

DO NOT LEAVE CONTEST AREA
2015 Ag Sales CDE
Individual Sales Situation
Judges Copy

Scenario 1- Customer #1:

You as a Judge are:

Mr. Greg Johanson is married with two teenage children which are home schooled. He is a third generation producer with a 20,000 sow breed to wean production system in a pig dense area and sells weaned pigs that go into wean to finish barns with mixed sow sources. The pigs are weaned at 17-21 days of age

.

Greg's two teenage children have expressed interest in coming back to the family operation after college causing Greg to rethink the setup of his current production system. Greg has decided to transition from a breed to wean operation to a farrow to finish operation with half of his sows, 10,000 sows worth of production.

Thus you will still be selling 10,000 sows of production or approximately 250,000 pigs/year as weaned pigs and finishing the other 250,000 pigs.

Due to this change you are now very concerned with the health and quality of those weaned pigs that you will be finishing and are interested in a protocol that will offer vaccine coverage for Mycoplasma and Circovirus and if needed an antibiotic for swine respiratory disease.

Now that weaned pig health is a priority to you, you are wondering if you should be doing anything from a vaccine and/or antibiotic standpoint for the pigs you are selling as weaners before you sell them. In the past this hasn't big as big of priority because you weren't focused on the weaned pig and your contract for the weaned pigs does not currently compensate you for giving the pigs a vaccine and/or antibiotic. Depending on what you decide, you could possibly negotiate a new contract for the weaned pigs.

DO NOT LEAVE CONTEST AREA
2015 Ag Sales CDE
Individual Sales Situation
Judges Copy

Scenario 2- Customer #2

You as a Judge are:

Robert Vanh is a senior in high school. He is currently showing three market barrows, four breeding gilts, and four beef heifers. His terminal show for his barrows is next week.

Robert loves showing cattle and pigs and has decided to increase the size of both herds. He will be picking up two more breeding gilts next week, after the terminal barrow show, when they are weaned and will be bringing home two new beef heifers that were just weaned.

The vaccination status of both the newly weaned gilts and heifers is unknown and you are debating if that is an issue or not and if you should vaccinate them.

Also weighing heavy on your mind is the fact that you are less than a week from the terminal barrow show and one of your barrows has developed a cough. You are wondering what if anything you can do for the barrow as you want to be in compliance with any withdrawal periods.

Upon further investigation, you've also noticed a slight cough in your four beef heifers and wonder if it is serious or not and what your options are.