Calendar Dates to Terminate Wheat Grazing

It seems I have been asked about growing wheat for grain more this fall than in the recent past. Of course, producers still want their fall grazing, but it appears that wheat prices may be slightly above \$3 per bushel this spring, providing the option to defer spring grazing and harvest grain. A survey conducted by Oklahoma State University in 1995-96 reported that 66 percent of Oklahoma producers grow dual-purpose wheat, used for both forage and grain (True, et. al., 1996). When is the best time to remove cattle from winter pasture to avoid losing grain yield potential? Remove too early and you lose potential daily beef gain. Leave cattle on too long and you can drastically reduce grain yield. Since two-thirds of Oklahoma wheat producers grow dual-purpose wheat, knowing the correct time to terminate grazing is critical to maximize the economic return per acre to such an enterprise.

To avoid grain yield loss, all grazing should stop at first hollow stem or "jointing." Jointing is defined as the growth stage when hollow stem can be first identified above the roots and below the developing head. It is important to note that jointing occurs when the developing seed head is below the soil surface. To scout for jointing, dig up one of the larger plants from an ungrazed area (outside the fence or from an enclosure) and cut it off just above the roots. Then dissect vertically upwards to the newest leaves. Figure 1 describes what to look for. If you see the

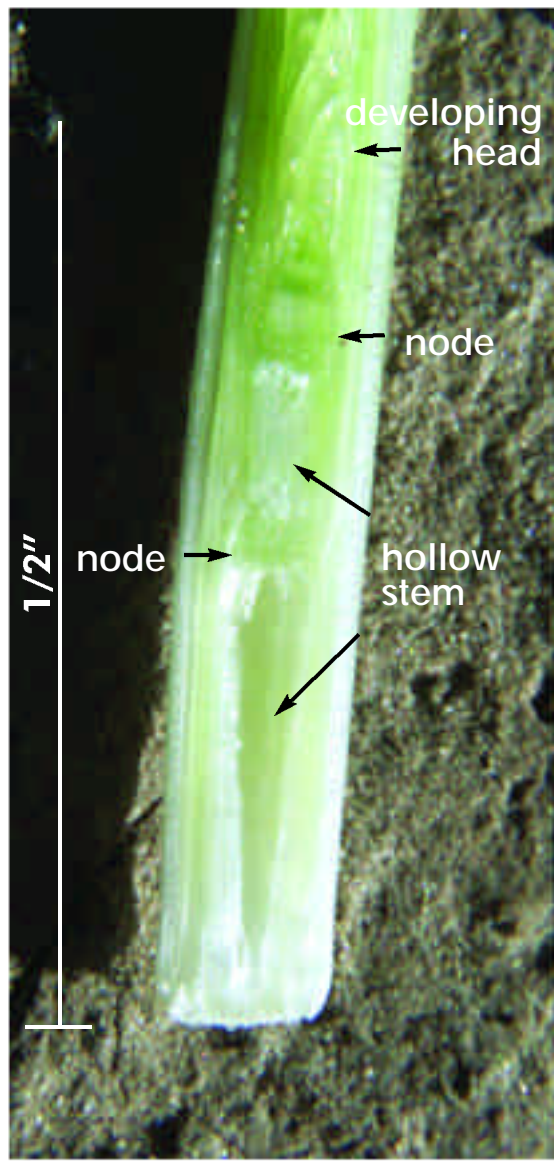
developing seed head with 1/4 to 3/4 inches of hollow stem between this point and the roots, grazing should be terminated. All too often, a calendar date is used to terminate grazing.

The most common date for cattle removal is March 1. Using a date is risky because a number of variables affect jointing, including weather conditions, variety and planting date. The largest factor is the weather in January and February. Above-normal temperatures encourage earlier jointing, while below-normal temperatures may delay jointing. Also, wheat planted in late August will joint earlier than October-planted wheat.

Work done at Oklahoma State University by Dr. Gene Krenzer best explains the advantages of terminating grazing at jointing (OSU Fact Sheet PT 95-10). This research reported that terminating grazing two weeks prior to jointing had little effect on the net economic return per acre (Figure 2). However, delaying cattle removal just one week can reduce the net return \$23 per acre. Waiting two weeks after jointing reduces the net return as much as \$55 per acre. These dollar per acre estimates could be different depending on the value of gain on stocker calves and wheat prices.

It is important to mention that the net return from cattle increases as the grazing season is increased due to daily gain. However, net returns from grain decrease rapidly when grazing is continued after jointing. Beef gains after jointing generally do not compensate for lost grain yield. In general, net returns are less negatively impacted by removing cattle early and giving up a few days of

Figure 1



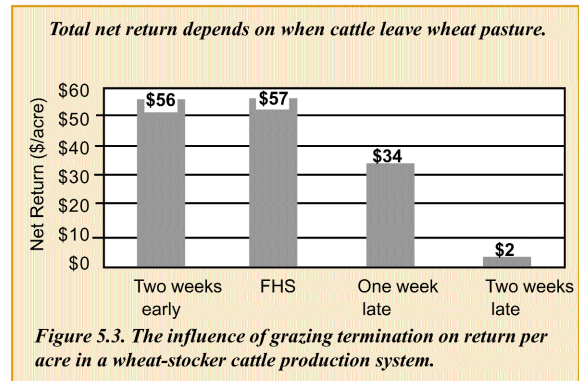
First hollow stem stage (from OSU publication Wheat Management in Oklahoma – A Handbook for Oklahoma's Wheat Industry; Chapter 5: Wheat as Forage)

beef gain than by continuing to graze a few days after jointing.

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Figure 2



(from OSU publication Wheat Management in Oklahoma – A Handbook for Oklahoma's Wheat Industry; Chapter 5: Wheat as Forage)

ECONOMICS

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Who is Going to Get the Bulk of Your Estate?

Is the estate you spent a lifetime accumulating and/or conserving going to be reduced significantly by the time your heirs receive it?

Only action **NOW** on your part will help to ensure your heirs receive the estate you intend. Ill-advised or misguided action, or complete inaction, may allow taxes and probate to take a large portion of your estate and allow someone else to determine how your estate is distributed. Your estate is the wealth you have accumulated during your lifetime. This could include real estate, livestock, machinery, stocks, bonds, cash, retirement plans and anything else you own. To conserve your estate, you must achieve two goals: (1) manage your estate during your lifetime and (2) arrange for distribution upon your death.

By taking the necessary steps in estate conservation, you can avoid conflicts among your heirs, reduce delays and expenses by dealing with these issues now, and you can make the decisions about what you want to do with your estate.

There are several decisions to make when deciding how to conserve your estate.

1. Choose the right attorney. Work with one you feel comfortable with, who takes your issues seriously, and who deals with estate planning on a daily basis.
2. Select the people to receive your assets.
3. Decide how and when your heirs will receive inheritance.
4. Select who will manage your estate (i.e., executor, trustee, etc.).
5. Take action now to minimize your estate settlement costs. Avoid probate — Most generally, the courts will handle your estate if you do nothing. The probate process is time consuming, costly and very public. Often, probate can cost from 5 percent to 8 percent of your gross estate and can take from six months to a year or more and your heirs will have to wait for the bulk of the estate until after probate. Reduce the tax burden — Federal tax rates can go as high as 55 percent on taxable estates.

There are a couple of exceptions to estate taxes.

1. Unlimited exemption on transfer of assets between spouses.

es.

2. Unified Gift and Estate Tax Credit-Amount of assets that may be excluded from estate taxes.

What additional information do you need?

1. An estimate of your estate tax liability.
2. Can or do you want to make annual gift transfers? An annual gift tax exclusion allows you to transfer up to \$10,000 per person to any number of individuals free from federal estate and gift taxes.

The decision of how to distribute your estate is very important. But generally, there are three basic ways this distribution will take place.

1. Electing to do nothing - the most common way of estate transfer. Again, the problem with this approach is that it is costly and someone else will make the decision for your estate.

2. Distribution of your estate through the use of a will — A properly drafted will controls the distribution of your estate, minimizes fees and taxes and ensures probate.

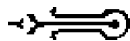
3. Establish a trust — The use of a trust can control the distribution of your estate, minimize fees and taxes, and many trusts can completely avoid probate.

This information is a brief outline of the basic concepts of estate planning. To deal with these issues in detail, it takes a person trained in estate planning to work through the difficult issues. Make sure it is someone who is willing to work with you and your family to reach the appropriate plan.

Dealing with estate issues can often be an emotional roller coaster for families — one group wanting to maintain control and not willing or able to let go of the operation, and at the same time the next generation wanting to do things their way. Many families have broken up over these very issues, so it is imperative that lines of communication be established so that the process will allow for the appropriate distribution of the estate, and the estate transfer process does not come to a halt because no one is willing to deal with the difficult issues.



Is There a Niche for Eastern Gamagrass in Southern Oklahoma?



Eastern gamagrass (*Tripsacum dactyloides*), a warm-season perennial bunchgrass indigenous to Oklahoma and much of the southeastern United States, is capable of producing forage of high quantity and quality. However, lack of producer familiarity, high seed costs and necessary grazing management practices have reduced the acceptance of eastern gamagrass in this region.

This native grass was a component of plant communities primarily in the eastern half of Oklahoma prior to European settlement and can still be found in areas not subjected to grazing pressure. It is adapted to most soil types, but is best suited to clay loam soils with moderate to good drainage.

While this grass was once an important part of Oklahoma rangeland, it is now isolated mainly to areas that are seasonally grazed or not accessible by live-

stock. Eastern gamagrass will not persist under overgrazed situations or situations with limited grazing management. This grass will produce very significant amounts of forage that will meet the needs of most classes of livestock when grazing is planned to manage for proper rest and sufficient leaf area remaining after grazing. This is a phenomenal native

grass when managed correctly as evidenced by the efforts of the late Dr. Chet Dewald of the USDA-ARS Southern Plains Range Research Station in Woodward, Okla. Dr. Dewald was responsible for much of the research available on this grass and was noted as the primary expert on eastern gamagrass in the world.

Though eastern gamagrass has many outstanding qualities, such as perennial high productivity with little or no added fertilizer or soil amendments, it also has the previously mentioned limitations that, in my estimation, will confine eastern gamagrass to applications that fit certain niches, rather than it being a major forage species, until factors such as inherent seed dormancy, weed control, seed cost and delayed stand development can be improved upon. Efforts over the past decade by several USDA-NRCS Plant Material Centers (PMCs) have resulted in the release of four new eastern gamagrass germplasms. "Medina" and "San Marcos" were released from PMCs in Texas. It will be interesting to

see the performance of these releases compared to the commercially available "Pete" and "Iuka." Establishment of eastern gamagrass pastures was initiated in 1998 at the Noble Foundation's Red River Demonstration and Research Farm (RRDRF) in Burneyville, Okla. About 85 percent of the pasture is planted to Iuka IV, with the remaining area comprised of abandoned demonstration plots of Medina, San Marcos, Jackson and Pete.

In the spring of 2000, a five-year project was initiated on this area with the main objective of demonstrating that a combination of eastern gamagrass and double-cropped cere-



Left: Close-up of eastern gamagrass at the RRDRF.
Above: Grazing eastern gamagrass at the RRDRF in May 2001.

al rye and Red River crabgrass can be managed as the forage base for a sustainable summer stocker cattle program. Projected average daily gains are expected to fall within the range of 1.5 to 2 pounds for all of the forages over the course of the program. This is one of the necessary criteria that have to be met for this program to be

adopted by producers. In each of the last three years, the grazing demonstration was initiated with preconditioned stocker steers averaging 450 lbs./head and terminated with cattle ranging

between 750 lbs. and 800 lbs./hd. Grazing protocol (adjustable) for this project includes grazing rye pasture from Feb. 15 to April 15, eastern gamagrass pasture from April 15 to June 15, and Red River crabgrass pasture from June 15 to Aug. 15. Stock density on the eastern gamagrass is about 8,000 lbs. of liveweight/acre. Graze periods are seldom over two days per rotation, and rest periods range from 15 to 18 days. Livestock are rotated prior to eastern gamagrass reaching an average stubble height of 8 inches. The chart on page 4 illustrates the average daily gain (ADG) on the three forages over the last three years. Red River crabgrass was not grazed in 2000.

So far, we are disappointed with the animal performance on eastern gamagrass in this project. We suspect that animal performance in 2001 was negatively affected by a sudden, severe infestation of internal parasites, which is not uncommon at that time of year. In addition to production through grazing, the eastern gamagrass in this project has averaged



an additional 5,176 lbs. per acre of hay production over the last three years. Based on several other grazing studies that have shown better animal performance, we have hope for increasing ADG through better grazing management.

However, preliminary results indicate that the long-term use of this forage is better suited for mature cattle rather than stocker cattle. I hope this article has shed some light on some of the advantages and disadvantages of eastern gamagrass. We will update you over the next few years on the progress of this project.

EDUCATION
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One of the pleasures I have been fortunate to have during my career at the Noble Foundation is to meet, interact with and become friends with a lot of great and interesting people. I have learned and received far more from them than they have from me. One of these good people is a man from Shawnee who I call Miami. He commended me on my last article in the News & Views and suggested I write “a column on challenges for old ranchers.” Well, Miami, I’m going to change up the title a little and make an attempt.

I think a big challenge for most of today’s agricultural producers is to keep the proper attitude. In today’s economic and political climate, it is difficult for the agriculturist to maintain a positive attitude. Many times it appears that the challenges of weather, input costs, poor markets for products and lack of political clout and respect from the general consuming public puts ag producers in a disastrous situation. It is easy for us to get down and be totally negative. We need to remember that attitude is mostly a state of mind — we can choose to be positive or negative. Be optimistic and enjoy what you are doing.

Another challenge is to remember everything we need to before it is too late. I have found it helpful to write things down on some type of list and review it. If there are items that have a definite time deadline, it is helpful to put them on a calendar and review the calendar regularly (several times a day for me!). It may be helpful to keep notes on a small pocket notepad and make important entries in a log-book or other type of record form at the end of the day.

Perhaps a greater challenge than either of the previous ones is motivation. What makes you do what you do, and why do you want to do it? Some may feel that this is the same as attitude, but I don’t think so. We can have a bad attitude and still be highly motivated or we can be very positive in our attitude and poorly motivated. If you have done the same thing for very long, you may lack motivation. I was brought up to believe that if something was worth doing, it was worth doing right. Maybe your wife, family or banker motivates you. Whatever motivates you, it’s hard to

Figure 1

ADG by Forage Type			
Year	Rye	Eastern gamagrass	crabgrass
2000	2.6	1.6	N/A
2001	3.3	0.6	1.7
2002	2.3	1.3	1.7
AVG.	2.7	1.2	1.7

What are the Challenges for Today’s Ag Producer?

do a good job without it. For me, it is much easier to accomplish (and do a good job of it) when it is my own motivation that drives me. Figure out why it is important to you and you will enjoy what you are doing more and you will do a better job, too.

A continual challenge for agriculture is to recruit new people. Many times these new people are and should be young people. A wise man once told me that it is easier to catch flies with sugar than with vinegar. If you want a new person to become involved in agriculture or your operation, you need to sell them on what a good life or “good deal” it is, not how hard the work is or how tough it is to survive. We must also be patient and let them learn things for themselves. One of my greatest failings is that I do things myself rather than be patient and take the time to teach someone else to do it. Yes, many times it is easier to do it yourself, but that doesn’t allow someone new to learn. We must be patient, explain things and allow others to make some of the mistakes we made. How will they learn and gain experience if we don’t allow them any opportunities?

A final challenge I will mention is that we need to discipline ourselves to be in good shape. This applies to both mind and body. Agriculture is many times demanding on our bodies. We should exercise regularly and eat balanced diets in the proper amounts. Mentally, we should not become stale. The easiest thing in the world is to say, “Oh, I know how to do that” and never consider something new or different. Technology and methodologies are changing daily. Unless we make efforts to update ourselves, we will become outdated and mentally out of condition very soon. It is important to attend educational meetings and to visit with and inquire of people who know new developments and techniques.

I don’t know if I fulfilled my friend’s request by writing this article, but perhaps it has helped some of you a little. If you have ideas for educational events that we are not addressing, please let me know and we will see what we can do.



Beaver damage concerns more Oklahoma landowners than damage caused by any other native wildlife species. Beavers have intrinsic values, but unfortunately they damage some things that we build or grow. Some values of beaver include being enjoyable to watch, creating wetlands, providing fur, controlling trees where undesirable along water, and serving important ecological functions in native plant and animal communities (“web of life” stuff). However, they frequently conflict with human interests when they dam drainages, plug drain or overflow pipes, excavate dens into embankments and girdle or cut desirable woody plants.

Effective lethal beaver control options exist such as trapping with Conibear traps and night shooting. However, both techniques provide only temporary results and are illegal in Oklahoma unless performed by USDA Wildlife Services wildlife damage control specialists or by a person who obtains special training and an Oklahoma Department of Wildlife Conservation (ODWC) Nuisance Beaver Control Permit. Oklahoma Wildlife Services can be contacted at (405) 521-4039 and information about the ODWC Permit can be obtained at (405) 521-3719. Both techniques are legal in Texas without special permits or licenses. Live beaver, carcasses or furs should not be taken into possession in either state without appropriate licenses.

I do not dislike beavers — I dislike their damage. Ideally, we look for ways to prevent beaver damage while coexisting with beavers. Most human-beaver conflicts can be prevented with relatively permanent nonlethal techniques. An October 1997 *NF Ag News and Views* article addressed box-type parallel bar barriers, which usually prevent beaver plugging of drain and overflow pipes. A July 1991 *NF Ag News and Views* article addressed wire exclosures for protecting trees. The 1997 article is available on the Noble Foundation Web site. Both articles can be obtained by contacting the Ag Division publication distribution center at (580) 224-6480 or one of the Foundation’s wildlife specialists.

Occasionally, beaver dam around the outside of a properly constructed box-type parallel bar barrier. When this

occurs, a perforated intake pipe can be installed on the bottom of the pond or pool, which usually overcomes the problem. An example of such an intake pipe is shown in Figure 1. The intake pipe should have an inside diameter larger than the drain or overflow pipe to minimize reduction in drain or overflow pipe efficiency. The lower end of the



Figure 1: Perforated bottom intake pipe inserted into box-type parallel bar barrier at PDF 6 Pond. Some of the intake holes are exposed due to extremely low water levels during an extended drought.



Figure 2: Flapper gate designed and installed by Foundation Wildlife and Fisheries Research Assistant John Holman on lower end of overflow pipe at PDF 6 Pond.

intake pipe should be plugged to prevent beaver access to the inside of the pipe. An adequate number of 3/4- to 7/8- inch diameter holes should be drilled in the top half of the lower portion of the pipe so their combined surface area exceeds the surface area of the pipe’s end, which minimizes reduction in drain or overflow pipe efficiency. The pipe should be inserted into the box-type parallel bar barrier and anchored to the bottom. After installation, all the 3/4- to 7/8-inch holes should be below the water’s surface at normal impoundment water levels to prevent beaver plugging them.

A perforated bottom intake pipe, like the one described above, can be used to lower water level or mostly drain an impoundment or flooded area created by a beaver dam. To install such a pipe, a beaver dam should be cut at the deepest point of the drainage and the pipe inserted with 3 to 6 feet extending beyond the back of the beaver dam. The back of the pipe should be lifted off the ground and it should be higher than the intake end. Beaver usually close the dam over the pipe (if not, the objective is accomplished anyway). The height of the back of the pipe deter-

mines the water level in the remaining pool. The pool should be deep enough to completely cover all the 3/4- to 7/8-inch holes when the pipe is not flowing water. If water does not cover the holes, beavers will plug or cover the holes with mud and debris. It is best to maximize the distance between the drilled holes and the dam.

Sometimes, beaver dam along the inside of a properly constructed box-type parallel bar barrier by crawling through a drain or overflow pipe. A flapper gate can be installed on the lower end of a drain or overflow pipe to prevent beavers from entering the pipe. An example of a flapper gate is shown in Figure 2.

Beaver excavation into embankments can be prevented with a layer of riprap on the water side of an embankment. Installation of a riprap barrier is shown in Figure 3. Riprap should extend 4 feet below and 2 feet above normal impoundment water levels. Riprap needs to form a continuous layer because any gaps of exposed soil will allow beaver excavation. If beaver already excavated dens prior to installation of riprap, it is best to remove the beaver population from the site with lethal control techniques before covering their den entrances with rock. If trapped inside an embankment, beaver will try to escape through additional excavation, which may cause more problems.

We have successfully used wire exclosures, box-type parallel bar barriers, perforated bottom intake pipe, flapper gate and riprap barriers at ponds with resident beaver populations on the Foundation's Pasture Demonstration Farm (PDF).



Figure 3: A riprap barrier being installed along the face of the dam at PDF 3 South Pond during drawdown to stop beaver excavation in the dam.

HORTICULTURE
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Good Pruning Tools Make Job Easier

Well, I had an article for December but didn't have a slot for it, so February is as good as it can be for now. We are all be looking forward to our new group of graduates and newlyweds, but sometimes they are difficult to buy for. We can be proud of them and show how much we think of them by purchasing gifts they can use and really appreciate. I have used a few quality hand tools for pruning and would like to share some of them with you at this time.

Pruning is a chore with loppers that are not sharp or that don't cut properly — a sharp blade makes pruning easier and less time

Photo 1



Left: scissor-type loppers
Right: scissor-type hand pruners

consuming. If you have to cut the same site on the limb a second time, the loppers are not working properly. Be sure to purchase the by-pass type (scissor-type cutting action) loppers, for which you will pay in the range of \$30 to \$50 (see Photo 1). Generally these have a hooked blade, and they should be the type that can be tightened and sharpened. The handles should measure at least 26 inches.

For bigger limbs, a saw would be nice to have to finish the job that has been started. Here are a few examples of hand tools that have been great on residential grounds. One

is a folding saw that has a cutting edge of 8 to 12 inches. Some of the newer blade designs have the teeth set inside instead of outside, resulting in less drag and friction. This small design is handy but should not be sold short of ability

Photo 2



Left: 24-inch bow saw
Right: folding saw

to get into tight spots and remove a limb. This makes an excellent fishing, camping and backpacking gift and is a must for most sportsmen (and sportswomen). The price ranges from \$15 to \$30. If the previous saw sounds too small, and you don't need the handy folding blade, step up to a 24-inch bow saw to do the work around the house. A rusty, dull blade makes this tool inoperative, so be sure to have spare blades for this tool to get the real precision cuts. This saw ranges from \$20 to \$35 with extra blades (see Photo 2).

For bigger limbs, an electric saw may fit the bill. The past ice and windstorms have made me a believer in this tool. I have had more than one experience pulling the starter rope on the two-cycle engine chainsaws. No more mixing gas and oil with an electric saw, and most of the electric

saws are lighter and smaller, not to mention quieter. An oil reservoir for the chain bar will have to be filled occasionally. These range from \$70 to \$125.

As I have gotten older, I have acquired a fear of ladders, and I truly enjoy the gravitational pull as I stand on the ground. In the past years, I have used a pole pruner with an interchangeable lopper head. This can be used with one six-foot fiberglass section or all three sections. Either head works well from the ground level. The lopper head is activated by pulling a rope at ground level that is attached to a lever that closes the scissor-type action. Prices range from


\$70 to \$180.

Remember to make those cuts close to the main limb such that a stub is not left after the pruning is completed. Studies have shown that pruning paint is not necessary if pruning is done correctly. The dormant season is the time of year to do the pruning of trees and most shrubbery. It is not too late, February is an excellent time to finish up that pruning job. So go ahead and purchase that tool you have been putting off, and buy an extra for that grad or newlywed. Give the enjoyment of a quality tool for use in the outdoors — they will remember you every time they use the tool.

LIVESTOCK

by **Ryan Reuter**

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Sale Barn Surveys Show Trends in Premiums, Discounts

Many times, producers will respond to a new management idea with the comment “How do I get paid for that?” That is a great question because it challenges everyone to remember that the cattle business is just that — a business. While we can’t forget issues like environmental adaptability and reproductive efficiency, it is interesting to look at some of the factors cattle producers get paid (or discounted) for directly.

Table 1 summarizes three sale barn surveys conducted by the Extension service in Oklahoma, Kansas and Arkansas that attempted to determine the premiums and discounts received by feeder calves with various characteristics. While the absolute numbers vary somewhat, some trends are evi-

dent. Bulls get a discount, as do cattle with less than heavy muscling. Larger groups of de-horned, uniform calves get a premium. Makes sense, doesn’t it?

Premiums and discounts vary with the cattle cycle between years and with the seasonal tendencies within years, i.e., discounts are never as deep in up-trending markets as they are in declining markets and calves that get discounted in late summer can be par value in the spring. However, over the long run, improving the appeal of your calf crop to buyers will result in fewer discounts.

Table 2 reflects the desires of feedlot operators (your customers) regarding the information they would like to have on the cattle they feed. It is obvious to me that our customers are wanting, and will soon be demanding, more information from their suppliers (us). This underscores the

Factors	Oklahoma	Kansas	Arkansas	Average
Sex				
Steer	Base	Base	Base	Base
Bull	-\$3.56	N/A	-\$4.63	-\$4.10
Heifer	-\$10.56	-\$3.60	-\$10.95	-\$8.37
Mixed lots	-\$4.02	N/A	N/A	-\$4.02
Breed				
Hereford	-\$8.37	-\$1.79	-\$9.96	-\$6.71
Angus	Base	Base	Base	Base
Hereford X Angus	N/A	\$1.78	\$1.25	\$1.52
Charolais x Limousin	N/A	N/A	\$4.27	\$4.27
Limousin	N/A	N/A	\$2.70	\$2.70
Other English crosses	N/A	\$0.43	N/A	\$0.43
Exotic crosses	\$1.17	\$1.95	N/A	\$1.56
Black exotics	\$2.66	N/A	N/A	\$2.66
Brahman, 1/4 or less	-\$1.91	\$0.42	-\$1.94	-\$1.14
Brahman 1/4 or more	-\$5.91	-\$3.46	-\$1.30	-\$3.56
Longhorn	-\$26.82	\$7.96	-\$18.81	-\$12.56
Mixed breeds	-\$1.83	\$1.39	N/A	-\$0.22
Dairy	-\$24.95	-\$8.86	N/A	-\$16.91
Color				
Black white face	\$0.85	N/A	\$1.54	\$1.20
Spotted or Striped	N/A	N/A	-\$9.85	-\$9.85
Yellow	N/A	N/A	\$2.78	\$2.78
Muscling				
Heavy	Base	Base	Base	Base
Medium	-\$9.37	-\$3.50	-\$4.72	-\$5.86
Light	-\$26.48	-\$15.30	-\$13.40	-\$18.39
#4N/A	N/A	-\$22.65	-\$22.65	
Frame size				
Large	Base	Base	Base	Base
Upper Medium	-\$1.33	\$0.06	-\$0.65	-\$0.64
Lower Medium	-\$3.40	-\$1.16		-\$2.28
Small	-\$18.86	-\$8.93	-\$18.88	-\$15.56

Factors	Oklahoma	Kansas	Arkansas	Average
Health				
Dead hair or mud	-\$2.62	-\$1.11	-\$10.32	-\$4.68
Bad eye	-\$9.71	-\$2.83	-\$12.12	-\$8.22
Stale	-\$6.91	-\$5.06	-\$11.20	-\$7.72
Lame or Lumps	-\$21.58	-\$14.00	-\$27.02	-\$20.87
Sick	-\$28.42	-\$17.95	-\$25.42	-\$23.93
Condition				
Very thin	-\$13.24	\$0.12	-\$7.75	-\$6.96
Thin	-\$3.64	-\$0.10	\$2.34	-\$0.47
Average	Base	Base	Base	Base
Fleshy	-\$2.56	-\$1.34	-\$1.93	-\$1.94
Fat	-\$6.01	-\$2.24	-\$4.75	-\$4.33
Thin, fall	N/A	-\$1.71	N/A	-\$1.71
Fleshy, fall	N/A	\$0.98	N/A	\$0.98
Fat, fall	N/A	-\$0.57	N/A	-\$0.57
Fill				
Gaunt	-\$10.32	\$1.05	\$3.43	-\$1.95
Shrunk	-\$1.92	\$0.28	\$1.78	\$0.05
Average	Base	Base	Base	Base
Full	-\$4.15	-\$0.84	-\$5.16	-\$3.38
Tanked	-\$9.08	-\$11.54	-\$11.53	-\$10.72
Lot size				
6 to 10	\$5.69	N/A	N/A	\$5.69
>10	\$7.14	N/A	N/A	\$7.14
65-75	N/A	\$6.50	N/A	\$6.50
Horns				
All Horns	-\$3.03	-\$2.30	-\$1.06	-\$2.13
Uniformity				
Not uniform	-\$1.92	N/A	N/A	-\$1.92

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Table 2. Information buyers know, want and are willing to pay for			
	Information known	Want to know	Willing to pay for
Genetics			
Breed Composition	49%	94%	72%
Sire and performance data	31%	87%	79%
Seedstock supplier	32%	84%	35%
Health / Management			
Vaccination schedule	56%	94%	83%
Health products used	45%	90%	40%
Implant history	49%	94%	53%
Age at castration	32%	67%	18%
Single vs. multiple herd source	51%	81%	37%
Weaning age	38%	74%	23%
Nutritional management	46%	97%	53%
Herd History			
Feedlot gain	37%	97%	77%
Morbidity / mortality	25%	90%	67%
Cost of gain	30%	74%	40%
Quality grade	30%	97%	80%
Yield grade	30%	100%	70%
Dressing percent	30%	83%	45%
Conformance rate	29%	90%	44%

Source: Colorado State University, Behrends et al.

Thanks to Laura May, summer livestock intern, for compilation of this data.

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need to begin compiling information about your cattle and your management as best you can, as well as the larger need for a more coordinated production and information system for beef producers.

Table 1 is part of how you get paid today. Is Table 2 an indication of how you will get paid tomorrow?

Address Service Requested

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