



Cull Cow Management

Nebraska Ranch Practicum
Gudmundsen Sandhills Laboratory
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Why Do Cull Cows Need Management?

- Cull cow revenues typically make up 10-30% of total herd revenue
- Seasonal price trends exist
- Returns vary depending upon carcass grade
- Feed situation can really change things

Nebraska 2019 Cow-Calf Budgets

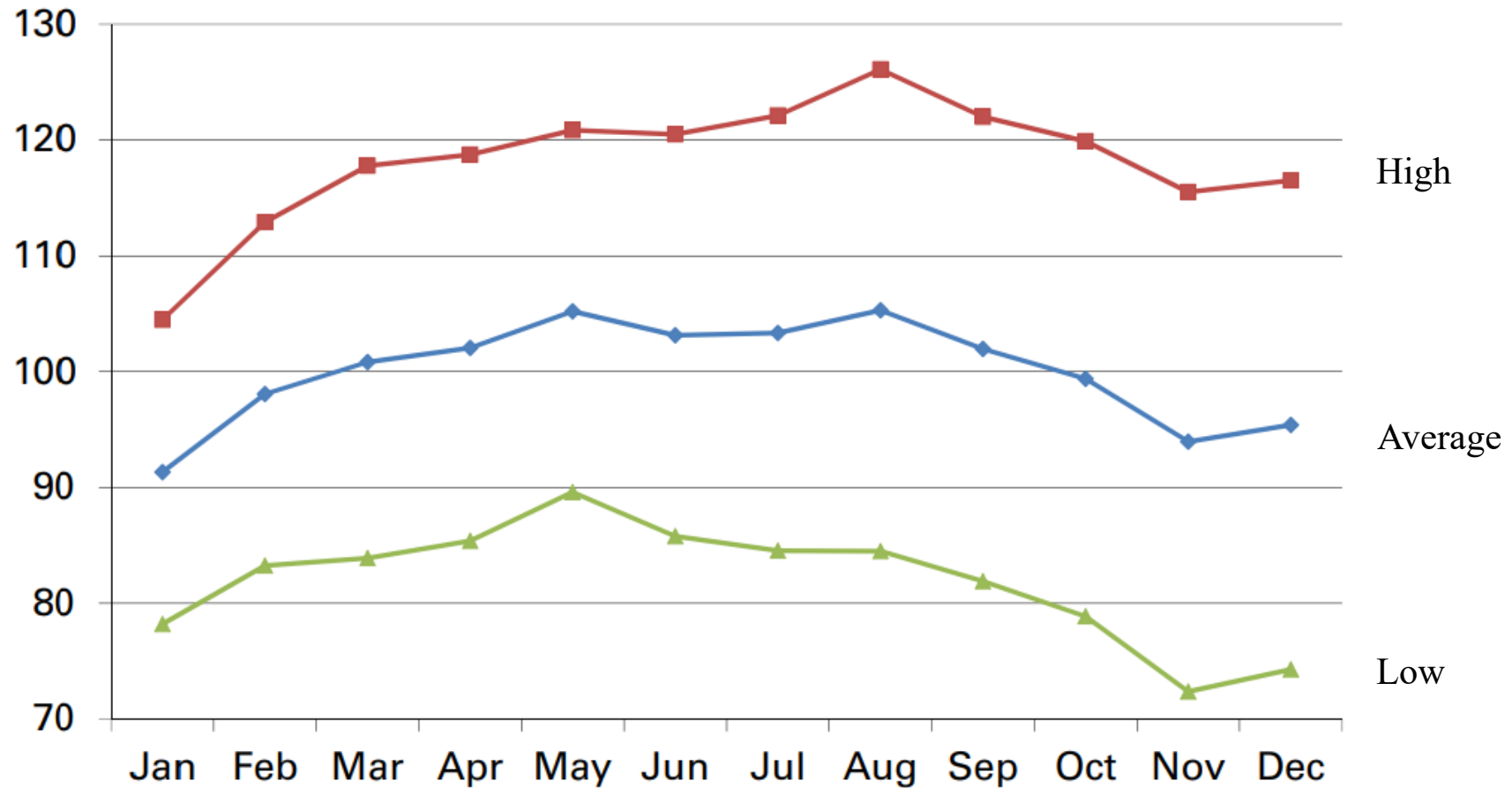
Location	Southeast		Northeast		Panhandle	
Number of Cows	50	50	200	75	400	
Total Revenue	\$ 857	\$ 896	\$ 984	\$ 835	\$ 792	
Cull Revenue	\$ 116	\$ 100	\$ 80	\$ 155	\$ 169	
% Cull Revenue	14%	11%	8%	19%	21%	

\$ per cow

Culling Decision

- The most common reason cows are culled is because of reproductive failure. (~35-40%).
- Second most common reason is age. (~15-20%).
- Other reasons
 - Physical defects
 - Poor performance
 - Replacement and/or herd inventory decisions
 - Unknown/Died

Boning Utility Cows, Sioux Falls: Seasonal Price Index, 2005-2014



Source: Schultz, L. (2015)

Cull Cow Grades

- Commercial
- Utility
 - Breaker
 - Boner
- Cutter
- Canner

Percentage Price Increases Between Cull Cow Grades at Sioux Falls, 1985-94

	Cutter	Utility	Commercial
Canner	10%	18%	24%
Cutter		8%	14%
Utility			6%

Source: Feuz, D. (1995)

Feeding Cull Cows

- Cows in thin condition (i.e. Cutter) can be fed up a grade (45 days) or two (90 days or more).
- Forage diets ~ 1.5 lbs. ADG.
- Feedlot corn/silage diets ~ 3 - 5 lbs. ADG.
- Feed conversion is generally poor and worsens over time
 - 4 or 5 lbs. of feed (DM) for 1 lb. of gain for cows fed 40-45 days.
 - 8 to 14 lbs. of feed for 1 lb. of gain for cows fed 80-100 days.
 - 6:1 ratio for young cows versus 10:1 ratio for old cows over 56 days.

Major Cost Categories

- Feed costs
- Yardage (facilities)
- Labor
- Interest
- Death loss

Partial Budget

- A partial budget is a simple financial tool used to analyze simple changes to your operation.

- Positive Effects

- Added Returns
- Reduced Costs

- Negative Effects

- Added Costs
- Reduced Returns



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Risk Management Tools

1. [RightRisk Analytics](#)

- *RightRisk Analytics is a toolbox of risk analysis tools developed by RightRisk.*

Click the title to download the toolbox to your computer.

2. [Risk Scenario Planning](#)

- Use this tool to evaluate the risk or uncertainty in your partial budget projections.

- [Click here](#) for a **32bit** version of the Risk Scenario Planning tool.

- [Click here](#) for a **64bit** version of the Risk Scenario Planning tool.

+ [Click here for a GUIDE](#) on using the Risk Scenario Planning tool and examples of its application.

+ [DOWNLOAD datafile](#) for an RSP example depicting the Cow/Calf "Raise Bred Heifers to Sell" example outlined in the guide linked above.

+ [DOWNLOAD datafile](#) for an RSP example depicting the crop farm "Replace Corn with more Dry Beans acres" example outlined in the guide linked above.

*** After downloading datafile, use ERA menus to import to either 32 or 64bit versions:

ADD-INS > DoneEx > Application EnterpriseRiskAnalyzer > Import Data
and browse to the Data File Path (click the button to the right of the file window)

+ [Click here for a 32-bit version](#) of the Risk Scenario Planning tool depicting the Cow/Calf "LRP Insurance Decision" example outlined in the guide linked above.

+ [Click here for a 64-bit version](#) of the Risk Scenario Planning tool depicting the Cow/Calf "LRP Insurance Decision" example outlined in the guide linked above.

3. [Enterprise Risk Analyzer](#)

- Use this tool to evaluate larger changes or changes in enterprise mix for the operation.

- [Click here](#) for a **32bit** version of the Enterprise Risk Analyzer tool.

- [Click here](#) for a **64bit** version of the Enterprise Risk Analyzer tool.

+ [Click here for a GUIDE](#) to use the Enterorise Risk Analvizer tool.

Summary

- Feeding Cull Cows pays if
 - Cow Carcass Grade can be raised 1-2 classifications
 - Sales can be delayed into Feb/Mar/Apr.
 - Cattle prices are trending up
 - Feed costs are low
- Early cull cow sales (Aug.) make the most sense, especially
 - When cows are in good condition
 - Cattle prices are flat or trending down

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THANK YOU!

