stated that they would pay an average of $4.00 per head more for preconditioned calves. Two feeders had fed preconditioned calves. One would not pay more and the other suggested $0.50 per head as maximum premium for preconditioning.

A second question asked was, "What management, feeding, or disease prevention practices do you feel should be included in a good calf preconditioning program?" From the replies received, it would appear that a great deal of confusion exists as to what should be included in a preconditioning program. Most feeders felt that the greatest benefit from preconditioning would be obtained by preweaning at least two, and preferrably three weeks before the calves were sold, with an introduction to bunk feeding, water fountains and a feedlot type of environment. Major emphasis was given to rapid transportation from the ranch to the feedlot. The next considerations were "fresh" calves that had been castrated, dehorned, and vaccinated for blackleg and malignant edema. Vaccination for other diseases associated with feeder calves received sporadic attention by those replying.

Discussion

As in previous investigations, it would appear that use of various chemotherapeutics and vitamins singly or in combination in feed or water to prevent respiratory disease in feeder calves was of no value. The cost of therapeutic treatment of calves that had received preventive medication was four times greater than of those that did not. Thus, it would appear that calves receiving preventive medication had a greater susceptibility to respiratory disease and/or were more difficult to treat successfully when respiratory symptoms appeared.

The incidence of "shipping fever"' in calves was less, but the incidence per feedlot basis was greater than observed on previous surveys.

It seems that the feedlot operator is most concerned with obtaining calves that have been "acclimated" to the feedlot environment, including weaning three weeks in advance of placement into the feedlot, with bunk feeding and acquaintance with water fountains. It is also considered desirable to obtain "fresh" calves, indicating that calves should be transported from the ranch to the feedlot by as direct a route as possible.

Our evidence indicates that good feeder calf management is of prime importance to "shipping fever" prevention and cannot be replaced by chemotherapeutic preventives or vaccination.

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