3 UPCOMING WORKSHOPS

2016 California Multi-Species Academy
September 16-18
Auburn, CA
Cost: $170
Limited Space Still Available! Program and registration information included in this newsletter.
To immediately register, click on the link: http://ucanr.edu/sites/roger_livestock/multi-species_academy/

Getting Started in Beef Cattle Selection, Reproduction, and Marketing
Saturday, September 24
Auburn, CA
9:00 AM - Noon
Cost: Free
This workshop is co-sponsored by UC Cooperative Extension and Tahoe Cattlemen’s Association. Featured will be presentations by local ranchers giving their real world experiences and perspectives on selection, reproduction, and marketing cattle. Program and registration information included in this newsletter.
To immediately register, click on the link: http://ucanr.edu/survey/survey.cfm?surveynumber=18832

Low-Stress Livestock Handling School
October 21-22
Sierra Foothill Research and Extension Center, Browns Valley, CA
Cost: $110
Steve Cote will be the instructor for this 1.5 day course. He wrote the book Stockmanship and has taught schools throughout the western United States. The school will feature demonstration and hand-on practice of techniques. Program and registration information included in this newsletter.
To immediately register, click on the link: http://ucanr.edu/sites/Roger_Livestock/?calitem=335900&g=29082

WEB SITE: ceplacernevada.ucdavis.edu
The Low-Stress Livestock Handling School will be held October 21-22 at the Sierra Foothill Research and Extension Center, Browns Valley, CA. The cost is $110 which includes proceedings, dorm lodging, and food. Steve Cote of Cattle Sense will be the instructor for the course, which will feature live animal demonstrations and hands-on opportunities. The school is supported by a Western Region Sustainable Research and Education grant that has allowed the price to be kept at a bargain rate. Take advantage of this opportunity!

Steve worked for 26 years helping farms and ranches with range and soil conservation with the USDA; 17 years practicing & teaching livestock handling learned from Bud Williams. He has gone around the country helping producers on rangelands, pastures, feedlots and dairies to solve their handling difficulties. Steve wrote the book, *Stockmanship*, which is the only book in the world on the subject of low stress livestock handling for grazing lands management. Steve and his wife Susan live in Weiser, Idaho.

Here is a link to a pdf copy of the book: http://www.blm.gov/or/programs/nrst/files/Stockmanship_Book.pdf

Stress is one of the great hidden costs in the livestock industry. Handling stress affects ranching operations through marketing, weight gain, reproduction, health and relationships with family and labor. The good news is that making changes in our attitudes toward handling livestock can lead to benefits economically and relationally without any associated capital or direct costs. You just have to be willing to invest your time to learn.

The principles and techniques of low-stress livestock handling that will be taught at the school were developed by Bud Williams. The world’s leading expert on livestock handling. These techniques have been used in all kinds of terrain and climates and on all kinds of livestock, elk, reindeer, and fallow deer.

Using these methods, you learn to work animals in such a way that they do not consider you a threat to them. The last thing we want animals to do is to think of us as a predator. Our goal is not only to work livestock with very little stress but also to take existing stress off of them.

In order to implement low-stress livestock handling techniques, there are two main changes in attitude that must take place within you:

Old Attitude:
I’m going to MAKE that animal do what I want.

New Attitude:
I’m going to LET that animal do what I want.

Old Attitude:
That miserable (ornery, wild, stupid, hateful, . . .) cow (calf, bull, sheep, pig, horse, . . .) broke back (went the wrong way, missed the gate, charged me, got sick, . . .)

New Attitude:
What did I do to cause the animal to react that way?

Once our attitudes have changed, Steve Cote says there are three main steps that will assist us in seeing changes in the way our livestock handle:

- Stop forcing stock to do what we want. Replace the use of force with training controlled by low stress principles. Add some practice and patience to the mix and livestock will begin to understand we are not going to force them.
- Stop doing the things that bother livestock. This allows them to get comfortable and learn quickly.
- Use handling techniques correctly. Livestock will respond naturally to them and will do the things we want.
Low-stress livestock handling means the animal does not see us as predators forcing them to move. This is replaced by using actions (pressure) that allows us to get a desired response without force. Once we get that desired response, the action on our part is stopped (release). When livestock see that human application of pressure is always accompanied by release of pressure when they respond, they relax and comply with what we want.

Animal Basics
There are certain things animals want to do as long as they are not stressed. Keep these in mind and use them to your advantage to get what you want.

- Livestock want to move in the direction they are headed
- They want to follow other animals
- They want to see what is pressuring them
- Livestock like to have two or more directions to go when pressured
- They have very little patience

Conversely, you should avoid constantly pressuring animals, pressuring animals so they bump into others, making loud noises, or trying to push for too fast of movement.

Looking At the Three Parts of the Animal
Steve Cote says when handling livestock, we are working with three parts of each animal - emotional, mental, and physical. Whenever handling new stock, thinking about what part needs attention first and what step to start with. Address the weak link first in order to produce well-trained stock in a step-by-step manner. The stock tells you where to start training. Starting places vary. Some might be too concerned about you even being around to react calmly and responsively even to a simple cue. This tells you to start training with the emotional side first. Start by just letting the animal know you will not be aggressive nor do things that have stressed it in the past and let it get comfortable with you being in their sight. In other cases, the animal may be comfortable with us being around but is not responding to move ahead with good movement when pressured. This would be a problem with the mental side. We may need to go back to getting the animal to respond consistently to pressure-release and then build from there.

Sometimes an animal may be tired, sick, or injured and less responsive. This is a problem with the physical side. If we leave out consideration of any of these parts in our handling method, it will show up down the road.

The following is an article written by Tim Westfall on placing cattle on the rage using the techniques that will be taught at the school. Tim Westfall has taught 7 low-stress livestock handling schools with me since 2000. He is an excellent handler of stock. Steve and Tim worked together in Idaho on implementing these techniques and placing cattle on Idaho grazing allotments.
Why Place Cattle?

Placing cattle is one of the most powerful livestock management tools we have available to us. By working with the natural behavior and psychological processes of cattle or other herd animals we can place them where we want them and have them stay without the use of fences.

This is particularly useful in areas where we have riparian areas where we don’t want cattle camping yet we want them to graze the uplands and be able to use the water sources. We can place the cattle on a site where we want them to bed down, have them go to water twice a day and graze the area surrounding where they were placed.

We can also use livestock as a vegetation management tool. For example, we can place them in a stand of dense sagebrush and have them trample it. By doing so, we can incorporate organic matter into the soil, improving the nutrient cycle, create a seed bed for grass seeds, and alter the grass/shrub ratio’s of our rangelands. This technique may also be used to reduce weed patches through the use of animal impact.

Herd Animal Psychology: Why do animals stay where we put them?

Animals want to stay where they feel safe and comfortable. This area is known as their comfort zone. This comfort zone can be created by both physical factors such as shade, close access to water, or lush forage; or by psychological factors. Of the two, the psychological factors are the most powerful. If the animal feels safe from predators and comfortable in an area, they will stay there until they are asked to move. This is why we see cattle laying in grazed out riparian areas losing weight when there is plenty of forage in the uplands.

We can use this psychological comfort zone to our advantage by working with the animals to make their move from one area to another comfortable and creating a comfort zone of our choice where we place them.

Preparing the cattle to move

Before placing animals on range they should already be comfortable with taking pressure from the side, turn with pressure / release applied to the head and neck or hip, speed up, slow down, and drive well. A detailed description of these techniques and diagrams showing how they would be applied is available in the publication, *Belief and the Will To Do It*. Please call our office for a copy.
As a general rule, cattle go to water twice a day, once in the morning and again in the evening. After they water up they generally have a feeding period after which they lay down to ruminate. I use this behavior to my advantage by timing my moves around when cattle go to water, generally in the morning. This is also less stressful on the animals, because other than long drives, they aren’t being moved in the heat of the day.

When I go to move the animals, I am careful to bump them up if they are lying down. I do this by applying enough pressure to get them to start to stand up. Then I back off and let them do so. I always allow the cattle to stretch and urinate at this time. If they want to drink, I allow them to do so. With pairs, I allow them time to mother up and let the calves nurse. If you move cows without them being mothered up, I can guarantee you that they will fight you the entire way. When you try to place them they will not stay put and will beat you back to the place where the calf last nursed. This step is extremely important and must not be skipped. The cattle will be bedded in an area that they consider their comfort zone. If they are moved with force, against their will, out of this area they will return to it no matter how correctly you place them or how careful you are with the rest of the move. This is one of the most commonly made mistakes when trying to place cattle. The cardinal rule for working cattle, horses or any other herd animal is to let your idea become their idea. By this I mean always give the animal at least two options or escape routes. One will be what you want them to do. You will set things up to make sure that this is the easier of the two options. The other will be what they want to do. You will make this more difficult; but, you should never prevent them from doing it. The adage to live by is to “make the right thing easy and the wrong thing difficult.” You can do this most effectively by setting things up so that if they pursue this option it will be more work and they will run into the psychological barrier you have created through your presence and body positioning, thus putting pressure on themselves. It is important that you understand that you create a psychological barrier; but you don’t put pressure on the animal. The animal puts pressure on itself if it chooses to do the “wrong” thing by moving its flight zone into the handler’s space and in so doing runs into the psychological barrier you have created, thus putting pressure on itself. This is less stressful to the animal and works more effectively with the way they process information because they have created the situation and may relieve pressure on themselves by “doing the right thing.” Setting things up this way helps to assure that the animals will view you as a dominant member of the herd, preferably the herd leader, rather than as a predator.

This technique is very effective because herd animals have a deeply ingrained sense of self preservation. Because of this they do not like to waste energy. If they expend energy needlessly, they may not have the reserve energy required to escape a predator. If this occurs they won’t live long. Evolutionarily, herd animals have evolved to take the path of least resistance. This is why we can use the adage of “make the right thing easy and the wrong thing difficult” as an extremely effective training tool to get herd animals to do whatever we ask them to do as long as we ask clearly and then get out of the way and let what we asked for happen.
Starting the move: Creating good movement

When moving cattle or other herd animals, getting movement to begin with is more important than the direction of the movement. Once we have established movement, we can ask for the direction we want simply by applying and releasing pressure to the correct area of the animal’s body.

When moving cattle with the end goal of placing them and having them remain where we want them, we must be careful to move them quietly and calmly. When the move begins I allow the slowest animal to set the speed. The fastest way to move stock is slow. Once I establish good movement, I can use the speed of my pressure and release and riding against the direction of the movement of the herd to speed the animals up. I allow the animals to graze as we go along, making absolutely sure the cow-calf pairs are mothered up. Also, I allow the animals to stop and drink whenever they want. While this may seem illogical to you, it means a great deal to the cattle in regards to how they perceive the comfort of the move. If they are started comfortably, leave their previous comfort zone under their own accord, are comfortable during the move, and are placed properly, they will stay until you move them again.

Selecting and Arriving at the Placement Area

Placing animals can be done by a single person or a group of handlers. When working as a group this is accomplished by forming a rodear, a circle of riders on horseback or herders afoot encircling the herd to be held or placed, outside of the animal’s pressure zone.

As I come into the placement area, I take the cattle to their new water source and let those who want to drink. When I arrive at the area where I will place the cattle I let them drift in. I then slow the movement by going up the side of the herd within the flight zone. This will cause the animals to slow or even stop. Then I go to the head of the herd and zig-zag in front of the herd to slow the movement of the leaders and stop the herd. Following this, I will turn the leaders back into the herd. Next, I establish a psychological barrier by riding or walking a large circle around the herd just out of their pressure zone. This is the area where the animal recognizes your presence but where your presence will not cause them to move. If they try to leave they will put pressure on themselves by bumping into me with their flight zone. This will cause them to turn back into the herd.

At this time, if I see a lot of movement in the herd such as a lot of milling around, cattle with their heads up looking around and very few animals with their heads down grazing, I will take the movement out of the herd. I do this by moving them around the area where they will be grazing them drifting them back in and settling them. I do this until the majority of the animals stand calmly when I drift them in and stop them. At this point, animals should start to put their heads down and begin to graze. If this is the case, I will once again form the circle around the herd on the outside of the herd’s pressure zone and then wait until the majority of the cattle have their heads down grazing or are laying down. At this point, I will go into the herd and by pressuring shoulders or hips get the animals to face in several different directions. I do this because cattle will drift in the direction they are facing. If I leave them facing in the same direction, when I return, the next day, they will have drifted off in that direction. By placing them facing in many different directions, I can alleviate this problem. After this is accomplished, I go back outside of the pressure zone and wait until the cattle are either bedded down or have their heads down grazing. It is important at
this time to just wait and watch to make sure the herd is settled. Think of your self as the rider pictured in the Charlie Russell painting “The Trail Boss” in which the rider is on a ridge above the cattle resting his elbows on his saddle horn and gazing out over his herd. This may take from fifteen minutes to an hour of your time. However, it is worth the time expended in that you will be sure your herd has settled and you won’t have to spend several hours the next time you check on them hunting them up, moving them, and re -placing them. At this point they are effectively placed and it is safe to leave them.

Occasionally, I will have one or two cows who do not want to stay where I have placed them. In this case, I merely take them for a walk. I don’t care what direction they go. I just stay off of their hip and walk with them. Before long, they decide “I don’t want to go for a walk, I want to be with the herd”, so I let them. You see my idea has become their idea and now it is very difficult to stop them from doing what I wanted them to do initially.

In conclusion, there are three (3) principles to keep in mind:

1. You need to have more patience than a cow.
2. It takes the time it takes. Don’t get in a hurry. Cattle will pick up on your nervous energy through your body language and you’ll undo everything you’ve done so far.
3. Cattle will do what you ask them if you just have enough patience to let them.

A Summary of Things Not To Do

- Do not get in a hurry and rush things
- Do not leave until every animal is relaxed, grazing or resting
- Don’t yell, holler, or create loud noise around stock
- Don’t pressure from directly behind for any length of time
- Don’t pressure stock from a head on approach
- Don’t shove or push cattle (pressure then immediately release only. Try to get your timing refined to the point where you release pressure when the animal thinks about doing what you asked them to.)
- Don’t crowd or jam cattle together
- Don’t move fast or tear around when handling
- Don’t jump in front or spin cattle around
- Don’t work stock from too far away
- Don’t walk or ride in curved lines or creep up the side
- Don’t work stock when you are in a bad mood
Summary of Some Things To Do

- Keep the noise down
- Work in and out of the flight zone
- Work as close as you can. With really wild or sensitive animals this may be working in and out of the pressure zone to reduce the flight zone
- Be patient, at least a bit more than the animal(s) you are working with
- Watch the stock at all times to see what effects you are having on them. This allows you to move slower and sooner rather than later and faster.
- Pay attention to such signs as the set of the tail head, facial expressions, eyes, set of the ears, how the animal is holding its head, vocalizations, etc.
- Always move in straight lines around cattle. This is not necessarily the case for horses who tend to consider straight line movements more aggressive. Horses tend to find our moving in straight lines around them threatening and prefer us to work in an arc when handling them.
UPCOMING EVENTS

Contact Roger Ingram at (530) 889-7385 or rsingram@ucanr.edu to register or if you have questions. Check website for updated information at ceplacer.ucdavis.edu

2016 California Multi-Species Academy
September 16-18, 2016
Auburn, CA
Cost: $170
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October 21-22, 2016
Sierra Foothill Research and Extension Center, Browns Valley, CA
Cost: $110
Steve Cote will be the instructor for this 1.5 day course. He wrote the book Stockmanship and has taught schools throughout the western United States. The school will feature demonstration and hand-on practice of techniques. Program and registration information included in this newsletter.
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Getting Started in Beef Cattle Selection, Reproduction, and Marketing
Saturday, September 24, 2016
Auburn, CA
9:00 AM - Noon
Cost: Free
This workshop is co-sponsored by UC Cooperative Extension and Tahoe Cattlemen's Association. Featured will be presentations by local ranchers giving their real world experiences and perspectives on selection, reproduction, and marketing cattle. Program and registration information included in this newsletter.
To immediately register, click on the link: http://ucanr.edu/survey/survey.cfm?surveynumber=18832

Roger Ingram
County Director, Placer and Nevada Counties
2016 California Multi-Species Grazing/Browsing Academy

WHEN: September 16 - 18, 2016
WHERE: UCCE Placer
11477 E Avenue
Auburn, CA 95603
COST: $170.00
(includes meals and course materials)

Registration is required:
NO walk-in registrations due to set-up
needed for hands-on activities
NO REFUNDS - Your payment guarantees your space

This Academy is a unique and exciting program emphasizing the practical application of controlled grazing/browsing principles to improve the environment and increase ranch profit. This challenging course consists of a minimum of lecture and a maximum of hands-on experience. Participants learn by actually applying the principles taught in the range and pasture with live animals.

You will learn the following at the Academy: Grazing principles, range and brush ecology, nutrition, guard dogs, reproduction, health, grazing planning, and monitoring.

Speakers
• Roger Ingram, Livestock and Natural Resources Advisor Placer & Nevada Counties
• An Peischel, Small Ruminant Specialist, Tennessee State University

Who Should Attend
Ranchers, land managers and agency personnel who manage livestock on privately owned or public pasture and rangeland.

How to Register
Register on line at: http://ucanr.edu/survey/survey.cfm?surveynumber=17515
OR
Print out and mail-in your payment and application: http://ucanr.edu/sites/Roger_Livestock/files/235307.pdf
Should you have any additional questions contact Roger Ingram at (530) 889-7385 or email at rsingram@ucdavis.edu

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Inquiries regarding ANR’s equal employment opportunity policies may be directed to Linda Marie Manton, Affirmative Action Contact, University of California, Davis.
Agriculture and Natural Resources, One Shields Avenue, Davis, CA 95616, (530) 752-3485.
Getting Started in Beef Cattle with Selection, Reproduction, and Marketing

**WHEN:** Saturday, September 24, 2016  
**TIME:** 9:00 AM to Noon  
**WHERE:** Beard Ranch  
4845 Bell Road, Auburn, CA  
**COST:** FREE  
**REGISTER ON-LINE AT:** [http://ucanr.edu/survey/survey.cfm?surveynumber=18832](http://ucanr.edu/survey/survey.cfm?surveynumber=18832)

This workshop will give you the information you need for selection, breeding, and buying and selling cattle. The key in all of this is developing a goal for what your ranch is trying to achieve. You will learn from the experiences of local cattle ranchers Joe Fisher, Jackie Davis, and Judd Tripp, and Roger Ingram, UC Cooperative Extension County Director and Livestock and Natural Resources Advisor. By the end of the day you will have an understanding of evaluating bulls and heifers, breeding including artificial insemination, and key considerations on buying and selling cattle. The workshop is free.

**Agenda**

- Identifying your goal for raising cattle
- Selection of breeding animals
- Breeding including AI
- Buying and selling cattle
- Health

Should you need additional information contact Roger Ingram at rsingram@ucanr.edu or 530-889-7385

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Low-Stress Livestock Handling School

WHEN: Friday and Saturday, October 21-22, 2016
TIME: Friday 8am—5pm, Saturday 8am—noon
WHERE: Sierra Research and Extension Center
         Browns Valley, CA
COST: $110.00 (includes meals and materials)
REGISTER ON-LINE AT: http://ucanr.edu/survey/survey.cfm?surveynumber=18601

Instructor: Steve Cote, Cattle Sense
Features Presentation, Demonstration, and Hands-on Experience

Steve Cote and his wife Susan have their own business teaching low stress stockmanship. They specialize in teaching livestock handling for range and grazing lands management. Steve worked for 26 years helping farms and ranches with range and soil conservation with USDA; with 17 years practicing & teaching livestock handling learned from Bud Williams. He has gone around the country helping producers on rangelands, pastures, feedlots and dairies to solve their handling difficulties. Steve wrote the book, Stockmanship, which is the only book in the world on the subject of low stress livestock handling for grazing lands management. Steve and Susan live in Weiser, Idaho.

Topics to Be Covered

**Friday, October 21**
- Starting, approaching and moving individuals
- Moving herds
- Moving herds of pairs
- Solving handling challenges-riparian loafers, bunch quitters, aggressive stock
- Stock that run through gates, poor mothers
- Placing cattle

**Saturday, October 22**
- Weaning pairs in the field
- Sorting cattle
- Working stock in facilities, Bud Box design and use

Should you need additional information contact Roger Ingram at rsingram@ucanr.edu or 530-889-7385

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