



# Current Report

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## Cow-Calf Production Record Software

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Producers who have computers frequently ask about the availability of software programs to handle cow-calf production records. Before purchasing a software program, it is important to analyze the value of such a system with regards to making better management decisions. Producers should evaluate their existing records to determine the types of information sought from a software program. Are inventory records important? Are summary reports of primary interest? By considering specific record needs, the producer is better equipped to choose an appropriate software package. The hardest steps to valuable recordkeeping are (1) making time for recordkeeping, (2) determining the herd information that is economically feasible to collect, and (3) summarizing the herd data for use in the decision-making process.

If the cow-calf operator is not currently keeping any records on herd performance, a good starting point may be some basic calf crop records, cow information (if individual identification is used), calving and weaning percentages, inventory numbers, number of females exposed to the bull(s), etc. Seedstock and commercial cow-calf producers have different needs. Also, herd size can influence the degree of detail that a producer is willing or able to assemble on the cattle.

Meaningful cow-calf records may be handwritten or computerized. Monthly calendars, journals, and IRM Red-books<sup>1</sup> are a few examples of handwritten record systems. The choice of programs, features, and cost of software are the "fine-tuning" portion of recordkeeping. In the following summary of seven commercially available cow-calf software packages, the features are described under six headings:

- Cow Information
- Sire Information
- Calf Information
- Herd Information
- Computer Requirements
- Additional Considerations

The program purchase costs range from \$75 to \$695. Many software companies offer program demonstration copies for free. Programs have various computer requirements such as minimum processor type and speed, minimum RAM, operating system, hard disk space, monitor needs. Most programs provide comprehensive cow, calf, and sire data entry fields, as well as herd production summaries.

Many of the programs accommodate both commercial and seedstock cattle needs. Seedstock producers should check with their breed association for software package availability and recommendations prior to purchasing software for registered cattle records.

Before purchasing any software, determine the level and cost of software support that will be provided by the company. In addition, some programs have specific cattle information that is required before the program will work. Sorting applications and the type of reports generated may vary, but in many cases producers have the opportunity to customize reports to meet specific needs. Another important feature may include the ability to query or search the data for specific animal information. Every cow-calf operator must determine the amount of time available to devote to practical recordkeeping and weigh this commitment against software costs, data entry features, and desired summary reports.

Information provided about the following programs was taken from a questionnaire completed by a software company representative. The summary does not cover all available packages or individual program features. Programs may have other capabilities that are not described in the summary. Producers should contact the respective companies for purchase information, details on features, and specific hardware requirements.

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<sup>1</sup> Integrated Resource Management

**Cow/Calf (Commercial and Production)**

Red Wing Software  
491 Hwy 19, (P.O. Box 19)  
Red Wing, MN 55066  
Phone: 800-732-9464  
Fax: 651-388-7950  
E-mail: [info@redwingsoftware.com](mailto:info@redwingsoftware.com)  
Contact: Matt Hilton

**Cow Calf 5**

University of Nebraska  
Great Plains Veterinary Ed. Center  
P.O. Box 148  
State Spur 18D  
Clay Center, NE 68933-0148  
Phone: 402-762-4357  
Fax: 402-762-4509  
E-mail: [Support@CowCalf.com](mailto:Support@CowCalf.com)  
Web Site: <http://www.CowCalf.com>  
Contact: Dr. Gary Rupp and Steve Johnson

**Farm Stock**

Farm Works Software  
CTN Data Service Software, Inc.  
P.O. Box 250  
Hamilton, IN 46742-0250  
Phone: 800-225-2848  
Fax: 206-488-3737  
E-mail: [farmwork@farmworks.com](mailto:farmwork@farmworks.com)  
Contact: Brian Stark

**Cow Sense®**

Midwest MicroSystems, L.L.C.  
1320 P. Street, Suite 302  
Lincoln, NE 68508-1510  
Phone: 800-584-0040 / 402-323-6969  
Fax: 402-423-6968  
E-mail: [sales@midwestmicro.com](mailto:sales@midwestmicro.com)  
[support@midwestmicro.com](mailto:support@midwestmicro.com)  
Web Site: <http://www.cowsense.com>  
Contact: Larry Hafer, Sales Manager

**CattleMax**

Cattlesoft, Inc.  
P.O. Box 2647  
College Station, TX 77841  
Phone: 877-454-COWS  
E-mail: [sales@cattlemax.com](mailto:sales@cattlemax.com)  
Web Site: <http://www.CattleMax.com>  
Contact: Penny Miller

**THE Beef Cattle firm**

University of Tennessee  
Extension  
315 John Rick Blvd. Ste 101  
Murfreesboro, TN 37129  
Phone: 615-898-7710  
Fax: 615-898-7999  
E-Mail: [kferguso@utk.edu](mailto:kferguso@utk.edu)  
Web Site: <http://economics.ag.utk.edu/firm.html>  
Contact: Kevin Ferguson

**Cattle Pro 2003-Prime + Choice + Select + Standard**

Bowman Farm Systems, Inc.  
517 Hendricks Lane  
Cynthiana, KY 41031  
Phone: 800-204-2002 / 859-234-2002  
Fax: 859-234-2002  
E-Mail: [bowman@cattlepro.com](mailto:bowman@cattlepro.com)  
[support@cattlepro.com](mailto:support@cattlepro.com)  
Web Site: <http://www.cattlepro.com>  
Contact: Harold Bowman Jr.  
Prime-Purebred  
Choice-Large Commercial  
Select-Small Commercial

**Cattleworks, LLC**

5411 Dishner Valley  
Bristol, VA 24202  
Phone: 800-507-2902  
E-mail: [info@cattleworks.com](mailto:info@cattleworks.com)  
Web site: [www.cattleworks.com](http://www.cattleworks.com)  
Contact: Kent Hartsock

# COW INFORMATION

• = yes **x** = no ✓ = user defined field

|   | Red Wing Cow/Calf |            | Cow      |            | Cow Sense           |                     |            |                     | Cattle Max |             |           | Cattle   |           |             |
|---|-------------------|------------|----------|------------|---------------------|---------------------|------------|---------------------|------------|-------------|-----------|----------|-----------|-------------|
|   | Commercial        | Production | Calf 5   | Farm Stock | EZ-75               | Lite                | Commercial | Seedstock           | Production | Performance | Seedstock | THE IRM  | Pro 2003  | Cattleworks |
| Individual ID, Name                       | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Breed Composition                         | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Breed Registration #                      | <b>x</b>          | •          | •        | •          | <b>x</b>            | <b>x</b>            | <b>x</b>   | •                   | <b>x</b>   | •           | •         | •        | •         | •           |
| Tattoo/Brand Number/Eartag                | <b>x</b>          | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Purchased/Raised, Cost and Date           | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | <b>x</b> | •         | •           |
| Birth Date                                | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Birth Weight                              | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | <b>x</b> | •         | •           |
| Pedigree                                  | <b>x</b>          | •          | •        | •          | <b>x</b>            | <b>x</b>            | <b>x</b>   | •                   | <b>x</b>   | •           | •         | •        | •         | <b>x</b>    |
| Weaning Weight/205-day Weight and Ratios  | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | <b>x</b> | •         | •           |
| Yearling Weight/365-day Weight and Ratios | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | <b>x</b>   | •           | •         | <b>x</b> | •         | •           |
| Additional Weights                        | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | <b>x</b>   | •           | •         | <b>x</b> | •         | ✓           |
| Cow Weight/Weigh Dates                    | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | <b>x</b>   | •           | •         | •        | •         | ✓           |
| Condition Score                           | •                 | •          | •        | •          | •                   | •                   | •          | •                   | <b>x</b>   | •           | •         | •        | •         | •           |
| Hip Height                                | •                 | •          | •        | •          | •                   | •                   | •          | •                   | <b>x</b>   | •           | •         | •        | •         | •           |
| Age                                       | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Color                                     | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Horned/Polled/Scurred                     | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | <b>x</b> | •         | •           |
| Temperament Score                         | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | <b>x</b>    | •         | •        | •         | •           |
| MPPA Score                                | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | •        | •         | •           |
| Management Code                           | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| No. Calves Born, Weaned                   | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| No. Calves Held as Yearlings              | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | <b>x</b>    |
| Calving Interval                          | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Date of Last Calf                         | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Projected Calving Date                    | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | <b>x</b>    |
| Days Open                                 | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | <b>x</b> | •         | <b>x</b>    |
| Avg. Calf Performance Weights             | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| (Birth, Weaning, Yearling)                | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | •        | •         | •           |
| Avg. Adj. Calf Performance Wts.           | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | •        | •         | •           |
| Avg. Calf Performance Ratios              | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | •        | •         | •           |
| Avg. Daily Gain of Calves                 | •                 | •          | •        | •          | •                   | <b>x</b>            | •          | •                   | •          | •           | •         | •        | •         | •           |
| Heat Detection Information                | <b>x</b>          | <b>x</b>   | <b>x</b> | •          | •                   | •                   | •          | •                   | •          | <b>x</b>    | •         | •        | •         | <b>x</b>    |
| Breeding Information                      | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Pregnancy Status                          | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Pregnancy Check Date                      | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Pelvic Area Measurements                  | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | <b>x</b> | •         | •           |
| Health/Vaccination Records                | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Death/Disposal Cause/Date                 | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Sold To/Price                             | •                 | •          | •        | •          | •                   | •                   | •          | •                   | •          | •           | •         | <b>x</b> | •         | •           |
| Pasture/Location                          | •                 | •          | •        | •          | <b>x</b>            | <b>x</b>            | <b>x</b>   | •                   | •          | •           | •         | •        | •         | •           |
| Embryo Transfers                          | •                 | •          | •        | •          | •                   | •                   | •          | •                   | <b>x</b>   | •           | •         | <b>x</b> | •         | <b>x</b>    |
| Average Calving Ease Score                | •                 | •          | •        | •          | •                   | •                   | •          | •                   | <b>x</b>   | •           | •         | •        | •         | <b>x</b>    |
| Number of User Defined Entries            | 12                | 12         | 8        | unlimited  | virtually unlimited | virtually unlimited | unlimited  | virtually unlimited | unlimited  | unlimited   | unlimited | 0        | unlimited | unlimited   |

# SIRE INFORMATION

• = yes x = no ✓ = user defined field

|  | Red Wing Cow/Calf |            | Cow     |            | Cow Sense           |                     |            |           | Cattle Max |             |           | Cattle   |           |             |
|--|-------------------|------------|---------|------------|---------------------|---------------------|------------|-----------|------------|-------------|-----------|----------|-----------|-------------|
|  | Commercial        | Production | Calif 5 | Farm Stock | EZ-75               | Lite                | Commercial | Seedstock | Production | Performance | Seedstock | THE fIRM | Pro 2003  | Cattleworks |
| Individual ID, Name                                      | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Breed Composition  | •                 | •          | •       | •          | •                   | •                   | •          | •         | x          | •           | •         | •        | •         | •           |
| Percentage Fullblood/Purebred                            | •                 | •          | •       | •          | •                   | •                   | •          | •         | x          | •           | •         | x        | •         | ✓           |
| Breed Registration #                                     | x                 | •          | •       | •          | x                   | •                   | x          | •         | x          | x           | •         | •        | •         | ✓           |
| Purchased/Raised, Cost and Date                          | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Birth Date   | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Birth Weight   | •                 | •          | •       | •          | •                   | x                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Pedigree   | x                 | •          | •       | •          | x                   | x                   | x          | •         | x          | x           | •         | •        | •         | x           |
| Weaning Weight/205-day Weight and Ratios                 | •                 | •          | •       | •          | •                   | x                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Yearling Weight/365-day Weight and Ratios                | •                 | •          | •       | •          | •                   | x                   | •          | •         | •          | •           | •         | •        | •         | x           |
| Central Bull Testing Information                         | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | x           |
| On-Farm Bull Testing Information                         | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | x           |
| Health/Vaccination Records                               | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Percent Pregnancy Rate                                   | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | x        | •         | x           |
| Condition Score  | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | x        | •         | ✓           |
| Hip Height   | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | ✓           |
| Color  | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Horned/Polled/Scurred                                    | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | x        | •         | ✓           |
| Contemporary Group                                       | •                 | •          | •       | •          | •                   | •                   | •          | •         | x          | •           | •         | x        | •         | x           |
| Breeder of Bull  | x                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | x        | •         | ✓           |
| Pelvic Area Measurements                                 | •                 | •          | •       | •          | •                   | •                   | •          | •         | x          | •           | •         | x        | •         | ✓           |
| Management Code  | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | x        | •         | ✓           |
| No. of Calves Sired                                      | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| No. of Calves Sired Weaned                               | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | x           |
| No. of Calves Sired Yearlings                            | •                 | •          | •       | •          | •                   | x                   | •          | •         | •          | •           | •         | x        | •         | x           |
| Avg. Calf Performance Weights (Birth, Weaning, Yearling) | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | •           |
| Avg. Adj. Calf Performance Wts./Ratios                   | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | •           |
| Avg. ADG of Calves                                       | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | •           |
| Avg. WDA of Calves                                       | •                 | •          | •       | •          | •                   | x                   | •          | •         | x          | •           | •         | •        | •         | x           |
| Semen Inventory  | x                 | •          | •       | •          | x                   | •                   | •          | •         | x          | •           | •         | x        | •         | x           |
| List of Sires  | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Death/Disposal Cause                                     | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| Purchase/Sale Price                                      | •                 | •          | •       | •          | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | •           |
| No. of User Defined Entries                              | 12                | 12         | 8       | unlimited  | virtually unlimited | virtually unlimited | unlimited  | unlimited | unlimited  | unlimited   | unlimited | 0        | unlimited | unlimited   |
| Expected Progeny Differences                             | •                 | •          | •       | NA         | •                   | •                   | •          | •         | •          | •           | •         | •        | •         | ✓           |
| Breeding Soundness Exams                                 | •                 | •          | •       | NA         | •                   | •                   | •          | •         | •          | •           | •         | x        | •         | ✓           |

(NA indicates that no response was provided)

# CALF INFORMATION

• = yes x = no ✓ = user defined field

|                                     | Red Wing Cow/Calf |            | Cow        |            | Cow Sense           |            |                     | Cattle Max |             |           | Cattle   |           |             |
|-------------------------------------|-------------------|------------|------------|------------|---------------------|------------|---------------------|------------|-------------|-----------|----------|-----------|-------------|
|                                     | Commercial        | Production | Commercial | Production | Light               | Commercial | Seedstock           | Production | Performance | Seedstock | THE FIRM | Pro 2003  | Cattleworks |
| Individual ID, Name                 | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Breed Composition                   | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Breed Registration #                | x                 | •          | •          | •          | x                   | x          | •                   | x          | x           | •         | •        | •         | •           |
| Tattoo/Brand Number/Ear Tag         | x                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Pedigree                            | x                 | •          | •          | •          | x                   | x          | •                   | x          | x           | •         | •        | •         | x           |
| Sex                                 | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Dam ID                              | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Sire ID                             | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Birth Date                          | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Birth Weight                        | •                 | •          | •          | •          | x                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Calving Ease Score                  | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | ✓           |
| Calving Period                      | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Age of Dam at Birth                 | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Management Code (e.g. creep)        | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | ✓           |
| Weaning Date/Weight                 | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Horned/Polled/Scurred               | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Color                               | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Hip Height/Frame Score              | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Muscling Score                      | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Grade/Carcass Data                  | •                 | •          | •          | •          | x                   | x          | •                   | x          | x           | •         | x        | •         | •           |
| Health/Vaccination Records          | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Death/Disposal Cause/Date           | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Sold To/Price                       | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Pasture/Location                    | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Adjusted Birth Weight               | •                 | •          | •          | •          | x                   | •          | •                   | •          | •           | •         | •        | •         | x           |
| Age in Days                         | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Average Daily Gain (weaning)        | •                 | •          | •          | •          | •                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Weight per Day of Age (weaning)     | •                 | •          | •          | •          | x                   | •          | •                   | x          | •           | •         | •        | •         | x           |
| Adjusted 205-day Weaning Wt./Ratio  | •                 | •          | •          | •          | x                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Adjusted Hip Height                 | •                 | •          | •          | x          | •                   | •          | •                   | x          | x           | •         | •        | •         | •           |
| Yearling Weight and Date            | •                 | •          | •          | •          | x                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| Adjusted 365-day Weight/Ratio       | •                 | •          | •          | •          | x                   | •          | •                   | x          | •           | •         | •        | •         | x           |
| Average Daily Gain/Ratio (yearling) | •                 | •          | •          | •          | x                   | •          | •                   | x          | •           | •         | •        | •         | x           |
| Ratio/Index By Sex/Group            | •                 | •          | •          | •          | x                   | •          | •                   | •          | •           | •         | •        | •         | •           |
| No. of User Defined Entries         | 12                | 12         | 13         | 12         | virtually unlimited | unlimited  | virtually unlimited | unlimited  | unlimited   | unlimited | 0        | unlimited | unlimited   |

\* Ratios are not calculated

# HERD INFORMATION

• = yes x = no

|                               | Red Wing Cow/Calf |            | Cow    |            | Cow Sense |      |            | Cattle Max |            | Cattle      |           |          |          |             |
|-------------------------------|-------------------|------------|--------|------------|-----------|------|------------|------------|------------|-------------|-----------|----------|----------|-------------|
|                               | Commercial        | Production | Calf 5 | Farm Stock | EZ-75     | Lite | Commercial | Seedstock  | Production | Performance | Seedstock | THE fIRM | Pro 2003 | Cattleworks |
| Pounds Weaned Per Cow         | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | x        | •        | x           |
| Common Weaning Date           | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | x        | •        | •           |
| Avg. Inseminations/Cow Bred   | •                 | •          | x      | •          | x         | x    | •          | •          | x          | x           | x         | x        | •        | x           |
| Avg. Inseminations/Live Calf  | •                 | •          | x      | •          | x         | x    | x          | •          | x          | x           | x         | x        | •        | x           |
| Average Birth Weight          | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Avg. Adj. Birth Weight        | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| Average Weaning Weight        | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Average Days of Age (Weaning) | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Average ADG (Weaning)         | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Average WDA (Weaning)         | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| Average 205-day Weight        | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Average Hip Height            | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| Average Cow Age               | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Average Yearling Weight       | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| Avg. Adj. 365-day Weight      | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| Averages By Calf Sex          | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Averages By Cow Age           | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| Averages By Calf Sire         | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | •           |
| Averages By Management Code   | •                 | •          | •      | •          | •         | x    | •          | •          | •          | •           | •         | •        | •        | x           |
| No. of Cows in Herd           | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| No. of Open Cows              | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| No. of Bred Cows              | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| No. of Cows Exposed           | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| No. of Cows Added to Herd     | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| Cattle Purchase Records       | •                 | •          | •      | x          | •         | •    | •          | •          | •          | •           | •         | x        | •        | •           |
| No. of Calves Born            | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Number of Nursing Calves      | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| No. of Calves Weaned          | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Feed and Pasture Records      | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Expected Calving Date         | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| Calf Crop Percent             | •                 | •          | •      | x          | •         | •    | •          | •          | •          | •           | •         | x        | •        | x           |
| Percent of Cows Pregnant      | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| Length of Calving Season      | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Average Calving Interval      | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Calving Distribution Summary  | •                 | •          | •      | x          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Health/Vaccination Records    | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Yearling List                 | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| Yearling Summary              | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | x           |
| Potential Replacement Heifers | •                 | •          | •      | x          | •         | •    | •          | •          | •          | •           | •         | x        | •        | x           |
| Potential Cull Cows           | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | x        | •        | x           |
| Sort By Index                 | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Sort By ID                    | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Sort By Other                 | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Historical Cow Performance    | •                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | •        | •        | •           |
| Pedigree Report               | x                 | •          | •      | •          | •         | •    | •          | •          | •          | •           | •         | x        | •        | x           |

# HERD INFORMATION

| (Continued)               | Red Wing Cow/Calif |            | Cow     |            | Cow Sense |      |            | Cattle Max |            |             | Cattle    |         |          |             |
|---------------------------|--------------------|------------|---------|------------|-----------|------|------------|------------|------------|-------------|-----------|---------|----------|-------------|
|                           | Commercial         | Production | Calif 5 | Farm Stock | EZ-75     | Lite | Commercial | Seedstock  | Production | Performance | Seedstock | THE IRM | Pro 2003 | Cattleworks |
| Breeding Worksheet        | ●                  | ●          | ●       | ●          | ●         | X    | ●          | ●          | ●          | ●           | ●         | X       | ●        | X           |
| Preg-check Worksheet      | ●                  | ●          | ●       | ●          | X         | X    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | X           |
| Herd Composition By Age   | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | X       | ●        | X           |
| Conception Rates By Age   | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | X          | X           | X         | X       | ●        | X           |
| List of Open Cows         | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | X           |
| List of Cows Bred         | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | X           |
| Inventory By Calif Sex    | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | ●           |
| Inventory By Location     | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | ●           |
| Inventory By Site         | ●                  | ●          | ●       | ●          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | X           |
| Open Cows Carried Forward | ●                  | ●          | ●       | X          | ●         | ●    | ●          | ●          | ●          | ●           | ●         | ●       | ●        | X           |
| Management Calendar       | ●                  | ●          | ●       | ●          | X         | X    | X          | X          | ●          | ●           | ●         | X       | ●        | X           |

## COMPUTER REQUIREMENTS

|                                | CowCalf             |                     | Cow<br>Calf 5  | Farm Stock                          | Cow<br>Sense   |
|--------------------------------|---------------------|---------------------|--|-------------------------------------|--|
|                                | Commercial          | Production          |  |                                     |  |
| <b>Operating System</b>        | Win. 98<br>or newer | Win. 98<br>or newer | Win. 95<br>or newer  | Win. 95<br>or newer                 | Win. 98<br>or newer  |
| <b>Minimum RAM</b>             | 64 MB               | 64 MB               | 16 MB  | 16 MB                               | 32 MB  |
| <b>Hard Disk</b>               | 80 MB avail.        | 80 MB avail.        | 30 MB  | 10 MB                               | 30MB free space  |
| <b>Printer</b>                 | Ink Jet<br>or laser | Ink Jet<br>or laser | Any Microsoft Windows<br>computer printer  | Any<br>graphics printer             | Ink Jet<br>or laser  |
| <b>Monitor</b>                 | VGA<br>or SVGA      | VGA<br>or SVGA      | 800 x 600  | VGA                                 | Color 640x480<br>minimum   |
| <b>Last Updated</b>            | 04/04               | 04/04               | Available<br>on the Web  | Constant Revision                   | 09/04<br>(quarterly updates<br>on web)   |
| <b>Cost</b>                    | \$295               | \$695               | \$500  | \$150                               | EZ-75 \$158<br>Lite \$266<br>Commercial \$466<br>Purebred \$535                        |
| <b>Demo<br/>Avail./Cost</b>    | Free                | Free                | Free 60-day trial<br>of full working version                                     | Free                                | Free working<br>version  |
| <b>Support<br/>Avail./Cost</b> | Available           | Available           | Free unlimited phone,<br>e-mail, and Web, also<br>training seminars<br>available | Free Internet,<br>30 day free phone | 30 day free,,<br>several plans<br>available,<br>workshops offered<br>online and onsite |

## COMPUTER REQUIREMENTS (Continued)

|                            | CattleMax                                      |                      | THE FIRM                 | Cattle Pro 2002   | Cattleworks                                    |
|----------------------------|--|----------------------|--------------------------|---|--|
| <b>Operating System</b>    | Win. 95<br>or newer                            |                      | Win. 95<br>or newer      | Win. 95<br>or newer   | Win. 95<br>or newer                            |
| <b>Minimum RAM</b>         | 32 MB  |                      | 24 MB                    | 32 MB   | 32 MB  |
| <b>Hard Disk</b>           | 40 MB  |                      | 10 MB                    | 30 MB free space  | 40 MB  |
| <b>Printer</b>             | Ink Jet<br>or laser                            |                      | No Requirements          | No Requirements   | Ink Jet<br>or laser                            |
| <b>Monitor</b>             | SVGA<br>800 x 600                              |                      | 800 x 600                | VGA   | SVGA<br>800 x 600                              |
| <b>Last Updated</b>        | Constant Revision                              |                      | 09/04                    | Constant Revision   | Constant Revision                              |
| <b>Cost</b>                | Small herd (<50 cows)                          | Standard (unlimited) | \$125                    | Prime \$695<br>Choice \$395<br>Select \$295<br>Standard \$195         | \$75   |
| Basic                      | \$150  | \$350                |                          |   |  |
| Commercial                 | \$250  | \$450                |                          |   |  |
| Seedstock                  | \$350  | \$550                |                          |   |  |
| <b>Demo Avail./Cost</b>    | Free   |                      | No                       | Free  | Free   |
| <b>Support Avail./Cost</b> | Free phone,<br>e-mail, and Web site<br>support |                      | Free phone<br>and e-mail | Free on Internet,<br>30 day free phone,<br>Special training available | Free phone,<br>e-mail, and Web site<br>support |

## **Additional Considerations**

### **Sorting options provided by the program?**

- Cow/Calf Commercial—user can define simple to complex queries.
- Cow/Calf Production—user can define simple to complex queries.
- Cow Calf 5—sort by any variable and use subgroup for custom statistics, printouts, or the functions.
- Farm Stock—custom reports can be sorted by any data field.
- Cow Sense—sort and print report based on any single variable and combination of variables (even custom fields). User can apply predefined sorts or define their own simple to complex database queries. Sorts and queries can be named and saved for repeated use. Match Function allows for extending the sort and query functions of Cow Sense across data tables (for example, from a sort of the calf records back to the Cows or Bulls tables).
- CattleMax—sort, filter, and print based on any piece of information, including custom fields. Report Writer allows for saving of sorts and filters.
- THE fIRM—sort by ID, index, ear tag, location, and weight.
- Cattle Pro 2003—user can sort any field.
- Cattleworks—user can define simple to complex queries.

### **Specific data entry fields that are required for program to work.**

- Cow/Calf Commercial—birthdate, sire/dam, ID, purchased/raised/AI.
- Cow/Calf Production—birthdate, sire/dam, ID, purchased/raised/AI.
- Cow Calf 5—permanent ID, birthdate of dam/calf, calf sex.
- Farm Stock—ID, location, group.
- Cow Sense—All animals must have an individual ID. Every calf record must have an outcome entered; other requirements are situational. Also, all cows must have a birth date (estimated or actual as well as Status, for example Active or Gone). If cows are involved in Embryo Transfer, Donor or Recipient classification is an option. Bulls must have a unique ID as well as Status (for example, Active or Gone); they can be entered individually as well as grouped for Multi-Sire Teams. Built in default entries eliminate the need to enter repetitive data (for example, recording calf birth dates when born on the same day). User can add, edit, or hide other fields. Alternative Tabular Data Entry Mode allows for the entry of historical data in a “spreadsheet like” environment. Global Edit and Report Edit functions allow for added ease to edit one or multiple records at a time, while viewing a report.
- CattleMax—ID and birthdate (actual or estimated). Calf groups and stocker/feeder groups do not require individual ID.
- THE fIRM—ID, birthdate, sex, sire, and dam.
- Cattle Pro 2003—ID only.
- Cattleworks—location, breed, and sex.

### **Does the program generate Standardized Performance Analysis (SPA) values? If yes, are they production values, financial values, or both?**

- Cow/Calf Commercial—yes, production.
- Cow/Calf Production—yes, production.
- Cow Calf 5—yes, production and financial.
- Farm Stock—No.
- Cow Sense—yes, the production report is NCBA SPA production certified. The Cost of Production Report (SPA-F) is pending. However, information can be exported to various SPA-F Microsoft™ Excel Templates.
- CattleMax—yes, the program is NCBA SPA-P Certified and calculates the complete SPA production measures.
- THE fIRM—No.
- Cattle Pro 2003—yes, production.
- Cattleworks—No.

### **Is the program integrated with other agricultural software?**

- Cow/Calf Commercial—Export to Microsoft™ Excel or Microsoft™ Word.
- Cow/Calf Production—Export to Microsoft™ Excel or Microsoft™ Word.
- Cow Calf 5—Easily integrates with Microsoft™ Excel or any other spreadsheet program. Has the capability to integrate with Palm OS and Microsoft™ Windows CE PDA devices to allow data entry while tagging animals or working in a chute.
- Farm Stock—Farm Trac, Farm Fund, Microsoft™ Excel, Stock Mate, and Microsoft™ Windows CE Bar Code Scanner.
- Cow Sense—Included Import Tool allows the user to import data to update existing records and/or create a Cow Sense herd from any other existing data source. Export and import to/from spreadsheet, word processing, financial programs (QuickBooks), and multiple other formats. Seamless electronic data exchange through Cow Sense Premium Interface Component with hand held computers or PDA's, Breed Associations and other production partners (alliances, feedlots, processors, and data collectors such as centralized private or public databases) with included ftp tools. Cow COMM component provides chute side sorting and interface with electronic scales, EID readers, bar code scanners, digital tape measures, and LED Signs as well. Included Analysis Wizard allows user to create and print production graphs, charts, and cross-tabular tables for more in-depth analysis. Seamless interface with Cow Sense Online (secure Internet site) for benchmarking and comparative analysis is available at no additional cost. Import bull records and updates from participating AI companies. Integrated with Cow Sense Sale Manager, a complete customer, animal, and sale management software. Send/Retrieve Herd File from Cow Sense Support, and Auto Update function available free with Internet access. Full integration with Cow Sense Genetic Services PairMatch™ application

provides seamless flow of DNA parentage verification data. Additional interface is planned with New Pasture Sense™ range management program.

CattleMax–TAEX Cow-Calf SPA spreadsheet package to complete SPA financial data, Microsoft™ Excel and Microsoft™ Word, export reports and worksheets to handheld devices supporting spreadsheets, interface with over 30 breed associations (electronic and paper formats), and integration with electronic scales and electronic ID.

THE FIRM–No.

Cattle Pro 2003–Breed Associations module for EPDs (will be able to download a scale module off the Internet). Exports to Microsoft™ Excel and other file formats (html, pdf, rtf, text).

Cattleworks–export to Microsoft™ Excel, Microsoft™ Word, CSV file, or Adobe™ PDF, general HTML page. Exports to Palm Viewer software that is included with Cattleworks.

- **All programs have on-screen or printed input forms, as well as on-screen/printed summary reports available.**
- **All programs compute adjusted weights according to Beef Improvement Federation Guidelines and use BIF age of dam adjustment factors (Cow Sense, CattleMax, and Cattle Pro 2003 can be customized).**
- **Almost all of the programs are designed for both commercial and registered (seedstock, purebred) cow herd types.**
- **Free-format comment areas (note pages) are available.**
- **Programs have the capabilities to do mass updates on animals for health problems/vaccinations, breeding, feed usage, sales, or various other circumstances.**
- **User defined fields, when available, allow input of data not otherwise specified. For example, if the vendor representative indicated ‘no’ for ‘management code,’ a user-defined entry field could be added for these data.**

**Does the program have the capability or do you plan to develop the capability to accept farm level inputs from electronic ID systems or interface with input from databases generated by electronic ID systems?**

Cow/Calf–no, but a feasibility study is being conducted.

Cow Calf 5–can accept inputs, but cannot interface with databases at this time.

Farm Stock–the software has the capability to import and export farm level inputs from electronic ID systems and is also capable of interfacing with databases generated by electronic ID systems.

Cow Sense–Cow Sense was the first herd management software to integrate real time (direct connect) interface with EID (RFID – Radio Frequency Identification) readers and

other electronic measurement devices (scales, tape measures, ultrasound) to collect new data and access existing data real-time (chute side with a laptop or PDA). Cow Sense Cow COMM (communications component) supports EID (HDX and FDX RFID) as well as Bar Code technologies. Data can be collected and historical data accessed for calf, cow, bull, or breeding records. Weights, frame score, ADG, pregnancy status, pelvic and scrotal measures are examples of data that can be collected with Cow COMM. Associated adjustments are computed on the fly (as they enter the computer from the collection device). Initial scan of the EID into the Cow Sense record at time of tagging allows for automated look up of animal record at all subsequent times the animal is scanned. Alternatively, the included Tag Wizard (V4.6 or higher) provides the “low tech” solution to print and sort an EID tag list and link to the visual tag for import into Cow Sense.

CattleMax –CattleMax interfaces with EID readers and records EID tag numbers. In addition, the software will be updated as additional EID systems are introduced.

Cattle Pro 2003–Yes.

Cattleworks–Yes.

**Does the program currently have the capability or do you plan to develop the capability to output information (i.e. to industry databases) to an animal ID database or other animal information systems that may develop in the industry?**

Cow/Calf–the software has the capability to export data to the Red Angus Association.

Cow Calf 5–Yes.

Farm Stock–yes, once the national database is working.

Cow Sense–included Location Wizard in Cow Sense (V4.6 or higher) moves groups or individual animals with associated premise IDs. Current interface with Cow Sense Online provides for the submission of data to a secure Internet site. The Send/Retrieve Herd File as well as Remote Backup Service provides for the seamless transfer of whole herd data to Midwest MicroSystems for analysis of safe data storage. Additionally, interface with various private centralized databases are accomplished with tools available in the Cow Sense Premium Interface Component (PIC), providing for the output of information, as well as receipt of information back into Cow Sense – without re-keying. If public databases are established, required information will be delivered in the same fashion.

CattleMax–CattleMax currently exports data to breed associations. As industry databases and standards are developed, CattleMax will be updated to accommodate data exchange.

Cattle Pro 2003–Yes.

Cattleworks–Yes.

## Other Resources

Some of the programs generate Standardized Performance Analysis (SPA) production values. Additional information on SPA is available in these OSU Fact Sheets:

F-222, Integrated Resource Management Tools: Standardized Performance Analysis: Cow/Calf Software.

F-231, Cow/Calf Financial and Production Performance: What we are learning from Standardized Performance Analysis (SPA) Data.

F-232, Interpreting Cow/Calf Standardized Performance Analysis (SPA) Results.

## Helpful Web sites

Farm Financial Management Resources:  
<http://www.agecon.okstate.edu/ffmr.asp>

Quicken materials for farm financial records:  
<http://www.agecon.okstate.edu/quicken/>

Animal Science Resources:  
<http://www.ansi.okstate.edu>

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