

Celebrating the 58th Annual
Beef Cattle Short Course

REGISTRATION

Note: If making payment for multiple registrants, please list each individual's name on the form of payment. This will ensure proper crediting for each registrant.

Refund Policy: Requests for registration refunds will be honored if a written notification of cancellation is received on or before April 17, 2009. A \$60.00 processing fee will be deducted from all refunds. No refunds will be honored for cancellations after April 17, 2009.

CONVENIENTLY REGISTER IN ONE OF THREE WAYS:

1. **ONLINE:** If paying by credit card, register online at <http://conferences.dce.ufl.edu/basic/214.aspx>
2. **FAX:** If paying by credit card, FAX completed registration form to (352) 392-9059
3. **MAIL:** Please make check, money order, or purchase order payable to:

UF Foundation

Mail this form and payment to:
Dr. Matt Hersom
Beef Cattle Short Course
UF/IFAS Department of Animal Science
PO Box 110910
Gainesville, FL 32611-0910

Charge my: VISA Master Card American Express

PLEASE PRINT Fed. ID: 59-0974739

Credit Card #: _____

Expiration Date: _____ Security Code: _____

Name of Cardholder: _____

Amount: _____

Signature: _____

Special Needs: Participants with special needs can be reasonably accommodated by contacting Dr. Matt Hersom at least 10 working days prior to the conference. He may be contacted by phoning (352) 392-2390 or faxing (352) 392-9059.



Dear Colleague:

Cattlemen continue to explore potential marketing options, means to improve the quality of the calves they market, and improved production practices. The 58th Annual Florida Beef Cattle Short Course continues the rich tradition of quality programs from the UF/IFAS Department of Animal Sciences that address the issues facing the beef cattle industry. The 2009 Beef Cattle Short Course begins Wednesday afternoon with the annual Market Outlook. Looking at current market trends is important as the beef industry faces increasing production costs, volatile market swings, and other various influences. The program continues with topics that examine the cash flow issues associated with the beef cattle enterprise. The program will expand the understanding and control of the basic cost inputs for the cow herd. The afternoon continues with a pair of topics related to marketing and performance of cattle; addressing the justification of the basis difference for Southeastern cattle and a review of the performance of Southeastern cattle when placed on feed. The program concludes with a discussion of the economic and production related decision to fertilize pastures. Following the program the Allied Trade Show provides an opportunity for the participants to interact and exchange information during the evening reception. Thursday's program concentrates on the cow herd. A wide spectrum of important topics related to cows will be addressed throughout the day. Thursday starts with a discussion about the relationship of cow size, cow requirements, and production issues. Feed efficiency and breeding cattle is an emerging theme in the beef cattle business, the program will examine this topic from a Florida aspect. The cow is the basic production unit of the beef cattle enterprise, thus reproductive efficiency and the factors that influence reproduction deserve attention and the program gives the topic that attention. The morning program concludes with a review of the market cow quality audit and the implications the audit has for beef producers. The afternoon program moves outside and incorporates live cattle demonstrations. Three distinct sessions will allow participants to evaluate market cows, breeding cows, and market calves for important characteristics and value. Participants can then compare their assessment to the discussion of a panel of experts assembled for each session. The afternoon program promises to be a frank and insightful discussion about cows and calves. The annual Cattlemen's Steakout on Thursday evening provides an event for all participants to enjoy a prime rib dinner and time for conversation and relaxation. On Friday, the program addresses weaning management for calves. Traditional dogma says, a calf should never be allowed to have a bad day; the first topic of Friday will delve into this area. With changes in the input costs and calf prices pre-conditioning discussions have increased. The program will address the pre-conditioning matter from both a small producer and larger producer perspective. Added gain on calves is great, but can it be economical? Participants will find out if it pays in Florida as the program addresses this important aspect. The morning wraps up with a panel discussion of the speakers and beef cattle producers that implement pre-conditioning programs. The 2009 Florida Beef Cattle Short Course promises to continue the tradition of being the best educational event for beef cattle producers in the Southeast. The spectrum of topics related to cash flow, cow herd considerations, and calf management should provide something for every beef cattle producer regardless of size. Make plans to attend the Florida Beef Cattle Short Course and come away with new and innovative knowledge about the beef cattle industry.

Sincerely,
Matt Hersom
Chair, 2008 Florida Beef Cattle Short Course

Registration Information

The reduced early registration fee is \$125.00 if payment is post-marked by April 17, 2009. **After April 17, 2009 the regular registration fee will be \$165.00.** The registration fee includes: refreshment breaks, exhibitor's reception, Thursday's lunch, one Cattlemen's Steak-out ticket, and proceedings. Extra Cattlemen's Steak-out tickets are available at \$15.00 each. Please refer to the registration card to purchase extra tickets.

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In compliance with ADA requirements, participants with special needs can be reasonably accommodated by contacting Dr. Matt Hersom at least 10 working days prior to the conference. He may be contacted by phoning (352) 392-2390 or faxing (352) 392-9059.

Hotel Accommodations/Meeting Site

The Hilton University of Florida Conference Center, located at 1714 SW 34th Street, Gainesville, FL, is offering a special group rate of \$139.00 single or double occupancy, plus 9.25% tax. To qualify for this special rate, reservations must be made prior to March 22, 2009. Please call the hotel directly at (352) 371-3600 to make your reservations and inform the attendant that you are with the "Beef Cattle Short Course (BCS)" in order for Hotel Reservations to recognize you as a Beef Cattle Short Course participant. After the deadline the discounted group rate and guest room availability are no longer guaranteed.

Visit the 2009 Florida Beef Cattle Short Course webpage for conference updates or to register for the conference online:
<http://www.animal.ufl.edu/extension/beef/short.shtml>

Additional Information

Questions about the conference or registration—contact:
Dr. Matt Hersom
University of Florida/IFAS
Department of Animal Sciences
Phone: (352) 392-2390
Email: hersom@ufl.edu

Celebrating the 58th Annual

Florida Beef Cattle Short Course

Hilton University of Florida Conference Center
Gainesville, Florida

April 29—May 1, 2009

UNIVERSITY of
UF FLORIDA
IFAS

Cash, Cows, and Calves

Wednesday, April 29, 2009

AM

11:00 Registration (Hilton UF Conference Center)

Addressing Cash Flow Issues

PM

Presiding: *Dr. Matt Hersom*, Department of Animal Sciences, UF/IFAS, Gainesville, FL

- 1:00 **Welcome** – *Dr. Geoff Dahl*, Chairman, Department of Animal Sciences, UF/IFAS, Gainesville, FL
- 1:15 **Cattlemen's Comments** – *Mr. Bo Hobby*, President, Florida Cattlemen's Assoc., Williston, FL
- 1:30 **Market Outlook** – *Dr. James Mintert*, Kansas State University, Manhattan, KS
- 2:15 **Understanding and Controlling Basic Cost Inputs into the Cow Herd** – *Dr. Curt Lacey*, University of Georgia, Tifton, GA
- 3:00 **Refreshment Break**
- 3:30 **Differentiation/Justification of the Basis Difference for SE Cattle** – *Dr. James Mintert*, Kansas State University, Manhattan, KS
- 4:15 **Performance of SE Cattle When Placed on Feed** – *Mr. Gary Fike*, Certified Angus Beef, Manhattan, KS
- 5:00 **To Fertilize or Not Fertilize, What are the Alternatives** – *Dr. Joao Vendramini*, University of Florida, UF/IFAS, Range Cattle REC, Ona, FL
- 5:45 **Allied Industry Trade Show & Reception** – Several companies will have exhibits and representatives to answer your questions. Hors d'oeuvres provided compliments of the exhibitors. A cash bar is available for your enjoyment.

Thursday, April 30, 2009

Concentration on the Cow Herd

AM

- Presiding: *Dr. Max Irsik*, UF College of Veterinary Medicine, Gainesville, FL
- 8:30 **Relationship of Cow Size, Cow Requirement and Production Issues** – *Dr. Matt Hersom*, Department of Animal Sciences, UF/IFAS, Gainesville, FL
 - 9:15 **Feed Efficiency in Breeding Cattle** – *Dr. Cliff Lamb*, University of Florida, North Florida REC, Marianna, FL
 - 10:00 **Refreshment Break**
 - 10:30 **Factors Affecting Cow Reproductive Efficiency** – *Dr. Joel Yelich*, Department of Animal Sciences, UF/IFAS, Gainesville, FL
 - 11:15 **Market Cow/Bull Quality Audit** – *Dr. Todd Thrift*, Department of Animal Sciences, UF/IFAS, Gainesville, FL

PM

- 12:00 **Leave for lunch at UF/IFAS Horse Teaching Unit** (Sponsored by *Farm Credit of North Florida*—directions to be provided)
- 1:00 **Market Cow Evaluation & Discussion**
 - Evaluate Age, BW, BCS, Breed type, Price/Value, Defects,
 - Panel Discussion
- Breeding Cow Evaluation & Discussion**
 - Evaluate Age, BW, BCS, Breed type, Price/Value, Defects, Match the calf
 - Panel Discussion
- 3:30 **Refreshment Break Sponsored by Helena Chemical**
- 4:00 **Market Calf Evaluation & Discussion**
 - Evaluate calf Age, BW, Frame, Breed type, Price/Value, Gain Opportunity
 - Panel Discussion
- 5:00 **Adjourn**
- 6:30 **Cattlemen's Steak-Out** (Horse Teaching Unit)

Friday, May 1, 2009

Weaning Management for Calves

AM

- Presiding: *Dr. Todd Thrift*, Department of Animal Sciences, UF/IFAS, Gainesville, FL
- 8:30 **Can We Allow a Calf to Have a Bad Day** – *Dr. Matt Hersom*, Department of Animal Sciences, UF/IFAS, Gainesville, FL
 - 9:15 **Making Pre-Conditioning Pay: Small Producers** – *Dr. Matt Poore*, North Carolina State University, Raleigh, NC
 - 10:00 **Refreshment Break**
 - 10:15 **Making Pre-Conditioning Pay: Large Producers** – *Dr. John Arthington*, University of Florida, UF/IFAS, Range Cattle REC, Ona, FL
 - 11:00 **Economics of Added Gain** – *Dr. Curt Lacey*, University of Georgia, Tifton, GA
 - 11:30 **Panel Discussion of Pre-Conditioning and Backgrounding - Cattlemen and Presenters**
 - 12:00 **Adjourn—Thanks for Attending!**

Program Committee

Matt Hersom, chair
 John Arthington
 Bridget Carlisle
 Chad Carr
 Steven Gaul
 Max Irsik
 Dwain Johnson
 Cliff Lamb
 Joel McQuagge
 Martha Thomas
 Todd Thrift
 Joe Walter
 Jerry Wasdin

Celebrating the 58th Annual Beef Cattle Short Course

April 29-May 1, 2009 • Hilton UF Conference Center • Gainesville, FL

PLEASE PRINT LEGIBLY

First Name: _____

Last Name: _____

Organization: _____

Mailing Address: _____

City, State, Zip: _____

Country: _____

Email: _____

Business Phone: _____

FAX: _____

Registration Fee (includes: refreshment breaks, exhibitor's reception, Thursday's lunch, one Cattlemen's Steak-out ticket, and proceedings.)

_____	\$125.00	Early Registration Fee (<i>postmarked on or before April 17, 2009</i>)
_____	\$165.00	Regular Registration Fee (<i>post-marked after April 17, 2009</i>)
_____		UF Faculty Contact <i>Dr. Matt Hersom</i> for special pricing (<i>hersom@ufl.edu</i> (352) 392-2390)
_____	\$15.00	Each EXTRA Cattlemen's Steak-out Ticket

\$ _____ **Total amount enclosed** (payable to : UF Foundation)

Early registration deadline is April 17, 2009. To qualify for the early registration fee, payment must accompany your registration card on or before this date.

OFFICE USE ONLY

Receipt #: _____

Check #: _____

Cash: _____

Date Received: _____

PO #: _____

Amount Received: _____