

National Hog Farmer[®]

The Pork Business Authority

2006 READER PROFILE



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Respondent Composition

The sample for this study was systematically selected from the producer circulation of **National Hog Farmer**. An Nth selection from the domestic qualified list yielded 1,890 names.

Methodology

The survey packages contained a cover letter, questionnaire and postage-paid reply envelope, and were mailed on February 8, 2006. On March 13, 2006 a follow-up survey package was mailed to the non-respondents. All received an updated survey package similar to the first except that it included a dollar incentive. The cover letters reflected the fact that there was an incentive dollar included.

There were 91 undeliverable returns resulting in an effective mail out of 1,799. Of this number there were 494 records finalized, 18 if which were unusable leaving an intab sample of 476, or a 27% response rate.

This study was designed and conducted by the Agribusiness Research Department.

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NOTE: All percents are figured by dividing those who answered yes by the total who responded to the specific question. This results in the percents being higher than the actual percent that represents the whole circulation.

ANIMAL HEALTH

Which of the following hog health problems were present in your operation last year?

	2006	2005	2004	2003	2002
Ileitis	40.6	40.9	40.9	36.2	35.2
PRRS	42.8	39.5	37.8	31.7	32.3
Mycoplasmal pneumonia	40.1	35.2	35.1	30.0	35.0
Tail biting	36.4	33.3	34.3	30.0	28.4
Baby pig scours	28.6	27.9	30.4	29.3	33.7
Strep suis	36.1	29.0	33.7	28.9	25.2
E.Coli	26.8	25.8	27.7	26.5	27.4
Swine influenza	23.5	22.4	22.5	18.8	20.5
Spraddle legs	16.6	16.9	17.8	17.8	18.8
Intestinal worms	15.7	20.8	17.6	17.4	16.1
Haemorrhagic Bowl Syndrome	25.9	22.4	19.2	17.4	16.1
Swine Mange	11.8	11.6	12.2	14.1	20.8
Swine lice	7.1	7.5	9.7	11.5	14.7
Salmonella	12.9	13.5	12.2	10.8	9.8
Haemophilus parasuis	16.9	12.8	11.6	10.1	13.2
Erysipelas	10.9	13.7	10.7	9.9	14.4
Arthritis	10.9	8.2	11.2	9.2	12.0
Atopic rhinitis	4.9	8.2	9.3	8.2	11.5
Strep infection	x	x	x	8.0	x
Staph infection	10.9	10.5	10.7	8.0	12.2
Pasteurella pneumonia	11.8	12.6	8.7	7.7	8.8
Actinobacillus Pleuropneumonia	7.3	7.5	8.3	7.0	8.3
Gut edema	4.7	4.6	3.9	6.8	5.6
Gastric ulcer	9.8	14.6	12.0	6.8	8.3
Coccidiosis	7.3	8.2	7.6	5.9	9.8
Parvovirus	x	3.0	5.0	4.7	5.1
MMA	2.2	3.4	5.4	4.0	4.9
Wasting syndrome	8.4	6.2	3.7	3.8	7.6
Leptospirosis	x	3.0	2.3	3.3	3.9
Lung worms	2.7	3.7	2.5	2.8	3.2
TGE	2.9	4.3	3.3	2.6	4.4
Rotavirus	6.0	3.9	5.4	2.6	5.4

(continued)	2006	2005	2004	2003	2002
Jowl abscess	2.4	3.2	2.3	2.3	1.5
Actinobacillus sinus	5.5	5.0	2.3	2.3	3.2
PRDC	x	1.4	1.4	2.3	1.7
Swine dysentery	3.3	4.3	2.1	1.9	2.9
Paralysis	x	2.5	1.9	1.6	0.7
Pseudorabies	x	1.1	.8	0.7	1.7
Porcine respiratory coronavirus	3.5	4.1	2.1	x	x
Others listed	0.9	0.9	2.1	4.7	3.9
% Responding	94.7	94.4	92.9	86.6	86.7

Do you use the following methods for prevention or treatment of diseases in your herd?

Disease prevention	2006	2005	2004	2003	2002
Feed medications	71.5	67.6	68.8	68.2	69.2
Vaccines/Bacterins	52.2	51.5	57.8	59.2	64.3
Injectable antibiotics	31.3	34.9	36.7	33.6	39.3
Water medications	31.7	34.0	28.2	24.3	25.1
Autogenous vaccines	22.4	20.6	21.5	20.5	18.3
Disease treatment/control					
Injectable antibiotics	70.7	66.4	68.2	64.4	67.7
Feed medications	43.9	47.9	44.2	48.4	47.0
Water medications	54.6	53.9	49.3	45.9	41.0
Vaccines/Bacterins	12.0	17.0	14.8	16.2	17.6
Autogenous vaccines	7.0	9.2	7.5	7.9	6.0
% Responding	96.6	96.3	94.6	90.2	87.9

For which of the following diseases do you routinely vaccinate?

	2006	2005	2004	2003	2002
Erysipelas	57.2	62.0	62.2	55.3	63.8
Leptospirosis	43.3	46.7	50.6	48.1	53.2
Mycoplasma pneumonia	57.2	54.4	51.5	44.9	47.3
E.Coli scours	39.8	37.5	42.5	38.2	42.9
Parvovirus	19.1	34.3	39.8	36.9	40.1
Atopic rhinitis	19.1	26.4	24.8	29.9	31.8
PRRS	30.0	30.9	28.0	29.6	33.1
Pseudorabies	5.3	8.7	12.5	26.5	29.2
Swine influenza	25.7	29.3	27.5	25.7	21.2

(continued)	2006	2005	2004	2003	2002
L. Bratislava	14.6	21.1	18.8	16.9	24.8
Haemophilus parasuis	16.4	15.3	14.8	15.1	12.4
Strep suis	13.9	14.2	13.2	13.0	10.6
TGE	6.3	6.9	10.7	11.2	12.9
Rotavirus	8.1	10.6	13.0	10.1	10.9
Salmonella	12.8	14.5	13.4	8.3	8.8
Actinobacillus plueropneumonia	6.0	9.8	7.8	7.5	9.0
Other	2.8	2.9	4.0	2.1	2.6
% Responding	83.4	81.7	85.8	78.3	82.0

Who determined your operation's vaccination program last year?

	2006	2005	2004	2003	2002
I did	46.9	51.9	54.9	54.2	29.3
Veterinarian	55.9	55.8	55.7	53.3	60.0
My employer	10.7	7.9	7.5	8.7	7.0
A consultant	9.0	10.0	8.5	6.6	8.4
My employee	2.2	2.3	1.4	1.4	1.7
Other	6.8	4.1	4.5	4.3	3.6
% Responding	96.2	95.0	94.4	88.8	87.9

Do you use water-soluble antibiotics in your operation?

	2006	2005	2004	2003	2002
Yes	65.8	59.4	55.0	x	x
No	34.2	40.6	45.0	x	x
% Responding	94.1	99.4	95.6	x	x

If yes, in which phase of your operation do you use water-soluble antibiotics?

	2006	2005	2004	2003	2002
Nursery	x	53.1	60.1	54.8	57.1
Finishing	x	40.6	45.1	41.2	40.9
Grower	x	29.5	33.2	29.8	37.4
Wean-to-finish	x	20.3	17.5	18.0	15.2
Breeding	x	4.1	6.7	5.3	4.0
Farrowing	x	1.8	6.0	3.5	2.0
% Responding	x	58.4	51.4	46.4	41.9

'x' indicates a question or category not asked

How long do you feed growth promotant/feedgrade antibiotics?

	2006	2005	2004	2003	2002
Continuously	x	22.8	21.4	30.3	35.8
Pulse	x	29.0	30.2	29.7	26.5
First 45 days	x	21.7	22.1	22.8	19.0
Up to 200 pounds	x	24.5	20.2	20.1	21.4
% Responding	x	77.4	78.9	67.7	70.3

Do you treat your pre-wean pigs for scours?

	2006	2005	2004	2003	2002
Yes	x	31.0	60.8	35.8	34.8
No	x	69.0	39.2	64.2	65.2
% Responding	x	99.4	88.1	89.2	83.5

How do you treat pre-wean pigs for scours?

	2006	2005	2004	2003	2002
Injection	x	65.9	64.3	69.3	67.4
Liquid (oral)	x	46.4	46.8	45.3	45.2
Water	x	8.0	9.9	8.0	14.1
Paste (oral)	x	9.4	7.0	6.7	5.2
Other	x	2.2	.6	1.3	2.2
% Responding	x	29.7	32.8	30.5	28.6

What disinfectant products do you use?

	2006	2005	2004	2003	2002
Tek-Trol	45.8	46.2	48.5	43.6	50.2
Bleach	27.6	32.8	34.2	38.6	x
DC&R	32.6	30.6	33.5	31.4	39.6
Nolvasan	14.4	16.2	13.9	17.9	17.8
One-stroke Environ	9.7	9.3	13.4	11.9	17.5
Virkon S	9.7	10.9	12.0	11.4	10.9
BioGuard	8.0	10.6	7.6	7.9	14.2
Sani-Squab	x	1.3	.2	1.2	1.0
Synergize	25.9	15.7	5.1	1.0	x
Pantek	x	0.8	.2	0.7	x
Other	9.2	3.0	7.6	5.7	12.2
% Responding	84.6	85.3	83.1	85.4	64.2

Do you use any rodenticides to control rats and mice?

	2006	2005	2004	2003	2002
Yes	92.4	89.6	93.7	93.4	92.9
No	7.6	10.4	6.3	6.6	7.1
% Responding	99.2	99.4	94.6	95.9	96.0

DEWORMING

Do you treat your hogs for internal parasites?

	2006	2005	2004	2003	2002
Yes	63.9	69.7	70.4	74.6	77.0
No	36.1	30.3	29.6	25.4	23.0
% Responding	95.0	95.3	93.3	94.3	94.7

What treatments did you use for internal parasites?

	2006	2005	2004	2003	2002
Dewormer mixed in feed on farm	x	66.2	63.9	60.2	59.5
Injectable	x	28.8	29.0	31.0	31.5
Dewormer in commercial feed	x	15.7	16.3	19.6	16.2
Dewormer in water	x	13.0	11.5	13.3	13.2
Other	x	5.0	5.9	4.8	6.9
% Responding	x	64.4	64.9	67.5	70.6

BREEDING

Which of the following determines where you purchase breeding genetics?

	2006	2005	2004	2003	2002
Health	71.0	63.3	61.6	65.6	60.5
Reputation	57.6	51.1	54.4	58.4	57.9
Genetic lines	50.6	51.5	53.0	54.3	60.5
Price	39.4	37.1	39.9	41.9	36.1
Meat quality	37.7	34.5	37.7	38.1	43.5
Convenience	20.3	14.8	17.8	18.6	14.7
Availability of performance records	19.0	17.9	19.6	17.5	20.7
Other	8.2	7.4	8.2	5.5	3.7
% Responding	48.5	49.4	53.9	59.1	63.3

FEEDING PRACTICES

What protein sources does your primary feed use?

	2006	2005	2004	2003	2002
Soybeans	95.5	97.9	79.5	75.1	77.1
Blood plasma	28.5	32.2	72.7	11.0	47.6
Fish meal	26.2	31.9	23.6	3.5	21.2
Bone meal	11.0	15.8	9.7	22.4	11.0
Eggs	5.0	6.5	3.5	79.7	2.3
Other	4.7	4.4	4.3	2.5	3.2
% Responding	80.3	83.0	99.2	98.0	99.8

Where do you buy most of your hog feed?

	2006	2005	2004	2003	2002
Local feed dealer	35.1	43.0	45.9	47.0	38.4
Local co-op	31.7	26.4	27.9	28.7	31.3
Manufacturer	24.1	21.1	17.8	18.6	18.5
Feed sales representative	11.5	15.4	11.8	9.2	18.0
Other	6.1	5.7	6.0	5.7	5.0
% Responding	85.5	86.6	89.4	88.6	89.4

Do you have any of these ingredients added to your rations?

	2006 only Pre- Starter	Starter	Grow/ Finish	Sow
Lysine	67.7	70.4	74.5	65.5
Copper	25.8	33.6	18.9	11.2
Zinc Oxide	38.7	35.2	16.5	16.4
Yeast	8.6	5.6	2.4	6.9
Enzymes	9.7	8.0	4.2	6.9
Chromium	2.2	3.2	3.3	30.2
Phytse	21.5	28.0	34.4	34.5
Probiotics	5.4	5.6	5.2	6.9
Carnitine	3.2	2.4	1.4	16.4
Direct feed microbil	7.5	5.6	2.4	5.2
% Responding	19.5	26.3	44.5	24.4

ELECTRONICS

Do you use a computer in your operation?

	2006	2005	2004	2003	2002
Yes	x	64.4	67.9	66.1	65.6
No	x	35.6	32.1	33.9	34.4
% Responding	x	95.0	95.0	94.1	94.9

Do you access the Internet?

	2006	2005	2004	2003	2002
Yes	72.4	87.7	87.4	87.2	81.5
No	27.6	12.3	12.6	12.8	18.5
% Responding	95.8	61.2	63.9	61.8	61.9

For what do you use the Internet?

	2006	2005	2004	2003	2002
E-mail	86.3	92.2	87.9	90.8	90.6
Business related	59.2	74.6	64.0	61.9	52.3
Product/company information	53.6	51.2	50.2	53.5	53.2
News	45.5	38.9	51.6	46.2	46.0
Product purchases	34.3	34.4	29.4	34.6	32.8
Entertainment	28.3	21.3	30.1	27.3	28.9
Personal Finance	23.1	24.2	26.0	24.2	14.9
Chat/discussion groups	4.7	6.1	9.3	6.2	7.7
Other	1.6	1.2	2.8	3.5	1.3
% Responding	67.4	52.6	55.5	96.0	95.1

Have you ever ordered/purchased farm-related items through the Internet?

	2006	2005	2004	2003	2002
Yes	26.7	24.8	20.8	16.8	30.6
No	73.3	75.2	79.2	83.6	45.5
% Responding	68.5	53.9	54.3	x	68.9

ENVIRONMENTAL PRACTICES

What waste application do you use for fertilizing crops?

	2006	2005	2004	2003	2002
Surface application	46.8	46.0	51.9	59.0	52.8
Injection	58.5	61.5	50.5	48.8	48.6
Irrigation system	15.5	12.0	16.6	12.4	13.4
Other	0.7	0.2	1.4	1.7	2.5
<i>% Responding</i>	94.8	95.0	95.0	93.3	91.9

What method of manure storage do you use?

	2006	2005	2004	2003	2002
Pits	70.9	71.6	67.6	67.5	67.1
Lagoon	36.3	32.0	39.5	37.5	32.9
Storage tanks	10.5	10.5	11.1	9.8	12.8
Other	6.3	5.5	8.1	8.9	8.4

Which of the following odor control techniques do you use?

	2006	2005	2004	2003	2002
Commercial pit/lagoon additives	28.3	26.3	25.0	21.6	24.2
Feed ration adjustments	18.5	18.8	19.4	18.9	18.8
Shelter belts (trees)	15.2	15.3	14.7	14.5	11.7
Lagoon cover	2.1	1.6	1.7	2.4	0.7
Premise spray	0.5	2.1	1.9	2.2	2.3
Other	0.9	1.9	2.8	2.7	3.3
No controls used	49.4	49.8	52.1	55.5	54.0
<i>% Responding</i>	89.7	91.8	89.8	91.3	90.3

GENERAL

Which of the following best describes your operation?

	2006	2005	2004	2003	2002
Farrow to finish	40.9	43.5	43.9	47.6	51.4
Finishing only	17.7	18.5	12.9	13.2	14.4
Wean to finish	17.1	15.4	14.7	12.1	10.2
Farrow to wean	10.9	11.4	11.8	10.4	13.7

<i>(continued)</i>	2006	2005	2004	2003	2002
Seedstock producer	4.3	4.0	3.7	5.0	4.2
Farrowing only	2.6	1.5	4.1	4.2	1.3
Nursery	3.8	3.1	3.1	1.5	3.1
Sow co-op	0.4	1.3	1.0	0.8	0.9
Other	1.7	3.1	3.7	x	x
Contract Producer					
Finishing only	16.2	11.0	13.1	15.7	9.5
Farrowing only	1.9	2.0	3.3	3.1	3.5
Nursery	3.0	2.4	3.5	4.2	3.3
Wean to finish	6.4	4.2	4.1	4.2	1.3
Seedstock	0.6	1.5	1.0	1.0	0.7
None of these	x	x	x	3.5	1.8
<i>% Responding</i>	98.5	98.1	97.9	97.4	95.6

How many of the following did you sell in the previous year?

	2006	2005	2004	2003	2002
Market hogs	14,129	23,344	20,929	12,719	22,905
<i>% Responding</i>	67.4	70.3	66.0	68.1	65.3
Feeder pigs	22,383	22,404	28,043	9,011	29,239
<i>% Responding</i>	16.4	20.5	20.5	20.1	19.1
Breeding stock	5,015	956	990	782	1,513
<i>% Responding</i>	16.0	29.0	20.2	18.3	17.6
Total hogs & pigs	19,577	27,431	27,453	9,814	21,369
<i>% Responding</i>	77.5	81.0	33.8	45.7	51.3

How do you market your hogs?

	2006	2005	2004	2003	2002
Live to buyer	45.7	43.0	21.4	42.7	39.2
Hot carcass basis	13.8	16.6	31.6	33.6	39.2
Supply contract	21.6	28.8	26.7	21.8	20.4
Auction	3.4	6.7	7.8	9.5	6.7
Grid	18.2	15.0	27.4	5.5	7.2
Sell on board	7.8	8.3	7.6	4.5	5.2
<i>% Responding</i>	80.9	83.2	83.3	85.8	85.0

Which of these sources do you consider to be the most important for herd health information?

	2006	2005	2004	2003	2002
Hog magazines	79.1	81.8	80.1	81.8	87.8
Veterinarian	65.8	67.0	68.3	66.7	71.3
Feed industry publication	21.1	26.8	27.4	23.6	24.5
Feed sales representatives	24.1	24.5	26.3	22.2	26.8
Other producers	23.3	25.8	21.8	21.7	20.5
Animal health salesperson	22.9	24.8	26.1	19.4	24.8
TV/Radio	20.9	21.3	17.7	18.7	16.3
Direct mail	18.9	23.5	19.2	16.8	20.5
Extension staff	11.1	12.8	13.2	13.7	16.0
Consultant	20.6	16.0	19.7	13.2	21.3
Internet	17.0	15.3	12.3	11.6	16.3
DTN/Farm Data	9.8	11.0	10.2	9.2	10.0
% Responding	85.5	86.2	88.9	86.0	84.7

SHOP & EQUIPMENT

How many of each of the following do you own?

	2006	2005	2004	2003	2002
Pickups	2.6	2.7	2.3	2.2	2.3
% Responding	94.2	82.3	86.0	95.1	96.0
Trucks	2.6	2.2	2.4	2.3	2.3
% Responding	50.7	45.2	48.2	50.0	55.9
Tractors-2wd over 100 hp	1.9	2.0	2.0	2.0	2.1
% Responding	95.0	59.9	55.9	68.1	69.0
Tractors-2wd under 100 hp	2.0	3.6	3.6	2.2	2.4
% Responding	68.0	93.1	96.5	80.8	78.2
Tractors-4wd or tracked	1.8	1.8	1.8	1.6	1.6
% Responding	47.4	39.7	39.5	42.2	40.8
Liquid/Solid manure spreaders	1.4	1.5	1.4	4.5	1.4
% Responding	67.8	58.8	54.9	63.2	65.7

(continued)

	2006	2005	2004	2003	2002
Skid-steer loaders	1.2	1.1	1.2	1.2	1.1
% Responding	55.0	51.2	45.9	56.0	54.5
Liquid storage tanks	2.0	1.9	2.1	2.0	2.1
% Responding	9.6	58.8	13.4	14.1	18.1
Stationary feed mill/mixer	1.1	1.2	1.1	1.1	1.1
% Responding	32.9	27.6	25.1	33.0	33.3
Livestock trailer	1.5	1.3	1.4	1.3	x
% Responding	69.7	63.6	64..5	69.0	x

How many of each of the following do you intend to purchase next year?

	2006	2005	2004	2003	2002
Pickups	1.3	2.0	1.1	1.1	1.1
% Responding	61.0	45.9	15.4	49.6	52.4
Trucks	1.4	1.1	5.9	1.1	1.3
% Responding	14.0	16.2	5.6	20.9	22.6
Tractors-2wd over 100 hp	1.2	1.0	1.6	1.0	1.1
% Responding	25.4	15.1	4.2	14.0	16.1
Tractors-2wd under 100 hp	1.2	2.1	2.1	1.1	1.2
% Responding	23.1	15.9	4.2	10.9	13.7
Tractors-4wd or tracked	1.4	1.31	1.3	1.1	1.1
% Responding	28.5	18.8	5.2	12.4	21.8
Liquid/Solid manure spreaders	1.2	1.0	1.1	1.0	1.0
% Responding	18.6	14.9	4.2	12.4	20.2
Skid-steer loaders	1.1	1.0	1.1	1.0	1.0
% Responding	17.3	11.6	3.6	10.9	9.7
Liquid storage tanks	1.5	1.3	2.5	1.0	2.0
% Responding	1.4	1.5	0.8	1.6	1.6
Stationary feed mill/mixer	1.1	1.0	1.0	1.0	1.1
% Responding	3.7	2.6	1.9	4.7	5.6
Livestock trailer	1.2	1.0	2.3	1.0	x
% Responding	18.3	13.6	5.2	25.6	x

How many of each of the following have you purchased in the last three years?

	2006	2005	2004	2003	2002
Pickups	1.6	2.0	1.5	1.4	1.5
<i>% Responding</i>	70.8	13.6	48.0	71.7	72.1
Trucks	1.6	1.3	1.4	1.4	1.3
<i>% Responding</i>	23.4	4.7	16.5	26.7	25.2
Tractors-2wd over 100 hp	1.2	1.0	1.2	1.2	1.2
<i>% Responding</i>	23.1	5.8	11.9	21.8	27.2
Tractors-2wd under 100 hp	1.2	2.4	2.4	1.2	1.2
<i>% Responding</i>	25.4	4.1	15.5	16.3	19.0
Tractors-4wd or tracked	1.4	1.3	1.3	1.2	1.2
<i>% Responding</i>	28.5	4.1	18.0	22.1	24.6
Liquid/Solid manure spreaders	1.2	1.1	1.2	1.1	1.1
<i>% Responding</i>	18.6	4.5	10.2	22.1	23.3
Skid-steer loaders	1.1	1.1	1.0	1.2	1.1
<i>% Responding</i>	17.3	1.3	8.6	16.6	20.0
Liquid storage tanks	1.5	1.9	2.9	1.8	1.5
<i>% Responding</i>	1.4	4.5	1.7	3.3	5.6
Stationary feed mill/mixer	1.1	1.3	1.0	1.0	1.0
<i>% Responding</i>	3.7	1.5	2.9	4.6	6.6
Livestock trailer	1.2	1.2	1.3	1.1	x
<i>% Responding</i>	18.3	5.0	16.9	20.2	x

Do you own a livestock scale?

	2006	2005	2004	2003	2002
Yes	41.4	39.9	44.6	44.5	x
No	58.6	60.1	55.4	55.5	x
<i>% Responding</i>	96.4	97.2	96.9	95.5	x

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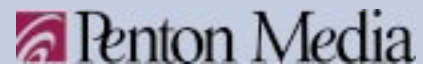
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