

Managing Input Costs: The Importance of Record Keeping.

What is under the hood of your car?

TRANSMISSION

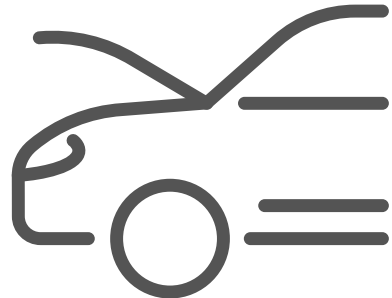
ENGINE

FILTERS

COOLANT

BATTERY

OIL



If something is wrong with your vehicle, you can check under the hood to find the problem.

What is “under the hood” of your operation?



FORAGE PROGRAM

EFFICIENT COWS

NUTRITION PLAN

MARKETABLE CALVES

HEALTH PROTOCOLS

MARKETING STRATEGIES

If something is “wrong” with your operation, are you able to “check under the hood”?

Significance of Record-Keeping **You are always in the know about:**



WHAT IS GOING ON



WHAT YOU'RE SPENDING

WHY IT IS GOING ON



WHY YOU'RE SPENDING

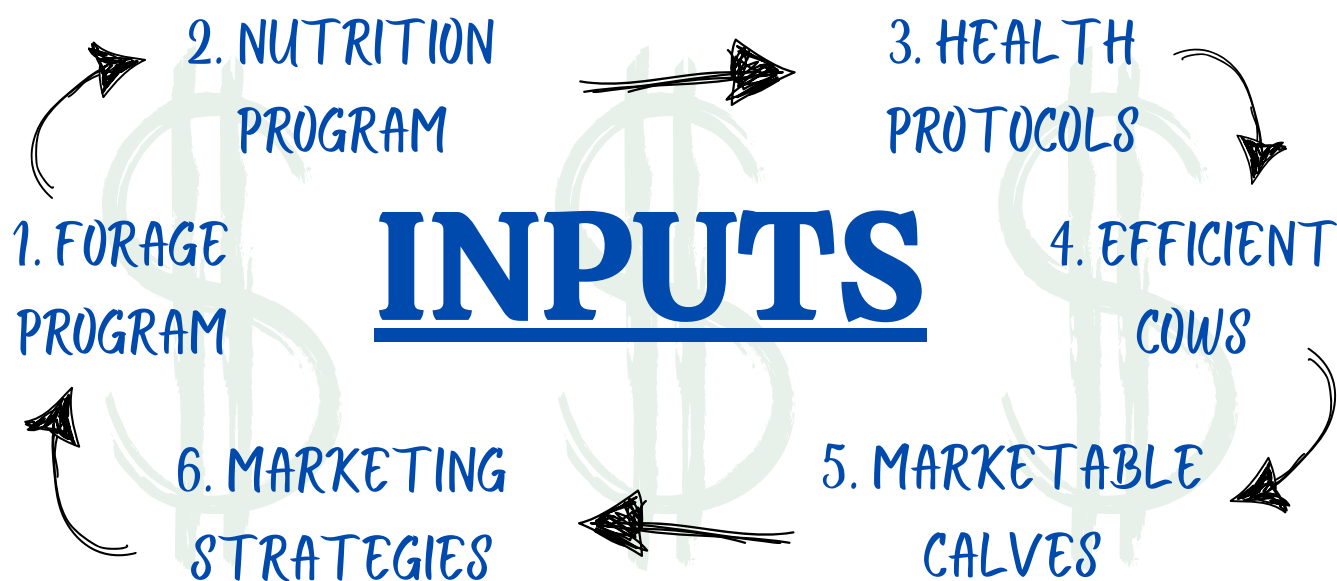
WHEN IT IS GOING ON



WHEN YOU'RE SPENDING



Record-Keeping Aids in Effective Management of Inputs.



1. Being aware of forage quality and quantity through soil and forage sampling influences how we efficiently build a nutrition plan to meet nutritional requirements of our cow herd.

2. A nutrition program, or lack of one, influences factors such as herd health and reproduction. If a cow's needs are met, she is able to focus on raising a calf rather than "tracking down" her next meal.

3. A health program, or lack of one, influences the efficiency of your herd if they have to focus on healing rather than producing/growing. It is important to work with a vet to establish a health protocol that fits your operation.

4. How you manage your cows affects the quantity and quality of calves. Open cows often cost more money than they make. Track data to select for the most productive cows (breed back early, wean heavier calves, etc.)

5. Calf management affects how you're able to market calves, not just sell them. (ex. value-added programs, uniform weights, etc.). Why do your calves stand out?

6. Marketing strategies influence the money you're able to put back into your herd. Help your cows help you by investing in efficient managing strategies!

There is a difference between a necessary investment & an unnecessary expense.

Record-keeping helps decipher between the two.

Knowing the "why" behind production costs can help justify profitable management & marketing strategies.