

A photograph of a large feedlot with a long line of cattle. The cattle are of various colors, including brown, white, and black. They are standing in a concrete trough. The background shows a long metal fence and a cloudy sky.

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Feeding Cattle in Saskatchewan

- Labor
- Ingredients
- Building Relationships
- Saskatchewan Advantages

Employees

- Hire good employees
 - Easy to say, hard to do
 - Screen well, check references
 - Qualities to look for:
 - Many interests
 - Well rounded
 - Eager to work and learn
 - Attention to detail

Employees

- Long-term
 - Do they want to be part of the community
- Work well as a team
 - Cross training
- Experience – not essential

Employee Compensation

- What do employees want?
- More money
- Security
 - Pension plans
- Be part of a team
 - Meet often and have fun
- Non Financial recognition

Employee Compensation

- Set clear goals and objectives
 - Review often
- Have high expectations
- Reward those who achieve
 - Bonuses
- Being part of the team
 - Shares in the company

Employee Safety

- Clear safety rules and protocols
- Safety meetings
- Employees need to be involved
- Injuries cost \$\$\$
- Everyone goes home every night

Nutrition

- Work with a good nutritionist
- Don't be afraid of new ingredients
- By-products are beef's advantage
- All ingredients have a value in your ration

Ingredients

- Everything has value

- Barley Silage

- Cereal straw

- Pea straw

- Screenings

- Barley

- Wheat

- Oat

- Off spec grains

- Oat hulls

- Distiller's grains

- Distiller's solubles

- Pea/Lentil

- Legume hay

- Grass hay

- Green feed

- Canola

Feeding

- If you are a cattle feeder – you need to do a good job feeding your cattle
- Be consistent
- Back-up plan
- Manage ingredients
 - Storage
 - shrink

Building Relationships

- Build relationships with other professionals
 - Construction manager
 - Administrative consultant
 - Risk management
 - Finance
 - Nutrition
 - Packers
 - Customers

Customers

- Find out what your customers value
 - Provide services that customers value
 - Charge for your services
- All customers are not a good fit
 - Work with those who you can service well

Saskatchewan Advantages

- Land base
- Available feedstock
- Location
- People
 - Get involved with other organizations
 - Industry, 4-H, University, SIAST



Thank you

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