

PROFITING FROM INFORMATION MANAGEMENT, CATTLE HANDLING, & CARCASS QUALITY IN THE FEEDLOT

Leighton Kolk

Kolk Farms Ltd.

KOLK FARMS LTD.

- Located in Iron Springs, Alberta Canada
 - 2 Feed yards, 15,000hd capacity
 - 3rd Generation Family farm
 - Grid Marketing
 - C.A.B partner feedlot
 - 20 Employees, including 3 Kolk Children
 - 2600 Acre Irrigated land
 - 1500 Dry Acres
-



PROFITING FROM CARCASS QUALITY

You can't manage what you don't measure

PROFITING FROM CARCASS QUALITY

- Reduced discounts
 - More consistent carcass quality
 - Increased premiums
 - Weight and DOF management
-

PRODUCTION PRACTICES TO ENHANCE CARCASS QUALITY:

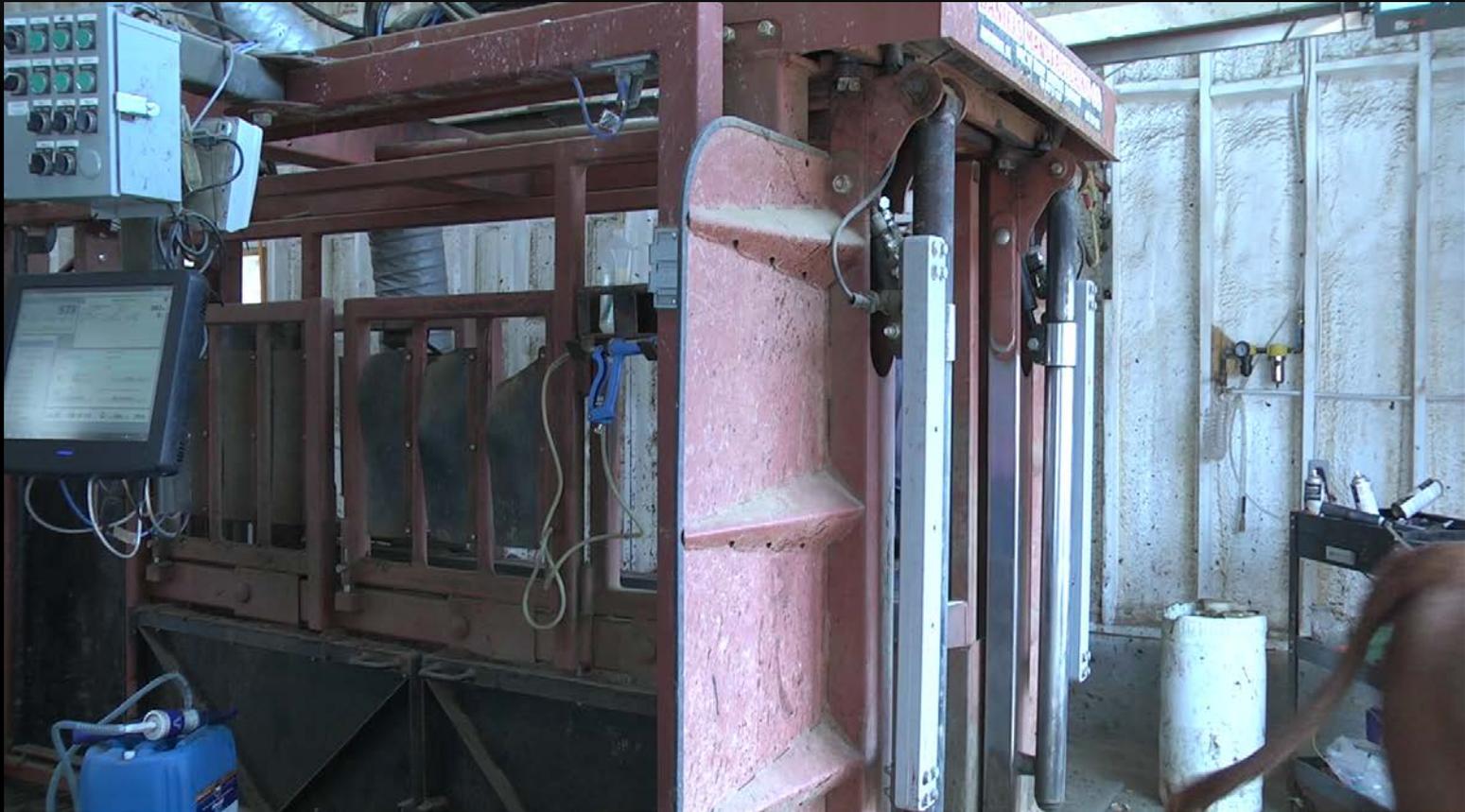
- Improved pen flooring
- Bedding
- Cleaning



PROFITING FROM CATTLE HANDLING

Are there benefits from low-stress handling?

HUMAN SAFETY



ARE THERE BENEFITS TO LOW-STRESS HANDLING?







ANIMAL WELFARE



REDUCE STRESS AND TENSION ON CATTLE



LOW STRESS CATTLE HANDLING



LOW STRESS- A KEY FOCUS FROM ARRIVAL TO DEPARTURE



PROFITING FROM INFORMATION MANAGEMENT

INFORMATION OVERLOAD!

Cattle quality

Herd health

Live cattle futures

Mortality

Basis contracts

Drug withdrawal dates

Ration balancing

Optiflex days

Mixability test

DMC

Live cattle cash price

Grain quality

Morbidity

Feeder cost

Carcass weights

ADG

Grain supply to price

Feeder forward contracts

DOF

Packer contracts

Purchase of grain

Implant dates

Break even

Feeder supply

Bunk management

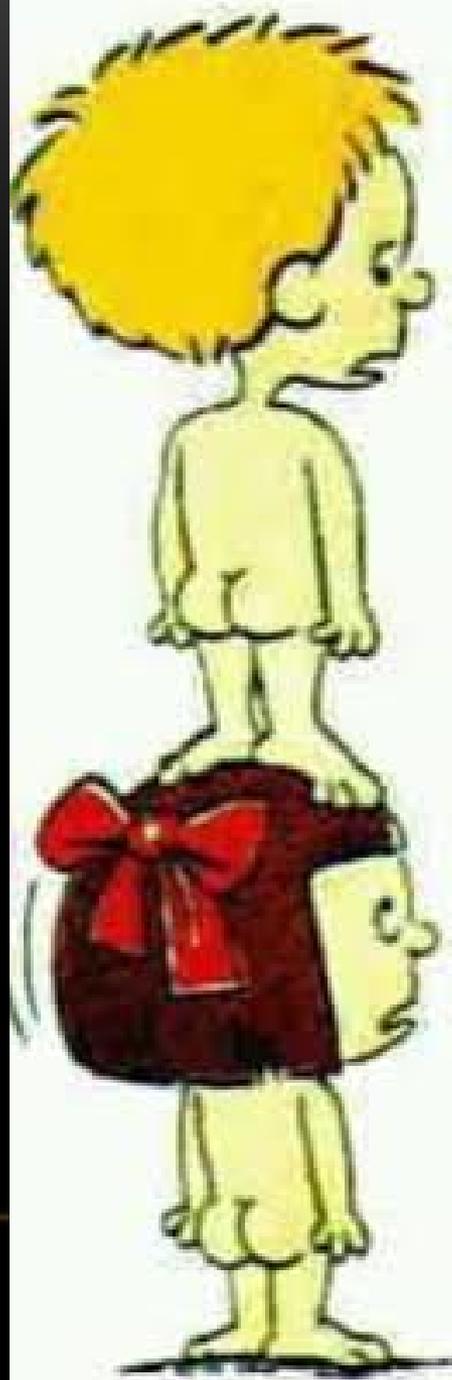
Grid premiums/discounts

Canadian \$

HOW TO MANAGE:

- What you know you know
- What you know you don't know
- What you don't know you don't know
- What you think you know that just ain't so

-DANNY KLINEFELTER



Okay, we took
off our clothes,
I got on top
of you... How
long 'til it starts
feeling good?

I don't know
but I've got
a headache
already!

Athena: Carcass Data

- Navigation**
- Reports
 - Carcass Quality
 - Quality Grade
 - Economic Report**
 - CAB Acceptance Rate
 - Projected Weight Report
 - Comparison Report
 - Economic Calculator
 - Sales Summary
 - Sales Planning Report
 - Lot Closeout Report
- Data +
- Import +
- Setup +

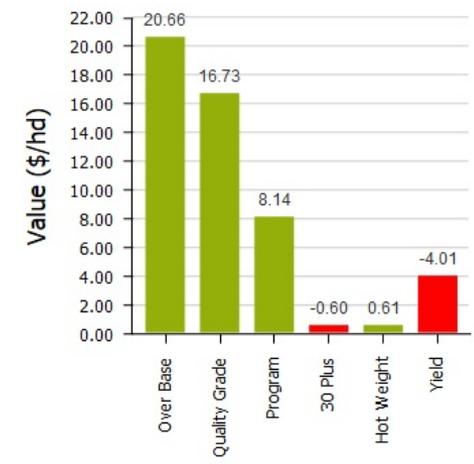
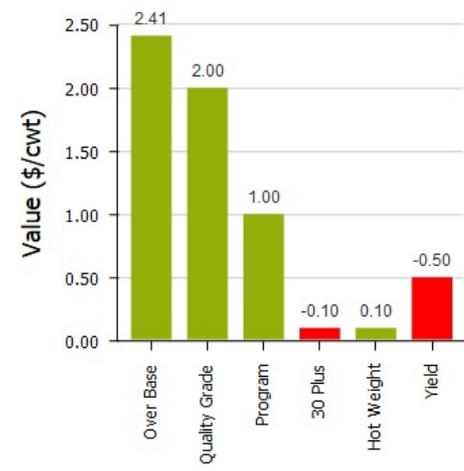
Economic Report

Lot: Grade: From Date: Clear

Source: Color: To Date:

Feedlot: Sex: Incoming Live Wt: Update

Color: Black, # Head: 26564



Color: Black, # Head: 26564

	Total	per hd	per cwt
Value (\$)	49,845,098.32	1,876.42	219.28
Base Value (\$)	49,296,279.57	1,855.76	216.86
Hot Weight (lbs)	22,731,819.8	855.7	
Incoming Live Weight (lbs)	22,197,707.0	835.6	
Days On Feed		179	

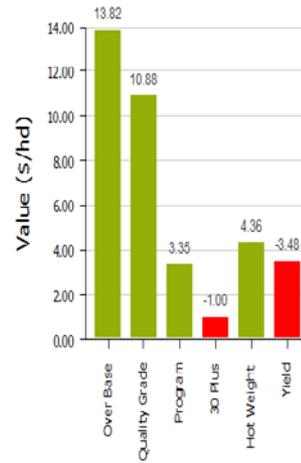
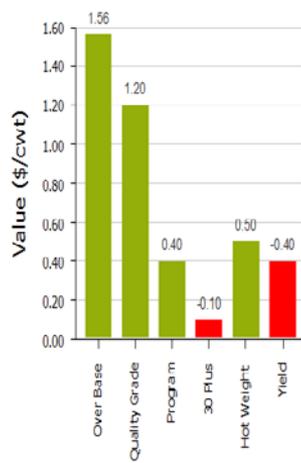
	Estimated
Incoming Carcass Weight (lbs)	492.0
Carcass Average Daily Gain	2.03

Athena: Carcass Data

Economic Report

Lot: Grade: From Date:
 Source: Color: To Date:
 Feedlot: Sex: Incoming Live Wt:

Lot: 14H-53SGRKF, # Head: 702



Lot: 14H-53SGRKF, # Head: 702

	Total	per hd	per cwt
Value (\$)	1,548,125.27	2,205.31	248.58
Base Value (\$)	1,538,426.73	2,191.49	247.02
Hot Weight (lbs)	622,799.6	887.2	
Incoming Live Weight (lbs)	627,393.0	893.7	
Days On Feed		163	

Estimated

Incoming Carcass Weight (lbs)	531.2
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Purchase Calculator for Kolk Farms Ltd.

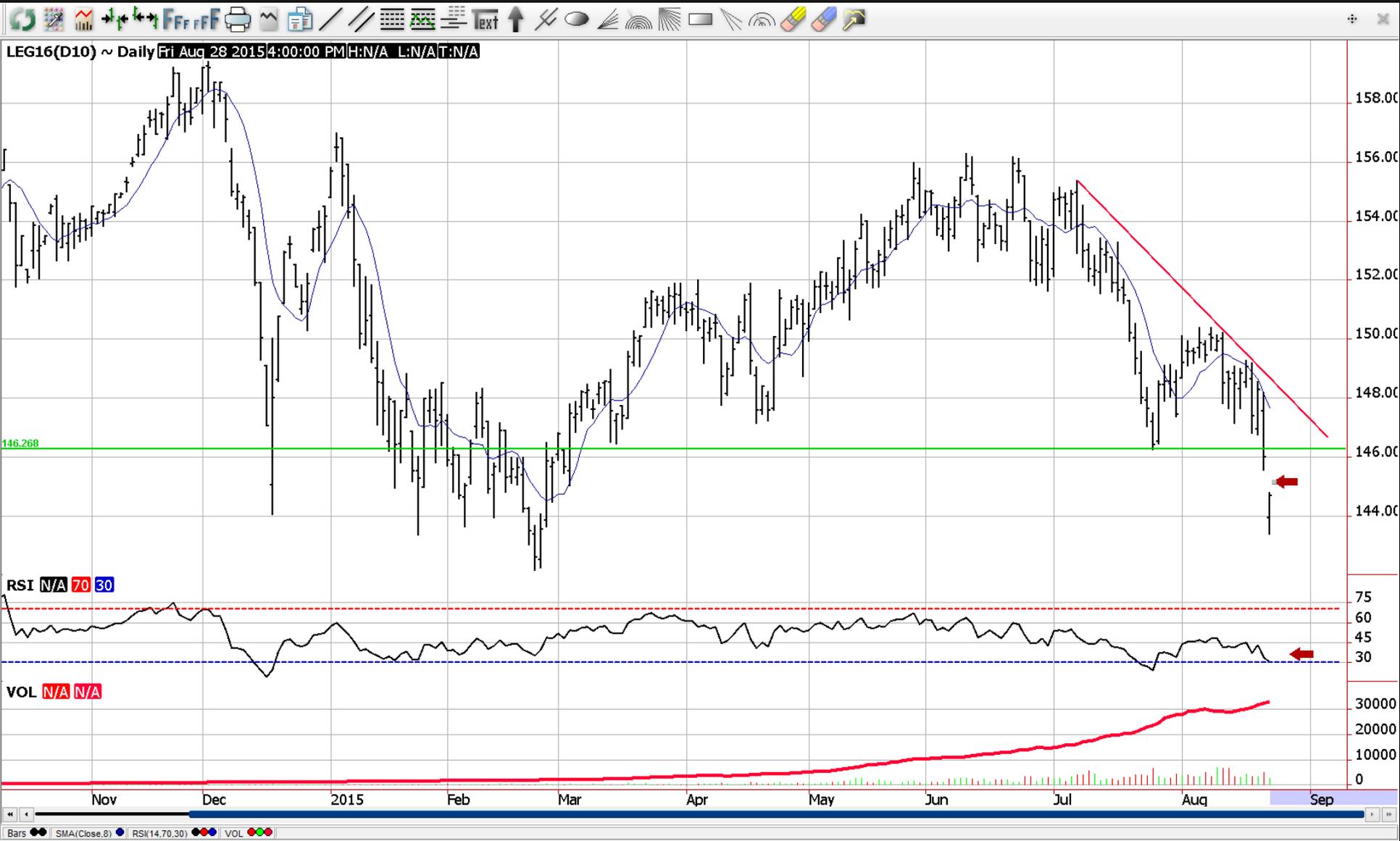
Linus/Risk Management

New Calculator

Category/Classification Priority...

	Event 1	Event 2	Event 3
Lot Category	Fed Beef Cattle	Fed Beef Cattle	Fed Beef Cattle
Classification	Heifer Calf	Steer Calf	Yearling Steer
Date In	Oct 19, 2015	Oct 19, 2015	Aug 24, 2015
In Weight	525	575	925
Out Weight	1350	1475	1550
DM Ration Cost	\$ 234.67	\$ 236.61	\$ 244.15
COG	\$ 95.83	\$ 84.60	\$ 87.55
Total COG @ 3% *	\$ 105.38	\$ 94.20	\$ 96.56
Purchase (\$/cwt)	\$ 315	\$ 335	\$ 262
ADG	2.90	3.30	3.85
DM Conversion	7.10	6.30	6.65
Death Loss %	1.50	1.50	0.75
Days on Feed	285	273	163
Out Date	Jul 30, 2016	Jul 18, 2016	Feb 03, 2016
Breakeven	\$ 186.90	\$ 188.07	\$ 195.29
Futures	\$ 133.03	\$ 133.03	\$ 143.78
CDN	\$ 75.98	\$ 75.98	\$ 75.66
Breakeven Basis	\$ 11.82	\$ 12.99	\$ 5.26
Projected Basis	\$ -3	\$ -3	\$ 0.75
Projected Cash	\$ 172.08	\$ 172.08	\$ 190.78
Profit/HD	\$ -200.03	\$ -235.87	\$ -69.97
R.O.I	-12.27 %	-13.42 %	-5.75 %
R.O.I. @ 50%	-24.53 %	-26.84 %	-11.50 %
R.O.I. @ 35%	-35.05 %	-38.34 %	-16.43 %

TRENDS IN FUTURES/RISK MANAGEMENT



Production Management

Lot Center (1510HORKF)

New Edit Delete Advanced Find Advanced Sort Advanced Print Hide Detail Print Detail Remaining Price Custom Column Regenerate

Total: 727 Displayed: 49 Selected: 1

Status: Open Open On: (-) Current Owner:

Lot Name	Sex	Count	Weight (lb)	Projected Break Even (per lb)	Projected Cost of Gain (per lb)	Projected ADG (lb)	Location	Status	Breed	Color	Cattle Type	Weight Class (lb)	Lot Days	Custom Column	Ownership Percentage	Ownership Interest Rate	Ownership Equity	First Date In
375GlenCalf	Female	33	936.32	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British		Fall Placed Calves	900	354		0.00000%	0.00%	\$0.00	12/11/2013
471SORKF	Male	82	1,447.66	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Fall Placed Calves	1,400	281		0.00000%	0.00%	\$0.00	04/11/2014
474SGRPL	Male	240	1,428.03	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Fall Placed Calves	1,400	270		0.00000%	0.00%	\$0.00	21/11/2014
476HGRKF	Female	1	1,874.15	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Backgrounded Ye...	1,800	260		0.00000%	0.00%	\$0.00	02/12/2014
478SFALL	Male	72	1,050.16	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Fall Placed Calves	1,000	234		0.00000%	0.00%	\$0.00	30/12/2014
479HFALL	Female	82	787.18	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Fall Placed Calves	700	234		0.00000%	0.00%	\$0.00	30/12/2014
480MegST	Male	13	1,025.53	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Fall Placed Calves	1,000	234		0.00000%	0.00%	\$0.00	30/12/2014
481MegHF	Female	15	801.01	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	British Cross		Fall Placed Calves	800	234		0.00000%	0.00%	\$0.00	30/12/2014
4H-58SYKF	Male	1	1,503.93	\$0.000	\$0.000	0.00	Haney Feedlot	Open	British Cross		Fall Placed Calves	1,500	312		0.00000%	0.00%	\$0.00	04/10/2014
510HORKF	Female	497	1,229.09	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	Exotic Cross		Winter Placed Cal...	1,200	160		0.00000%	0.00%	\$0.00	06/03/2015
512SVKF	Male	310	1,454.87	\$0.000	\$0.000	0.00	Kolk Farms Ltd.	Open	Exotic Cross		Backgrounded Ye...	1,400	156		0.00000%	0.00%	\$0.00	11/03/2015

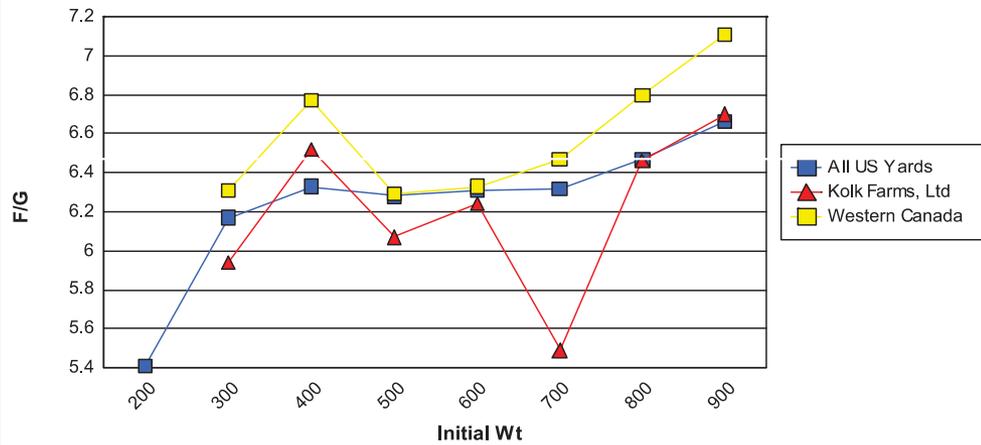
Use Options Date Range: Calculate For Current Owner Use Detail Values With Advanced Print Compare...

Detail Area
Basic Info
Extra Info
Billing
Profit/Loss
Production
Projections
Feed Usage By Ingredient
Feed Usage By Ration
Feed Usage By Ration Version
Drug Usage
Input Usage
Yardage/Day Summary
Other Items
Ownership
On Cohorts

	Total	Per lb	Per Animal	Per Day
Feed	\$175,934.09	\$0.636	\$350.466	\$2.195
Drugs	\$15,616.25	\$0.056	\$31.108	\$0.195
Inputs	\$5,097.39	\$0.018	\$10.154	\$0.064
Yardage	\$14,424.66	\$0.052	\$28.734	\$0.180
Other Items	\$0.00	\$0.000	\$0.000	\$0.000
Subtotal	\$211,072.39	\$0.764	\$420.463	\$2.634
Tax	\$1,318.75	\$0.005	\$2.627	\$0.016
Total	\$212,391.14	\$0.768	\$423.090	\$2.650

F/G by Initial Weight: Steers

12 Month Average Ending 3/2015





"Well no wonder why they're more productive than us!"

Health Management

WOLK FARMS LTD.

Health Data Summary

August 1, 2009 to July 31, 2010

Prepared by:

Coaldale Veterinary Clinic Ltd.

Cattle Type:

	Fall Heifer Calves			Fall Steer Calves			Winter Heifer Calves			Winter Steer Calves			Yearling Heifers			Yearling Steers		
	# Head	%	Area Ave	# Head	%	Area Ave	# Head	%	Area Ave	# Head	%	Area Ave	# Head	%	Area Ave	# Head	%	Area Ave
Morbidity																		
BRD	68	16.79	17.11	200	8.31	16.74	59	4.34	9.27	420	6.75	9.83	105	3.93	5.01	316	6.44	2.44
BRD-R1	16	3.95	1.40	25	1.04	1.70	5	0.37	0.89	109	1.75	1.54	26	0.97	0.80	92	1.88	0.31
BRD-2+	3	0.74	0.28	9	0.37	0.36	1	0.07	0.16	28	0.45	0.43	5	0.19	0.19	40	0.82	0.11
FR	83	20.49	7.74	311	12.92	10.77	184	13.54	8.32	796	12.80	10.18	401	15.01	9.88	1058	21.57	6.09
Other	35	8.64	4.67	162	6.73	5.50	56	4.12	2.45	130	2.09	3.20	105	3.93	1.83	235	4.79	2.00
TOTAL Treatments	205	50.62	31.19	707	29.37	35.06	305	22.44	21.08	1483	23.85	25.17	642	24.03	17.71	1741	35.50	10.95
Ave. Tx Cost	\$4.54		\$6.08	\$3.44		\$6.36	\$1.00		\$3.91	\$3.45		\$3.63	\$3.07		\$2.39	\$5.33		\$1.31

Mortality

AIP	0	0.00	0.21	3	0.12	0.08	1	0.07	0.06	3	0.05	0.04	4	0.15	0.03	6	0.12	0.02
BRD	3	0.74	0.40	1	0.04	0.31	2	0.15	0.18	8	0.13	0.21	5	0.19	0.18	14	0.29	0.12
H. somnus	0	0.00	0.17	2	0.08	0.13	0	0.00	0.04	3	0.05	0.06	1	0.04	0.04	2	0.04	0.01
Calving	0	0.00	0.04	0	0.00	0.00	1	0.07	0.05	0	0.00	0.00	0	0.00	0.07	0	0.00	0.00
BVD	0	0.00	0.10	3	0.12	0.06	0	0.00	0.03	4	0.06	0.05	1	0.04	0.03	6	0.12	0.03
Bloat & Digestive	1	0.25	0.17	8	0.33	0.36	0	0.00	0.11	10	0.16	0.18	1	0.04	0.10	9	0.18	0.12
Nervous/TEME	0	0.00	0.13	1	0.04	0.13	0	0.00	0.04	1	0.02	0.04	0	0.00	0.02	1	0.02	0.02
Other	1	0.25	0.21	11	0.46	0.28	0	0.00	0.17	11	0.18	0.17	8	0.30	0.10	11	0.22	0.09
Unknown	0	0.00	0.02	0	0.00	0.01	0	0.00	0.02	0	0.00	0.01	0	0.00	0.05	0	0.00	0.01
No PM	0	0.00	0.20	1	0.04	0.01	0	0.00	0.02	1	0.02	0.01	0	0.00	0.01	0	0.00	0.01
Mycoplasma	2	0.49	0.44	6	0.25	0.49	1	0.07	0.07	5	0.08	0.10	5	0.19	0.09	3	0.06	0.05
Injury	1	0.25	0.07	4	0.17	0.12	0	0.00	0.08	7	0.11	0.11	3	0.11	0.04	6	0.12	0.08
TOTAL	8	1.98	2.16	40	1.66	1.98	5	0.37	0.85	53	0.85	0.98	28	1.05	0.76	58	1.18	0.57

No. of Head

405

2407

1359

6218

2672

4904

Health Management

Scale Indicator

1,040

Connected	Not Setup	Animal	LB
Device Status	Remote Display	Mode	Unit

Zero

Original Animal Info Header

RFID: 124000238702212 Trial Tag: <unused ID>

Right Ear Tag: PU 3764 Colored Tag: <unused ID>

Lot: 1537HPLR Home: R3 Current: Move To: 10

Known Status: New Sex: Female Age Verified: No

Slaughter: Withdrawal: Oct 8, 2015 Age: 0 months

Subjob

- ✓ Identify Animal
- ✓ Assign Visual ID
- ✓ Change Attributes
- ✓ Age Verify
- ✓ Get Weight

Manually Find Animal

Lot and Pen

Lot: 1537HPLR

Pen:

Use Lot/Pen In Query

Type: RFID

ID:

Query

Fusion: Nutritional Management

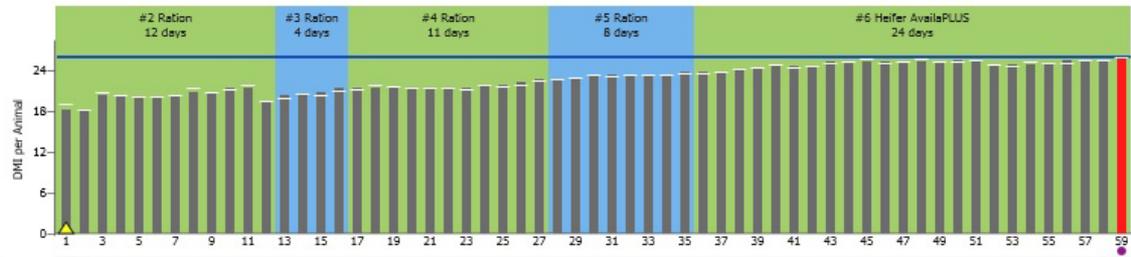
Date: 21/08/2015 Location: Kolk Farms Ltd. Truck: All Trucks User: All Users

View By Load View By Pen Usage Summary Bunk Call Info

Call	Pen	Ration	Count	Sex	Progress	Total Left
<input checked="" type="checkbox"/>	A1	#6 Steer ...	88	M	2 • 99%	21
<input checked="" type="checkbox"/>	A2	#6 Steer ...	125	M	1 • 100%	0
<input checked="" type="checkbox"/>	A3	#6 Steer ...	135	M	1 • 103%	0
<input checked="" type="checkbox"/>	A4	#OF8 - S...	79	M	1 • 99%	14
<input checked="" type="checkbox"/>	A6	#OF8 - H...	16	F	1 • 79%	83
<input checked="" type="checkbox"/>	A7	#6 Heifer...	239	F	3 • 100%	22
<input checked="" type="checkbox"/>	A8	#6 Heifer...	247	F	3 • 101%	0
<input checked="" type="checkbox"/>	A9	#6 Heifer...	238	F	3 • 102%	0
<input checked="" type="checkbox"/>	A10	#6 Heifer...	249	F	3 • 101%	0
<input checked="" type="checkbox"/>	B9	#6 Heifer ...	248	F	2 • 100%	0
<input checked="" type="checkbox"/>	B8	#6 Heifer...	249	F	3 • 101%	0
<input checked="" type="checkbox"/>	B7	#6 Heifer...	218	F	2 • 101%	0
<input checked="" type="checkbox"/>	B6	#6 Heifer...	220	F	3 • 100%	0
<input checked="" type="checkbox"/>	B5	#5 Ration	86	F	1 • 102%	0
<input checked="" type="checkbox"/>	B4	#5 Ration	118	F	1 • 100%	0
<input checked="" type="checkbox"/>	B3	#OF8 - S...	55	M	1 • 95%	75
<input checked="" type="checkbox"/>	B2	#6 Heifer...	117	F	2 • 100%	0
<input checked="" type="checkbox"/>	B1	#6 Heifer...	117	F	2 • 100%	0
<input checked="" type="checkbox"/>	H1	#OF8 - S...	16	M	1 • 101%	0
<input checked="" type="checkbox"/>	H2	#1 Ration	6	F	1 • 145%	0
<input checked="" type="checkbox"/>	H5	#6 Heifer...	31	M	1 • 47%	290
<input checked="" type="checkbox"/>	H6	#5 Ration	1	F	1 • 377%	0
<input checked="" type="checkbox"/>	H7	#6 Steer ...	11	M	1 • 87%	34
<input checked="" type="checkbox"/>	C1	#6 Heifer...	247	F	2 • 101%	0
<input checked="" type="checkbox"/>	C2	#6 Heifer...	248	F	3 • 100%	0
<input checked="" type="checkbox"/>	C3	#6 Heifer...	246	F	2 • 100%	27
<input checked="" type="checkbox"/>	C4	#6 Heifer...	251	F	3 • 100%	0
<input checked="" type="checkbox"/>	D7	#6 Heifer...	262	F	2 • 100%	2
<input checked="" type="checkbox"/>	D6	#6 Heifer...	258	F	3 • 102%	0
<input checked="" type="checkbox"/>	D5	#6 Heifer...	230	F	3 • 101%	0
<input checked="" type="checkbox"/>	D4	#1 Ration	69	F	1 • 96%	88
<input checked="" type="checkbox"/>	D2	#6 Heifer...	246	F	3 • 102%	0
<input checked="" type="checkbox"/>	D1	#6 Heifer...	251	F	2 • 101%	0
<input checked="" type="checkbox"/>	E1	#6 Steer ...	257	M	3 • 100%	14
<input checked="" type="checkbox"/>	E2	#6 Steer ...	239	M	4 • 101%	0
<input checked="" type="checkbox"/>	E3	#OF8 - H...	258	F	1 • 101%	0

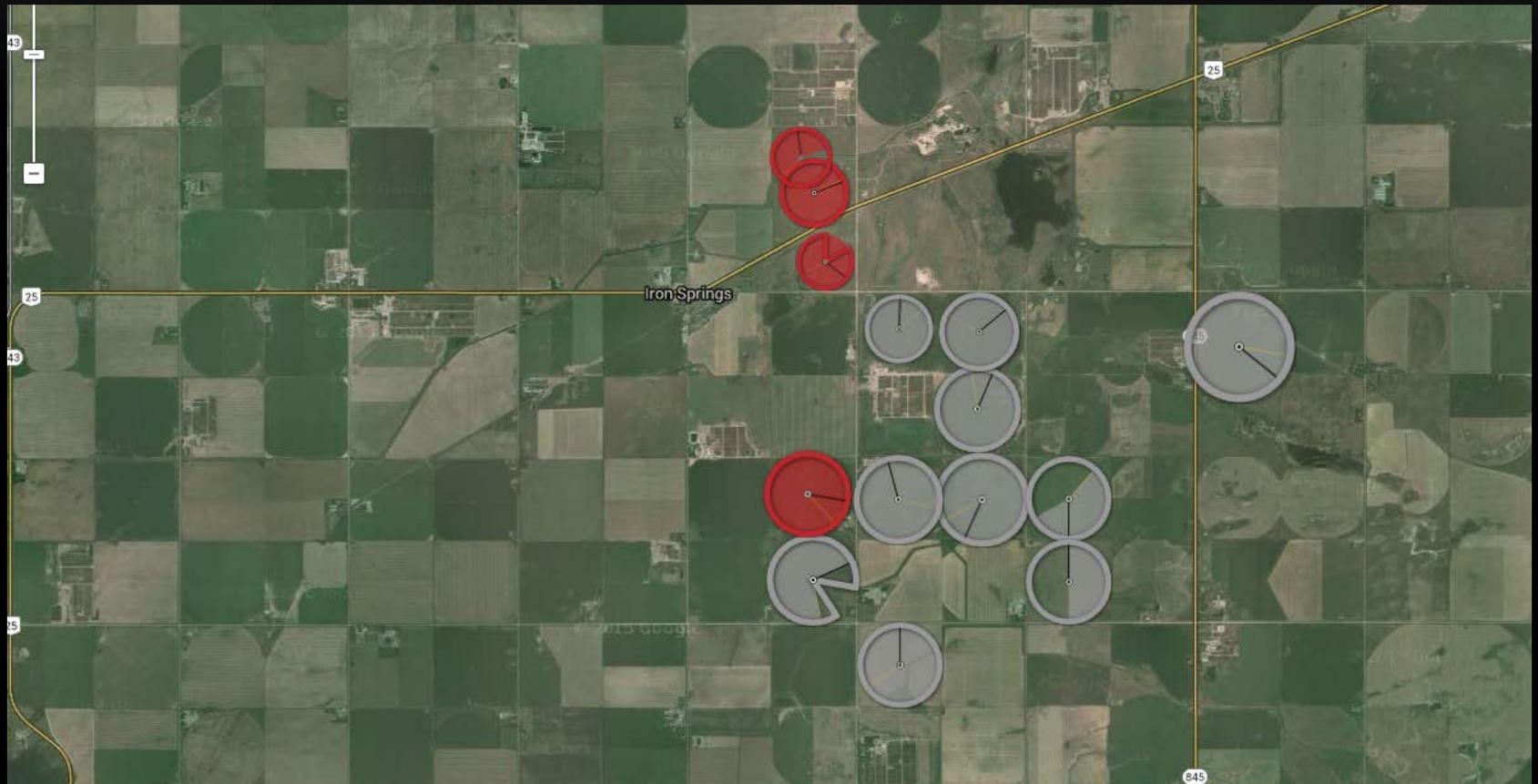
Max Call: 25.3
 Bunk Call: 25.5 = 2.43% DMI%BW
 lb/hd (DM)
 Current Ration: #6 Heifer AvailaPLUS

Add Note To Call
 Accept



Indicator	Aug 21 (Day 59)	Today
Pen Head Count	248	248
Average Weight	1,048	1,048
Days On Feed	59	59
Days On Ration	24	24
Target DMI (Bunk Call)	25.50	25.50
Actual DMI	25.53	25.53
Ration	#6 Heifer AvailaPLUS	#6 Heifer AvailaPLUS
DMI%BW (Yesterday)	2.40%	2.40%
Historical ADG	3.73	3.73
Historical Feed Efficiency	6.04	6.04
Last Bunk Call Change	Today	Today
Note		
Pen	B9	B9
Principle Lot	1531HRKF	1531HRKF
Principle Lot Sex	Female	Female
Principle Lot Count In Pen	248	248

Crop Production Management



SUMMARY: DRAWING THE RIGHT CONCLUSIONS FROM THE INFORMATION IN FRONT OF YOU



WELL INFORMED DECISIONS= INCREASED INCOME POTENTIAL

Cost of Production:

- $\underline{\$0.01} \times 3.1 \text{ lbs} \times 365 \times 10000\text{hd} = \$113,150 \text{ per year}$

Effective Marketing:

- $\$0.01 \times 900\text{lbs} \times 10000\text{hd} = \$ 90,000 \text{ per year}$

So, although the Bank of Canada has deemed the penny almost worthless, it doesn't mean you should be leaving it on the table!



"VEGETARIAN" IS AN
OLD INDIAN WORD
FOR BAD HUNTER