

## PROFIT POINTS



### What Difference Does 5% Make?

(With regards to Dr. Robbi Pritchard who authored the original article).

Calculated on \$3/bu corn and a \$100/cwt cattle market

Increase sale price by 5% <ul style="list-style-type: none"> <li>• Negotiation skills</li> <li>• Risk Management</li> <li>• Grid premiums</li> </ul>	\$67.50/hd
Decrease feeder price by 5% <ul style="list-style-type: none"> <li>• Don't reduce quality</li> <li>• Compare sale barns</li> <li>• Buy direct from producers</li> </ul>	\$43.00/hd
Increase sale weight by 5% <ul style="list-style-type: none"> <li>• In same number of days</li> <li>• Dry Matter Intake-Bunk Scores</li> <li>• Implant Strategies</li> <li>• Beta agonists</li> </ul>	\$21.15/hd

Improve feed efficiency by 5% <ul style="list-style-type: none"> <li>• Bunk Management</li> <li>• Implants, ionophores, beta-agonists</li> </ul>	\$17.70/hd
Reduce corn price by 5% <ul style="list-style-type: none"> <li>• Buy on wide basis</li> <li>• Screenings, damaged corn</li> </ul>	\$12.90/hd
Improve ADG by 5% <ul style="list-style-type: none"> <li>• The value of reduced days (yardage + interest cost) versus increased finished weight.</li> </ul>	\$7.60/hd

Reduce supplement cost by 5%	\$2.00/hd
Reduce interest rate by 5%	\$1.35/hd
Reduce vet/med costs by 5%	\$0.78/hd
Reduce death loss by 5%	%0.71/hd



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