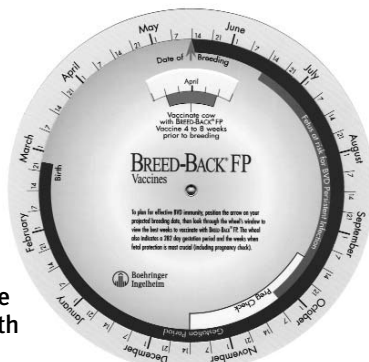


# It's Your Chance to Sound Off

To make sure we are providing the information you need to be successful in the cattle business, we want to know more about you. Please take a moment to complete and return the following survey. The first 500 respondents will receive a breeding wheel from Boehringer Ingelheim Vetmedica, Inc. We'll enter all surveys returned by Dec. 1, 2004, in a drawing. Three winners will receive their choice of a polo or long-sleeved denim shirt with the "Angus: The Business Breed" logo.



## Which describes you (check all that apply)?

- a. commercial cattleman
- b. seedstock producer
- c. veterinarian
- d. Extension
- e. other: \_\_\_\_\_

## How many commercial cows will you calve in 2005?

- a. none
- b. < 35
- c. 35-49
- d. 50-99
- e. 100-249
- f. 250-499
- g. 500-999
- h. ≥1,000

## How many registered Angus cows will you calve in 2005?

- a. none
- b. < 35
- c. 35-49
- d. 50-99
- e. 100-249
- f. 250-499
- g. 500-999
- h. ≥1,000

## Which best describes the genetic base of your herd?

- a. straight-bred Angus
- b. Angus-British-cross
- c. British-cross (not Angus)
- d. Angus-Continental-cross
- e. Continental-cross (no Angus)
- f. other: \_\_\_\_\_

## What breeds influence your cow herd?

- a. Angus
- b. Brahman
- c. Charolais
- d. Limousin
- e. Gelbvieh
- f. Beefmaster
- g. other: \_\_\_\_\_
- h. Simmental
- i. Brangus
- j. Red Angus
- k. Hereford
- l. Shorthorn
- m. Braford

## Describe your bull-purchasing practices:

- a. buy only Angus bulls
- b. 2-breed rotation, using \_\_\_\_\_
- c. 3-breed rotation, using \_\_\_\_\_
- d. buy breeds at random
- e. other: \_\_\_\_\_

## When buying bulls, what breeds have you purchased in the last 5 years?

- a. Angus
- b. Brahman
- c. Charolais
- d. Limousin
- e. Gelbvieh
- f. Beefmaster
- g. other: \_\_\_\_\_
- h. Simmental
- i. Brangus
- j. Red Angus
- k. Hereford
- l. Shorthorn
- m. Crossbred

## On average, how many bulls do you purchase per year?

\_\_\_\_\_

## Where do you get replacement heifers?

- a. raise my own
- b. purebred producer
- c. commercial producer
- d. sale barn
- e. other: \_\_\_\_\_

## Do you sell replacement heifers?

- a. yes
- b. no

## How do you market your weaned calves?

- a. local auction market
- b. satellite auction
- c. through seedstock source
- d. private treaty
- e. retain ownership
- f. other: \_\_\_\_\_

## Which of the following management practices did you use on your 2004 calf crop (check all that apply)?

- a. individually identified calves
- b. collected birth weights
- c. collected weaning weights
- d. gave initial respiratory vaccination
- e. gave booster vaccinations
- f. castrated
- g. creep-fed
- h. dehorned
- i. bunk-broke after weaning
- j. held calves 45 days after weaning

## What information would you like covered in the *Angus Beef Bulletin* (please rank in terms of usefulness, 1 being most useful)?

- a. cow herd management
- b. bull management
- c. calf management
- d. Association news & information
- e. CAB Program news & information
- f. stories about producers
- g. herd health
- h. marketing weaned calves
- i. retained ownership
- j. using EPDs
- k. sale dates
- l. junior association information
- m. industry information
- n. collecting carcass data
- o. alliances
- p. other: \_\_\_\_\_

## Have you used AngusSource tags to identify and market the calves out of your registered Angus bulls?

- a. yes
- b. not yet, but planning to
- c. no, and not planning to

## How would you rate AngusSource?

- a. extremely valuable
- b. valuable
- c. somewhat valuable
- d. of no value

## What do you value most in your seedstock supplier (please rank in terms of value, 1 being most valuable)?

- a. genetics (animals purchased)
- b. marketing options provided
- c. partnerships provided
- d. advice on cow herd management
- e. advice on marketing
- f. advice on genetics
- g. advice on herd health
- h. friendship
- i. perspective on industry
- j. guarantees provided
- k. service after the sale
- l. other: \_\_\_\_\_

## What product or service would you like your seedstock supplier to provide?

## What product or service would you like the American Angus Association to provide?

- a. yes
- b. no

## If yes, how many times a year do you vaccinate the following groups?

- a. cows
- b. heifers
- c. calves

## Who decides what type of vaccine is used?

- a. owner
- b. veterinarian
- c. employee
- d. other: \_\_\_\_\_

## Which of the following do you vaccinate your herd for (check all that apply)?

- | Cows                     | Heifers                  | Calves  |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> IBR  |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> BVD Type 1&2                                       |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> BVD Type 1 only                                    |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> BRSV   |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> PI <sub>3</sub>                                    |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> blackleg   |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> <i>Haemophilus somnus</i>                          |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> leptospirosis                                      |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> <i>Campylobacter fetus</i> (vibrio)                |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> <i>Mycoplasma bovis</i>                            |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> <i>Mannheimia</i> (Pasteurella) <i>haemolytica</i> |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> <i>Pasteurella multocida</i>                       |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> pinkeye  |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> scours   |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> enterotoxemia                                      |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> brucellosis (Bang's)                               |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> Johne's disease                                    |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> other: _____                                       |

## Which type of vaccine do you use for your herd?

- | Cows                     | Heifers                  | Calves  |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> modified-live                    |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> killed                           |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> modified-live/killed combination |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> don't know                       |

## Who decides what brand of vaccines you use?

- a. owner
- b. veterinarian
- c. employee
- d. other: \_\_\_\_\_

## How often do you change the brand of vaccines you use?

- a. rarely
- b. occasionally
- c. routinely

## What pneumonia product(s) do you use?

- a. Naxcel®
- b. Micotil®
- c. Baytril®
- d. Bio-Mycin® 200
- e. LA-200®
- f. Oxy-Tet™ 200
- g. Nuflo®
- h. Tylan® 200
- i. penicillin
- j. ampicillin/amoxicillin
- k. Gentocin®
- l. sulfa
- m. L-S 50®
- n. other: \_\_\_\_\_

## Do you use lice control products?

- a. yes
- b. no

## If yes, which lice control method(s) do you use?

- a. pour-on topical only
- b. pour-on systemic
- c. injectable systemic
- d. spray
- e. dust bags

## Which of the following animal health companies have you heard of?

- |                                     |   |
|-------------------------------------|---|
| <input type="checkbox"/> Pfizer     | <input type="checkbox"/> Intervet             |
| <input type="checkbox"/> Merial     | <input type="checkbox"/> Boehringer Ingelheim |
| <input type="checkbox"/> Elanco     | <input type="checkbox"/> Novartis             |
| <input type="checkbox"/> Bayer      | <input type="checkbox"/> Schering-Plough      |
| <input type="checkbox"/> Fort Dodge | <input type="checkbox"/> AgriLabs             |

## Thank You!

To receive your breeding wheel (first 500 respondents) and to enter our drawing, please provide your contact information.

Name (printed): \_\_\_\_\_ Date: \_\_\_\_\_

Mailing address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

Telephone number: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Would you like to receive Angus and industry news via the Angus e-List?  yes  no

**Note:** API does not sell its Angus e-List subscription list.

**PLEASE RETURN QUESTIONNAIRE TO:**

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