



CATTLE CALL *extra!*

NEWS AND INFORMATION FOR
TODAY'S BEEF PRODUCER



November 2006



YOU CAN CONTROL YOUR SUPPLEMENTATION ECONOMICS.

FIND OUT HOW FUEL,
TIME AND LABOR COSTS
CAN BE MANAGED WITH
CRYSTALYX® IN
CATTLE CALL *extra!*

Find out about it in this issue of BEEF.

SUPPLEMENTATION ECONOMICS CONTROL FUEL, TIME AND LABOR COSTS

The price of fuel is more volatile than ever. As a producer, you can't rely on the oil market to make your marketing decisions. There are factors you can control that will directly impact your bottom line, starting with transportation and fuel costs. And that's just the beginning of the CRYSTALYX® solution.

A SUPPLEMENT PLAN WITHOUT ALL THE MILES

The cost of getting supplements to your herd depends, in large part, on the kind of supplement you choose. The cost per-ton of supplement doesn't begin to tell the whole story. Hand-fed supplements such as grains, range cake or byproducts require frequent delivery. The uncertainty over the cost of fuel means producers have to make sure they are using the most energy-efficient supplementation method possible. Taking all the expenses involved in supplementation into your cost analysis is more critical than ever.

CRYSTALYX® low-moisture blocks are self-fed and offer controlled supplement intake. They typically last two to three weeks when recommended stocking ratios are followed. That means you can greatly reduce the number of trips needed to supplement your herd. Let's assume you need to replace CRYSTALYX® every 14 days. With a range cake supplement, most producers will feed every two days or three times per week. If you conservatively figure your travel costs at 40-cents per mile for your delivery vehicle, you can quickly do the math and see the advantage of supplementing with CRYSTALYX®.

DELIVERY COSTS OF SUPPLEMENTATION WITH INCREASING FUEL COSTS			
Fuel Costs Per Gallon	\$1.50	\$2.50	\$3.50
Estimated Vehicle Cost/Mile (10 mpg)	\$0.404	\$0.504	\$0.604
Cost Per 10-Mile Trip	\$4.04	\$5.04	\$6.04
Labor Cost/Trip (\$10/hr.)	\$10.00	\$10.00	\$10.00
DELIVERY COST/WEEK			
1 Trip	\$14.04	\$15.04	\$16.04
3 Trips	\$42.12	\$45.12	\$48.12
DELIVERY COST/100-DAY PERIOD			
1 Time/Week	\$200.35	\$214.62	\$228.89
3 Times/Week	\$601.05	\$643.86	\$686.67

TIME AND LABOR FACTORS

Labor and equipment costs can also eat away at your bottom line. Again, the supplement you choose affects the labor intensity and equipment needs and expenses you'll be paying. Hand-fed supplements increase your labor requirements, time management and handling and storage costs. Lower-priced supplements can look desirable on the surface, but may need to be delivered more frequently. Some contain increased levels of water, while others require additional processing, storage needs or feeding equipment. It all adds up. You can eliminate costs associated with storage and delivery, because CRYSTALYX® is a self-contained supplement in an easy-to-handle steel barrel.

CALCULATE YOUR SUPPLEMENTATION COSTS

CRYSTAL CLEAR ECONOMYX® is an economic tool that fairly compares different supplementation programs. The program gives you a complete look at all your supplementation costs. It evaluates and then displays, in a computer spreadsheet format, costs that are sometimes overlooked or difficult to calculate. Download the free program from crystalux.com.



www.crystalux.com
1-800-727-2502





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THE RETURNS ARE IN: CRYSTALYX® DELIVERS

There are other economic factors that should be considered beyond costs. Those factors can be boiled down to one simple word: Returns. And optimizing herd health, reproductive performance and calf gains through proper nutrition is key to maximizing these returns.

PREGNANCY AND CALVING

The economic benefit of increased pregnancy rates as the result of improved supplementation, as well as increased numbers of cows calving in the crucial first 21 days, can make a significant difference in the economic health of a producer's herd. Research has shown and producer observations have backed up results that show heavier weights at weaning, improved cow body condition and faster breed-backs when feeding CRYSTALYX®. Healthier cattle appearance and better utilization of pastures and forages are also reported.

Producers have stated that when they feed CRYSTALYX® Brand Supplements, they improve energy status which can help shorten the time cows need to return to estrus. If cows are in poor body condition, supplemental nutrients will help increase conception rates. If cows have reproductive problems or are excessively thin, the conception rate of the herd will be poor until these conditions are alleviated.

PASTURE MANAGEMENT

Getting the most out of your entire pasture is another economic key, and again, CRYSTALYX® has produced proven results. Strategic supplementation can lure cattle to areas they otherwise would not graze, maximizing pasture use. Research has proven that CRYSTALYX® is more effective than salt, range cake or liquid supplements when it comes to a pasture management tool. You can read more about this research and hear from producers who have seen the results at crystalyx.com.

Optimizing beef cow-calf returns requires producers be vigilant in balancing resources available as inputs with the output of the herd. The output side of the equation is highly influenced by subtle changes in cow reproductive performance, and also by factors that directly impact calf health and growth.

It is in the producer's best interest to account for all of the costs associated with a supplemental nutrition program, all the way to consumption by the cow herd. Times have changed in the beef business, and it may be time to re-evaluate how you are supplementing your herd.

ECONOMIC IMPACT OF KEY REPRODUCTIVE & PERFORMANCE MEASURES

	Increment	Loss (Calf Weight)	Economic Impact/Calf*
Pregnancy Rate Reduction	5%	27.5 lbs.	\$34.38
Additional Heat Cycle For Rebreeding	21 days	45 lbs.	\$56.25
Calf Mortality (Scours) Increase	5%	15 lbs.	\$18.75
Reduced Milk Production	10%	20 lbs.	\$25.00

*Impacts calculated at 550 lb. weaning weight and \$1.25/lb. calf value.



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