

Cattle Marketing Workshop

September 20, 2018

Rycroft, Alberta

By: Brian Harcourt

Speaker Anne Wasko..SW Sask..2nd yr drought.

High lites this year so far.

Quotes and Comments.

2017 best year ever.

Superb beef demand,

Export markets very good.

Largest fed cattle slaughter in years.

Quarters 2 and 3 largest since 2010.

Beef cow inventory 3.7m.

For 9 years between 3.7 and 4m yearly.

West Can replacement heifers-3%.

Heifer market up +8%.

Cow market plus kill +18%.

west Can cattle on feed+12%, as of Sept +17%.

Some feed lots are expanding their operations.

Cattle feeders export +46%.

Cattle feeders in Can +14%

Part 2 Anne Wasko

By: Brian Harcourt

US cow herd at 32.5m up 1%.

High was 40m 1980.

Texas tops beef cows average 4.6m.

Missouri 2nd at 2.3m AB 6m, Sask 9m.

US beef production up +5%, highest ever demand.

Cattle feeders lose during summer months but gain as fall returns.

US exports +14%, imports -2%.

US pork production +3%.

US chicken production +2%.

Cattle sales \$ outlook.

Feed lots profits down slightly.

AB and Sask feed markets +5%.

Prices should get better this fall.

Seasonal selling weight 850lb, Oct and Nov good.

Big US corn crop est, 14.8 billion bushels.

Calve market flat all year, so far.

Cow market poor -10%, mostly because of drought.

Slaughter cows \$14/cw over US, -10%.

What could change things? Weather, feed, higher inputs, trade, NAFTA (USMCA) economy, consumer preferences, price volatility, risk management, War.

You need a PLAN. Be proactive.

www.realagriculture.com

Soil Health Workshop
August 13, 2018
Teepee Creek, Alberta

Speaker..Daryl Chubb, Irricana, AB.
1 403 836 2202.
daryl@intergritisoils

Quotes and comments.

What is soil health?

Plant and nutrient efficiency to improve food production.

Spread seeds into bale grazing on to land in early winter.

Animals feet will press seeds into the soil.

Soil is always moving, however slowly by vegetation
livestock, humans, birds and wild game.

Organic soil makeup..5% water, 25% air and 45% minerals.

Physical makeup..Bio, roots, mycorrhiza, sugars and
much more, many things in the soil have not been named yet.

Photosynthesis makes it all happen.

Protozoa bacteria is like a hunter searching for Oxygen.

Soil organic matter is made up of plant and animal residue.

Humus and carbon equals 1% SOM, soil organic matter.

Temperature and compaction affects soils ability
to hold Water, Top 6 inches can hold 27000 gallons of water.

Bacteria-oldest and most numerous organisms in soil.

Fungi-"hyphae"explores for nutrients and water.

Arburcular mycorrhiza extends plants roots
systems searching for Fungi.

Glomalin- is a sticky protein that stores high amounts of
Carbon and Nitrogen and aids in aggregation of the soil.

Protozoa- small single cell animal.

Earthworms decompose and improve water
infiltration and aeration of soil.

Destroyers of soil...cultivation, chemicals and over fertilization.
But mother nature trumps all.

Soil health does not come in a jug or a bag.

Silver bullets do not exist.

FEED the soil and encourage BIO activity.

Reduce, Rethink, Substitute, Redesign.

Book..VSA..Visual Soil Assessment.

Outlook Mail

Search Mail and People

New | Reply | Delete | Archive | Move to | Categories

Undo

star harcourt



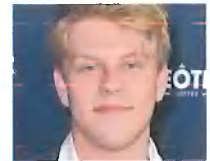
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Grazing School..

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Yesterday, 12:02 PM

audrey@clearhillscounty.ab.ca

Aug 7th 2018.

Bay Tree, AB.

Home of Andrew and Vivian Miller

Spruce Lane Ranch

Seminar sponsored by PCBFA.

Speaker...Jim Gerrish..Idaho..USA.

Quotes and comments.

How to make the most of your pasture.

Reduce your feed costs.

Implement "Management--Intensive Grazing".

The question..how do you estimate the capacity of your pasture to feed X number of cows for X number of days.

Could you list your strategy in the various steps you use?

Feeding time in any one paddock is the key factor.

The 4 necessities to produce fiber, milk, meat etc, are water, air,soil and light.

Grazing should begin after the 5th or 6th leaf on the plant.

Grazing should terminate leaving 3+ leaves.

Stock density is a critical element in grazing time.

Grass feeds grass, there must be leaves to capture the solar energy, carbon, oxygen etc in order to feed the root system.

The "Leaf Area" is an important feature of estimating your pastures capacity.

The ratio is 5sq ft of leaf area to 1 sq ft of ground.

Photosynthesis is the driving force of our planet.

The plant soaks up the solar energy passing down into the root system, the roots make the plant grow thereby producing Food.

In your pasture 7 to 10 varieties of plants are optimal.

Takes an average of 40 days to produce one ton of forage per acre.

Grazing is cheaper than making HAY.

Harcourt.

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Cattle Marketing Update 2018

Rycroft Ag Society Hall

Hosted By Peace Country Beef and Forage

By: Julie Watchorn

PCBFA had a contest called "Soiling Your Undies" You were to bury 100% cotton underwear in your soil

Dig up two months later the more decomposed your underwear is the more biologically active your soil is

1st place: 5-year membership to PCBFA

2nd place: 1 free soil health test to CARA soil health lab

3rd place: \$50 gift cert. to PCBFA

There were several guests from various livestock venues

North Peace Feeders Assoc. Berwyn Ab (since 1955) – Al Landaker

North Central Livestock Exchange Clyde Ab – Marty Gilfillian

Grande Prairie Feeders Assoc.- Allan McLachlan

AFSC-talked about management programs that are offered

- Crop(hay & crop)

- Lending

- Livestock price insurance

- AgStability

Gateway Livestock Exchange- Anne Wasko

Has been a market analyst for 33 years

Is from South west Saskatchewan

2018 Market Highlights:

- last year was the 1st year('17) Alberta feeder calves traded over US calves
- beef supply 3.73 million down 1%
- Ab and Sask have 70% of the national cow herd
- Cow exports up 18%
- Cow kill up 15% in Canada
- Aug 1 in feedlots 750 thousand cows up 12%
- 200 thousand exported
- Us beef production up 5% all time high

WHERE'S THE COW HERD?

Top 10 Regions-Beef Cows-Jan 2018

Texas- 4.585 million

Missouri- 2.166 m
Oklahoma- 2.131 m
Nebraska- 1.910 m
S. Dakota- 1.801m
Alberta- 1.555
Kansas- 1.507
Montana- 1.497
Saskatchewan- 1.096
Kentucky- 1.033

Cattle Price Outlook

Canada will feed 5% more-putting more heifers on feed
Cows on 10% but %14/cwt over the US

Many variables change cattle prices

- weather
- drought
- feed supply/feed prices
- fires/disasters
- NAFTA
- economy
- FAD(foreign animal diseases)
- plant-based protein burger at A&W...is that going to hurt cattle prices??

real agriculture.com
Sirius Radio Ch.147
Rural Radio

Ranching for Profit w/Dave Pratt

By: MacKay Ross

Work on agreements for getting things done, not expectations to get it done.

3 secrets in Ranching for profit;

Reduce overhead costs (hay, extra equipment, winter vs summer calving etc.).

Increase gross margin per unit (1100lb cow with a high feed efficiency weaning a 500lb calf has a higher gross margin than a 1600lb cow with an average feed efficiency weaning a 650lb calf, a 50% bigger cow eating 75% more food to wean a 30% bigger calf sounds good at the coffee shop but is not profitable).

Increase turnover (3/1100lb cows instead of 2/1600lb cows).

Each operation on the farm must be separate, even if you own the land have the grain/cattle etc. part of the farm pay you rent, if more than one operation is using the land in a year have each pay rent, no free rides. Each operation on the farm must be profitable (cattle operation must be able to pay the haying operation more than it costs to make the hay).

Only 30% of ranches are passed on intact.

Rent or sell the ranch to the next generation, don't give it to them.

Sadly ranches tend to be unviable, strive to make it a business that can be left for weeks or months.

Learn to run a business that raises livestock not the other way around.

Run your farm as a business and the lifestyle you want will come.

Breakthrough from self/employed to business owner, from safety to freedom.

Do the owners/workers on the farm annually attend Professional development opportunities?

Measure by results not effort, it is possible to work hard and lose money.

Profit is to business, as breathing is to life.

Communication; listen, reflect on what they said (paraphrase to ensure you understand) then formulate a response.

Cost on an acre is overhead, cost spent on a cow is a direct cost.

Project forward, (could you only drive a truck in a forward direction with the rear and side mirrors? I guess if the road is straight and nothing is in front of you).

"In battle plans are useless, but planning is indispensable." Dwight D. Eisenhower.

Most ranchers talk about prices, weather and government, none of which we can influence, with the exception of drought tolerance. Which mitigates, in part, weather.

Invest in assets to sell, not to keep. An asset that is kept is a liability.

Get returns on more than grass, multiple layers of profit on the same acre.

Remember; amateurs pay to play, professionals get paid, to play.

Ideas are half baked, proposals are ready to go.

Chase profit not production; also keep an eye on quality over quantity.

Figure out what the profit is for (not your salary) then decide how much profit you need to make.

Set aside 2 mornings a week, get the \$100/hour work done (ie. books)

"This is a business and I will run it as one." Needs to be your mantra.

Biggest cost to keeping a cow is depreciation.

Eliminate depreciation on cows; Purchase Price or Replacement Cost of female – Salvage Value
Productive Years in the Herd

What is the total cost of raising a replacement heifer? If you can buy them cheaper; should you, and why are they cheaper?

Increase value of cull females (fatten before sale).

Increase longevity of females in the herd (genetics).

"What do you know is impossible to do, then find a way to do it."

Plants need adequate rest based on how long it was grazed and growth rate based on plant and time of year.

In grazing management, 32 paddocks per rotation is the minimum needed to start making improvement on grass production and soil health.

Most graziers consider 61 paddocks and daily moves a minimum; this allows 60 days of rest.

Rest, graze period, density, herd impact, stocking rate needs to be equal to carrying capacity.

Find the date of no return on a drought year, always destock at that time.

"First steps" and profit tips on www.ranchingforprofit.com