THE 4-H SHOW STEER PROJECT
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By

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The 4-H show steer project is designed to give you experience in selecting, feeding, fitting, showing and marketing beef steers through special market activities entirely different from regular market channels.

In addition to the practical work in raising your steer, this project offers you a wide variety of other activities such as local, county and district shows, tours, community projects and contests. You are expected to own your steer and show him.

Financing Your Project

The first problem you will encounter with your project is "How much money do I need and where will I get it?"
The three usual sources of money available to you are:

1. From your own bank account
2. Borrowing from your parents
3. Borrowing from the local bank.

If you borrow money from your parents, arrange to pay interest on the money used. Keep the loan on a business basis.

Good business training is to visit your parents' local bank with them and discuss the need for a loan with the banker. He will want to know:

1. How much money you really need
2. When the loan will be repaid
3. How the loan will be repaid if your calf dies or your project loses money.

If you have the necessary feed, the bank will usually loan you enough money to buy your steer. Or if you have the steer, the bank will nearly always loan you the money for the feed. Feed accounts for 70 to 80 percent of your total cost in fattening your steer.

Feed Costs

You can plan ahead your total feed requirements with considerable accuracy. If your calf weighs 400 pounds when you buy him and is sold when he weighs 1000 pounds, he will have gained 600 pounds. As a general rule, you can estimate 10 pounds of total feed to make one pound gain in weight on your steer. The total feed will be 6000 pounds. This will be two-thirds grain and one-third hay. Your feed needs, then, will be 2 tons of grain (4000 pounds) and one ton of hay (2000 pounds).

You can substitute local feed prices for these amounts and come up with a total amount of money needed for feed. If your grain mix averages $55 per ton in cost and your hay costs $25
per ton, your total amount of money needed for feed is $135 ($55 \times 2 \text{ tons} = $110 + 1 \text{ ton of hay at } $25).

If you borrow from a bank, you will pay interest for use of the money. If the interest rate is 6 per cent, you will pay the bank $8.10 interest ($135 \times .06) for use of the money for one year.

You should always be ready to repay a loan when it is due if you wish to maintain a good credit rating. Credit, which is the willingness of people to loan you money, is almost a necessity in the livestock business today. Where you borrow from a bank or your parents, be prepared to pay for the use of that money.

**SELECTING YOUR STEER**

Much of your success will depend on selection of feeder steers. Size, condition, quality, and age of steers purchased are important. Price paid per pound must be related to these, as well as to the market. Always buy by the pound, not by the head.

**When to Buy**

Feeder calves should be bought in the fall. Feeders are then available in greater numbers and often at lower prices. This is because cow herd owners usually grow rougher types of feed than are desirable for wintering calves, and prefer to sell them at weaning time.

**What to Buy**

Good to Choice grade feeders are desirable for your 4-H project. Get the beef breed you prefer. Good to Choice feeders can be fed to the slaughter grades of Good and Choice. Lower quality cattle may be purchased at lower prices, but lack type. Selling price of a finished steer, graded Good to Choice as a feeder, generally is high enough to more than compensate for the difference in original purchase price.

Grade is decided by four things--the animal's conformation, quality, finish, and maturity. Each animal presents a different combination of these. In two animals, of the same grade, one might have less maturity and finish than the other--yet have enough quality and conformation to make up for the difference.

<table>
<thead>
<tr>
<th>Feeder grade</th>
<th>Slaughter grade</th>
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<tbody>
<tr>
<td>Prime</td>
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<tr>
<td>Choice</td>
<td>Choice</td>
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<tr>
<td>Good</td>
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<td>Standard</td>
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<tr>
<td>Utility</td>
<td>Utility</td>
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Feeder grade should decide slaughter grade when your animal is finished. It also determines the most economical time to market.

Cattle should be marketed when they reach the degree of finish that corresponds to their grade as feeders. If a steer grades Good as a feeder, he should go to market when he grades Good as a fat steer. Trying to "upgrade" your animal by extra feeding is expensive.
FEEDER STEERS
U.S. GRADES
Where to Buy

Various places can supply feeder cattle for your 4-H steer project. Best source is your dad's own commercial cow herd. A high quality herd on the home farm will assure desirable qualities in the calves used. If you use steers you have raised, weigh them at the beginning of the feeding period and appraise them on the basis of the going price so your feeding project records will be complete.

Other sources are your neighbors' quality commercial herds, reliable pure-bred breeders, and commercial breeders who have good quality cattle.

Commission men in terminal markets can help you obtain calves of the desirable type and quality. This is part of the regular service offered by commission companies at terminal markets.

Many public auctions in Washington handle large numbers of feeder cattle each year. Auction operators often help members select desirable 4-H steers.

In some counties, Cattlemen's Associations hold cooperative feeder sales to get out top quality feeders for club members.

Breeders who keep records of rate of gain on their cattle are especially good sources of club calves. Calves from bulls and cows which make high daily gains will have the inherited ability to make fast gains. Still better is the chance to buy calves from bulls and cows which have produced calves of superior carcass merit, too.

How Much to Pay

Get market information on what cattle are worth, then pay market prices. It is not necessary to pay premiums to get desirable project steers. Plan your steer-fattening project on market prices only. Consider the margin. To make profit or prevent loss, you must obtain more per 100 pounds for steers when marketed than you originally paid per 100 pounds for feeders. Don't plan on a margin wider than $3.00 per 100 pounds.

MANAGEMENT

Trucking a Calf Home

Use care in trucking the calf home. Lead the calf quietly, and avoid getting him excited. Use a rope halter which fits properly and tie the calf in the truck. By proper handling, he may be partially halter-broken on the way home.

If the weather is cold, cover the front third of the top and sides of the rack of the truck or pickup with canvas or cardboard to prevent exposure of the calf.

Shipping Fever

See section on Animal Health.

Castration

Castrate bull calves when they are from three days to three weeks old. If the calf bought is still a bull, castrate immediately. Less time, work
and equipment are required for young calves. Delay causes a greater setback as the calf gets older and increases chances for a coarse, staggy appearance at show time. Using a knife insures a permanent job.

**Dehorn Early**

All calves should be dehorned. Buy dehorned feeder calves if at all possible. Dehorn calves raised on the home farm under 2 months of age. It causes less shock then and is much easier to do. Caustic may be used before the calf is 10 days old. The Barnes type dehorner is satisfactory for calves up to weaning age. Other types, or a saw properly used, are satisfactory. BE SURE YOU GET AT LEAST A 1/4 INCH RING OF HAIR AROUND THE HORN.

Dehorning may be done at the same time as castrating.

**Vaccinate for Blackleg**

Always vaccinate for blackleg and malignant edema. If calves are vaccinated at four months of age or less, vaccinate again at weaning time to insure immunity. Calves may be vaccinated for blackleg at the same time they are dehorned, castrated, and branded.

**Stall**

The stall should be roomy, well-ventilated, have a dry floor, and a low wide manger. Keep it clean and well-bedded so the calf can lie down as much as possible. Greatest gains are made when the calf is lying down, comfortable and contented.

Clean the stall daily by removing all manure and damp bedding as needed.

Keep the manger and feed boxes clean to prevent both lack of appetite and disease.

**Exercise**

The calf needs exercise during the entire feeding period. It should be allowed to exercise in a dry lot on clear days during winter and spring.

From July through September, keep it out of the hot sun to preserve the gloss of its hair. During that time, turn the calf into a dry lot at night to exercise.

It is good practice in the last part of the feeding period to exercise your calf by leading it each evening. This not only assures that the calf exercises, but also gives a good opportunity to train the calf to show.

Practice standing the calf as though he were being shown. Use a show stick to get his feet placed correctly, and use the show halter to accustom the calf to the chain lead strap.

**Brushing**

A thorough brushing every day improves the condition of the calf's skin and hair, removes chaff, dandruff and dead hair, and eliminates the need for washing during the spring and early summer.

Use a stiff brush for this job. Rough currycombs have a tendency to cut and roughen the hide. Daily brushings help get the calf accustomed to being handled.

**Care of Feet**

If the stall is kept clean, dry, and
well-bedded, and the calf given plenty of exercise, little difficulty will be had with the feet.

If the feet should become sore and foot rot develops, clean them thoroughly and soak them in a saturated solution of bluestone. You can use a watertight box in which to place the affected foot. Make a bluestone solution by dissolving 1 pound bluestone in 1 gallon water.

The veterinarian can cure severe cases of foot rot with an injection of one of the sulfa drugs and keep weight loss to a minimum.

Trim the feet as needed to keep the toes short and the calf standing straight on his feet and legs.

It is best to trim the feet of a club calf while he is standing, if at all possible. If you cannot do this, and if no stocks are available, then you need to throw the calf. Be careful to avoid bruising or skinning the calf.

In trimming the foot, remove the excess toe and bottom growth of the hoof wall with a pair of hoof nippers. Keep the blunt side of the nippers on the outside wall of the hoof. Take off only a small amount at a time, to keep from getting into the quick and causing bleeding and lameness.

After removing the hoof wall, level the bottom of the hoof with a hoof knife until the bottom is flat and the calf stands evenly on all parts. Use a hoof rasp to shape the foot.

Don't wait until just before show time to trim the calf's feet. There is always a chance of trimming a little too close and causing lameness. Also, the angle of the foot is changed, making the calf slightly off form for a short time.

Other Management Practices

Use home-grown feeds when possible. Buy only the supplements that are absolutely necessary. All grains are about equal, except oats which has a lower feeding value.

Control external parasites such as flies, warbles, and lice.

When feeding out steers, it is not desirable to feed more than one pound of grain per 100 pounds of live steer per day except at the end of the feeding period. This will not produce a prime steer. It will produce an economical steer that will make you more money in the long run.

FEEDS AND NUTRITION

Feeds

Feeds are divided into two classes, roughages and concentrates. Roughages include hays, both legume and grass, straws, silages and pasture. Most roughages are either high in protein or high in starch (energy). Some concentrates are the feed grains (wheat, barley, oats, corn) which are high in energy and soybean, cottonseed and linseed meals which are high in protein.
Feed Nutrients

Five feed nutrients must be included in the ration for beef cattle. These are carbohydrates, proteins, fats, minerals, and vitamins.

Carbohydrates are supplied in grain feeds. They furnish energy and are used to lay on fat.

Proteins are needed to develop muscle and bone. Grain feeds carry some protein but not enough to meet the growing steer’s needs. Add protein supplements, therefore, such as linseed meal, cottonseed meal, soybean meal, or pea meal to balance the ration. When the grain feed is properly balanced with protein, steers make faster and cheaper gains.

Fats are a source of heat and energy. From the practical feeding standpoint all rations contain enough fats to meet the steer’s requirements, and it is not necessary to add them to the ration.

Minerals are needed for bone development and general growth. Sodium chloride and iodine should be added to every steer ration in the form of iodized salt.

Calcium and phosphorus are low in some rations, especially when no legume hay is fed. It can be added by giving free access to steamed bone-meal. All other minerals are present in adequate amounts in Washington feeds.

Vitamins are essential for the health, growth and vigor of cattle. Vitamin A is sometimes low in rations if steers are fed in drylot with poor quality or non-legume hay. Good quality alfalfa hay is the best source of vitamin A for steers. All other vitamins are either manufactured by the steer in his rumen, contained in the ration, or absorbed from sunlight.

Barley is a good fattening feed having about 95 per cent the fattening value of corn. It is not wise to feed barley as the only grain, since cattle have a tendency to bloat on barley alone, especially when fed with legume hay.

Corn is a good fattening feed. If you buy grain, you can often buy corn as cheaply as other feed grains.

Oats is a bulky feed that steers like. However, oats produce growth rather than finish when they form more than 25 per cent of the ration. A steer with too much oats in his ration will lack finish at marketing time.

Wheat, fed as a part of the ration, gives good results in fattening steers. Do not feed more wheat than recommended in the suggested rations (50 per cent). Too much wheat will sometimes cause a steer to go off feed and may cause bloat.

Wheat bran is a good feed. It is palatable and high in protein and phosphorus. It has a slightly laxative effect. Bran should not be fed more than 10 or 15 per cent of the ration.

Dried beet pulp or dried molasses pulp may be used in steer-fattening rations, not to exceed 20 per cent of the ration. When fed at this level, beet pulp has about the same fattening qualities as ground barley.

Dried beet pulp is palatable, adds bulk and variety to the ration, and has a tendency to lessen bloat hazard.
Blackstrap, or beet molasses, is well liked by cattle and often used as an appetizer. It has a feeding value of about 70 per cent that of corn.

Feed molasses in limited quantities at first because it might have a laxative effect. It is common practice in some sections of the state to self-feed molasses to steers on full feed.

Molasses and molasses feeds are low in protein and do not take the place of grains that contain more protein.

**Protein Feeds**

Linseed, cottonseed, or soybean meal are high protein feeds which, fed as recommended, supply protein needed to balance the grain.

You can use pea meal satisfactorily as the protein supplement. Pea meal contains twice as much protein as grain, but only about half as much as cottonseed or soybean meal. It is often available in Washington at a lower cost than other protein feeds.

**Hay**

The calf must have some roughage. This should be supplied by feeding hay. Some legume hay is desirable in the ration to furnish vitamins and other feed nutrients not available in other feeds. A high quality mixed hay of grasses and legumes is satisfactory for the calf.

Be sure to feed at least 3 to 4 pounds of hay to the calf each day, since digestive troubles usually result if hay is not fed or fed in too small an amount.

**Silage**

Corn, pea, or grass silage are good roughage feeds for project calves. Limit the amount fed to 8 to 10 pounds per day. Too much silage reduces the amount of grain the calf will eat and may cause a paunchy appearance and lack of finish.

A few pounds of silage at each feeding will usually prevent bloat.

**Pasture**

Project calves should not be turned out on pasture. Calves on good pasture grow, but do not fatten, and lose their appetite for grain. You can, however, turn a calf out at night in a small corral, carrying a limited amount of pasture, with satisfactory results.

**Feed Regularly**

Feed the calf twice each day, except in the last part of the feeding period, when you may increase it to three feeds daily. Feed at the same time each day since irregular feeding may cause a calf to go off feed.

Once the calf is on full feed, keep it on the same ration. Don't change from one feed to another. Any adjustments in ration or amount fed should be made gradually.

**Water**

The calf should have all the water it will drink at all times. You should consider water as a feed since it is as important in the feed as any other
**DIGESTIBLE PROTEIN CONTENT OF SOME COMMON FEEDS**

**ROUGHAGES**
- Alfalfa Hay: 10.6%
- Alfalfa Silage: 1.6%
- Corn Silage: 1%
- Ladino Clover Hay: 12.0%
- Orchardgrass Hay: 4.6%
- Orchardgrass Silage: 2.3%
- Red Clover Hay: 10.5%
- Timothy Hay: 4.3%

**CONCENTRATES**
- Barley: 9.0%
- Corn: 6.7%
- Cottonseed Meal: 36.0%
- Dried Beet Pulp: 4.1%
- Linseed Meal: 36.0%
- Oats: 7.0%
- Pea Meal: 21.0%
- Soybean Meal: 36.0%
- Wheat: 10.0%
part of the ration. It's a good idea to keep a container of fresh clean water in the stall.

Salt and Bone Meal

Calves should always have loose iodized salt kept before them, since they need large quantities when they are fed heavily. Also keep steamed bone meal before the calf all the time. A double compartment feeding box is valuable for feeding salt and bone meal.

Grain Rations

It is important to feed a balanced ration. Make greatest use of home-grown grains so only feeds to balance the ration need be bought.

A calf on full feed will eat about two pounds per hundredweight per day.
The following rations make use of home-grown grains and are balanced when fed with legume or high quality grass hays:

<table>
<thead>
<tr>
<th>Ration 1</th>
<th>Pounds</th>
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<tbody>
<tr>
<td>Ground oats</td>
<td>20</td>
</tr>
<tr>
<td>Ground barley</td>
<td>35</td>
</tr>
<tr>
<td>Ground wheat</td>
<td>20</td>
</tr>
<tr>
<td>Dry beet pulp</td>
<td>15</td>
</tr>
<tr>
<td>Coarsely ground peas</td>
<td>5</td>
</tr>
<tr>
<td>Cottonseed meal or equivalent</td>
<td>5</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Ration 2</th>
<th>Pounds</th>
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</thead>
<tbody>
<tr>
<td>Ground oats</td>
<td>25</td>
</tr>
<tr>
<td>Ground barley</td>
<td>20</td>
</tr>
<tr>
<td>Ground wheat</td>
<td>20</td>
</tr>
<tr>
<td>Ground corn</td>
<td>20</td>
</tr>
<tr>
<td>Wheat bran</td>
<td>10</td>
</tr>
<tr>
<td>Cottonseed meal or equivalent</td>
<td>5</td>
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<tr>
<th>Ration 3</th>
<th>Pounds</th>
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</thead>
<tbody>
<tr>
<td>Ground oats</td>
<td>5</td>
</tr>
<tr>
<td>Ground barley</td>
<td>20</td>
</tr>
<tr>
<td>Ground corn</td>
<td>40</td>
</tr>
<tr>
<td>Dry beet pulp</td>
<td>15</td>
</tr>
<tr>
<td>Wheat bran</td>
<td>10</td>
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<tr>
<td>Cottonseed meal or equivalent</td>
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<table>
<thead>
<tr>
<th>Ration 4</th>
<th>Pounds</th>
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</thead>
<tbody>
<tr>
<td>Ground corn (or wheat)</td>
<td>60</td>
</tr>
<tr>
<td>Ground oats</td>
<td>20</td>
</tr>
<tr>
<td>Dry beet pulp</td>
<td>10</td>
</tr>
<tr>
<td>Cottonseed meal or equivalent</td>
<td>10</td>
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<tr>
<th>Ration 5</th>
<th>Pounds</th>
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</thead>
<tbody>
<tr>
<td>Ground barley (or wheat)</td>
<td>50</td>
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<tr>
<td>Ground oats</td>
<td>25</td>
</tr>
<tr>
<td>Dry beet pulp</td>
<td>15</td>
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<tr>
<td>Cottonseed meal or equivalent</td>
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Consult your club leader or county agent for help in developing a steer ration. A ration which has been successful in developing 4-H show steers in one county is: rolled corn 300; rolled oats 300; rolled barley 700; beet pulp 300; molasses mixed feed 200; and 32% pellets 200.

If you grind the grains, make them coarse. Fine grinding lowers palatability and sometimes causes digestive disturbances. Rolling is a good method of preparing feeds. It allows little waste, and cattle like rolled grain.

Be sure to supply the protein requirement. Generally, one pound cottonseed meal or its equivalent will
replace five pounds grain until the protein requirement is met. A ration properly balanced with protein will insure high daily gain and efficient use of feed.

**ANIMAL HEALTH**

Livestock health is the aim of all disease study. A health program with its many approaches should be on a club and community basis. Everyone in the community can assist by participating. Acquaintance with preventative measures including barn construction, safe squeezes, chutes, and restraint all help in preventing injury and loss. Animal first aid courses are beneficial for club members.

Sanitation in livestock care needs special consideration. Animals need dry bedding. Sunshine through windows, doors, or open sheds helps reduce moisture and infection. Freedom from drafts is more important than warmth. Quarters should always be light and free from odors and dampness. Wet stalls may cause pneumonia. The best test for quarter livability is: Do they seem fresh and pleasant as you first enter?

It is especially beneficial to know what diseases can be prevented by immunization, and when these immunizations are desirable. In such a community program, veterinarians will gladly participate.

The most desirable treatments vary according to conditions. Beneficial drugs are continually being added to our present ones. The best and most reliable diagnosis and treatment can be obtained through your veterinarian.

**Blackleg**

Blackleg is a highly fatal disease, especially for young animals under 24 months old. It affects the heavy musculature, particularly of the legs, causing the muscles to turn black. Lameness and rapid death follow. Early vaccination is most effective. Revaccination is advisable under great exposure.

**Shipping Fever**

Shipping fever is a cattle disturbance, usually with pneumonia symptoms, caused by infections due to exposure, faulty housing and poor care--especially during bad weather. Contact with strange cattle is the usual history. Protection and treatment measures vary according to conditions. Preparation for shipment should be arranged with your veterinarian several weeks in advance to insure healthy delivery. Vaccination is of questionable value.

**Ringworm**

Ringworm is a fungus infection easily recognized by its rounded light spots of an asbestos-like appearance, with the hair tending to disappear. They are often referred to as "dollar spots." Ringworm is highly contagious, and infected areas itch causing animals to rub. Infection is spread from animal
to animal, or from infected quarters and equipment. Early care prevents spread and destroys infection in 1 to 3 treatments.

Ringworm appears most often on the head and neck or rump of animals less than a year old. No vaccination is available. Use equal parts of glycerin and iodine applied daily.

Bloat

Bloat in cattle is a digestive disturbance with accumulation of gases in the rumen. It causes discomfort and even death in a matter of minutes in acute cases.

Feeding conditions causing bloat are quite variable. Keep coarse hay before animals on legume pasture. Legume pastures are most often involved, but other feeding conditions also bring on the conditions at times. Heavy grain rations may cause trouble in the feedlot. Walking the animal often removes slight bloat. Antifoaming agents given by mouth usually relieve it. A garden hose passed into the stomach allows gas to escape. Use a speculum or a block with a hole in it for hose to pass through to keep animal from chewing hose. Mineral oil or linseed oil, a pint to a gallon depending on size of the animal, will prevent immediate recurrence. Turpentine or kerosene, 2 to 3 ounces in a pint of milk or water as a drench will cause belching. Sticking the middle of area between hip and last rib on the left side with a trochar and canula, or knife, should be attempted only as a last resort. Call your veterinarian immediately.

Scours

Scours is a digestive disturbance and a symptom of most infectious diseases.

The feces are variously colored, thin, and sometimes bloody.

Most calf deaths are caused by scours within the first month of life. Over feeding may increase a calf's susceptibility to scours. Handfed calves should be taken off the mother after 24 hours, and fed lightly for a day. Gradually increase the rate of feeding until the calves are receiving about 8 per cent of their bodyweight for the total daily feed in 2 or 3 feedings. After one week this can be increased to 10 per cent. Feed immediately after milking, or warm milk to body temperature. Nipple feeding is preferred to open pail method. Always clean and disinfect pens before a new calf is put in. Clean and sterilize calf pails like milk pails.

Acidolpholus milk is beneficial in controlling scours in young calves. Antibiotics help prevent and cure scours. All exposed calves, such as those coming from public sales, should be treated before first feeding. Later scours may be caused by improper feeding and other diseases, including parasites. Consult your veterinarian for a diagnosis and proper treatment. There is no good vaccination for all kinds of scours.

Foot Rot

Foot rot in cattle is a contagious infection causing lameness due to swelling, inflammation and decaying tissue. It can be recognized by a characteristic foul odor. Foot injuries on rough going associated with mud and filth make ideal conditions for foot rot to spread.

Many treatments are effective after trimming and cleaning feet. Soaking
feet in bath of saturated solution of copper sulfate is effective. Repeat after 4 or 5 days, if necessary. Several injections, including sulfas or penicillin, are very good. Discuss effective control measures with your veterinarian.

Warts

Warts are a diseased skin growth caused by a virus infection. They are contagious to men and animals. Application of castor oil or other oily base materials daily may cause them to disappear. Wart vaccines are often effective on beef animals. Consult your veterinarian about vaccination.

*C Roy I. Hostetler, D.V.M., edited this section.

CARE AT SHOWTIME

County Shows

Many of the shows in which club members participate are county shows, which means hauling the calf to the show and home the same day. In doing this, feed the calf the regular ration the day before the show. Do not give over a half feed of the regular ration the morning of the show day. Do not water until after the calf is moved. When you get to the show, give a limited amount of water, being careful not to overfill the calf.

District Shows

If the calf is to be shown at a county or district show which involves greater distances and several days, handle the calf as follows:

Feed the regular ration the morning of the day before the calf is moved to the show. Water the calf as usual the day before moving. Feed hay, but no grain the evening before moving and give the calf access to water.

Do not feed or water the calf on the morning of moving, until the calf arrives at the show. Then water and give a little hay in the afternoon and feed hay and grain in the evening, and feed and water thereafter on the same schedule as at home.

Regardless of the type of show, train the calf at home before the show time to eat while tied up, out of the feed box to be used at the show, and to drink water out of a bucket.

The calf should lie down as much as possible before it is shown.

Animals show to better advantage when they are not gaunt. And so, it might be advisable to give the calf feed and water just before showing. Too great a fill, however, gives the calf a paunchy appearance.

The type of calf you have determines how full he should be when shown.
MARKETING

The normal marketing channels available to club members in Washington for marketing 4-H show steers are:

1. Private treaty
2. Local auction
3. Central markets or auctions
4. Packing plants.

Private treaty is a marketing method where you sell your steer to the buyer of your choice at the price he is willing to pay. Items to remember in private treaty selling are weighing conditions; whether you take a pencil shrink on your steer before pay weight can be figured, and if so, how much, where you will weigh your steer, and when the delivery date will be. Shrink is the difference between the weight of your steer at home and his weight when sold. Selling directly to packing plants is a form of private treaty.

Community auction sales are held regularly in many Washington areas. A fee, or commission, is charged you for handling and selling your animal. If yardage is charged, this is the hotel bill for housing and feeding your steer.

Most livestock shows and fairs in Washington hold auction sales at the close of the show for all steers exhibited. If you exhibit your steer, it will probably sell in this manner.

Four-H club show calves should be marketed when they are finished to the proper grade. Steers which are sometimes held and fed too long yield wasty, overdone carcasses less attractive to buyers.

RECORDS

Your record book is an important part of your project and should tell the financial story of your project. Your local leader or county agent will help you fill out any part you don't understand.

Write carefully, so it can be read. Be neat. Be accurate.

Enter all bills against the project before they get lost. Enter dates and weights when you weigh your calf.

The completed record book should tell you the total amount of feed used, average daily gain of your calf while on feed, and the cost per pound of gain for your calf.