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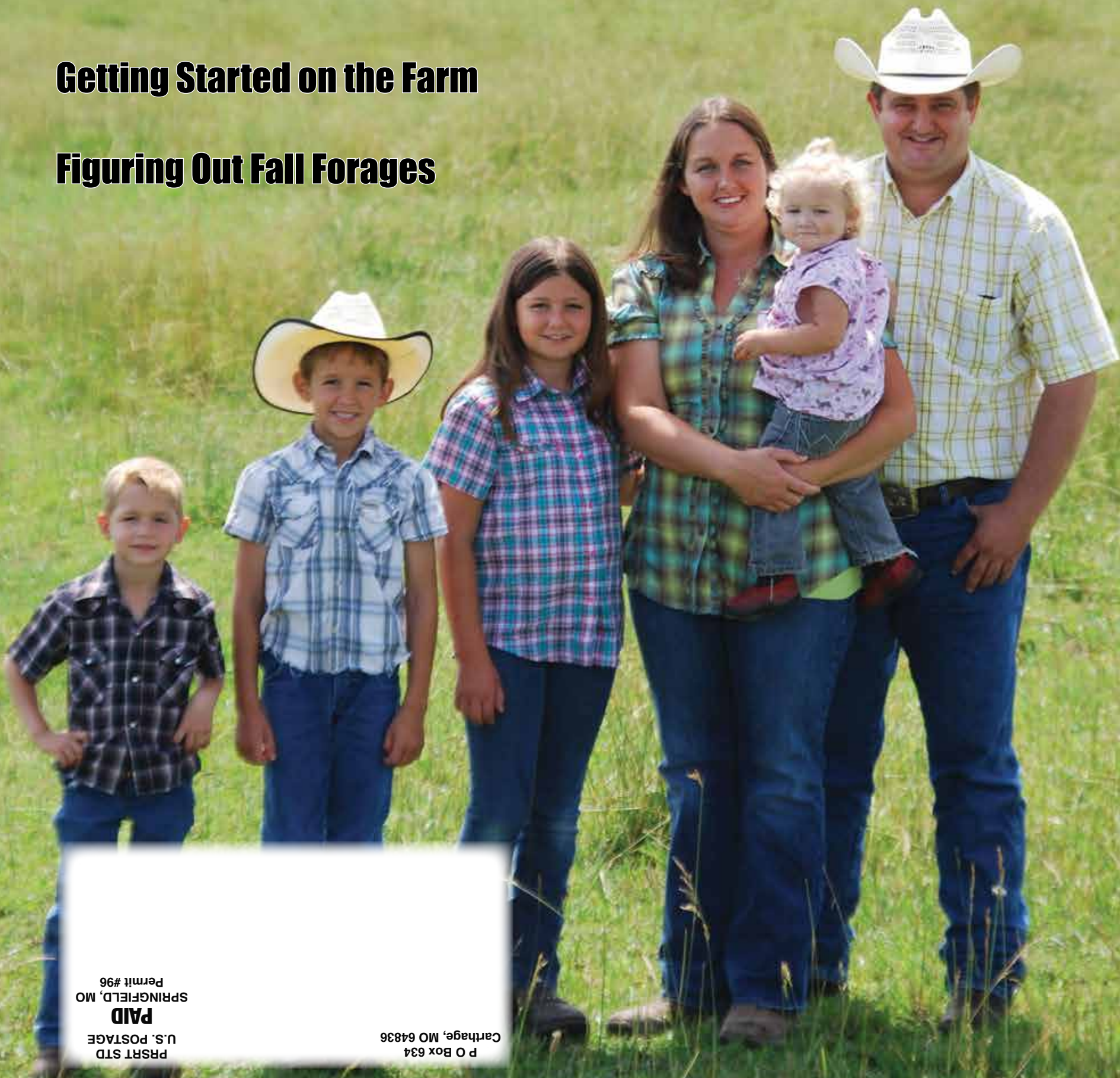
July 2013

Volume 16 • Issue 12



Getting Started on the Farm

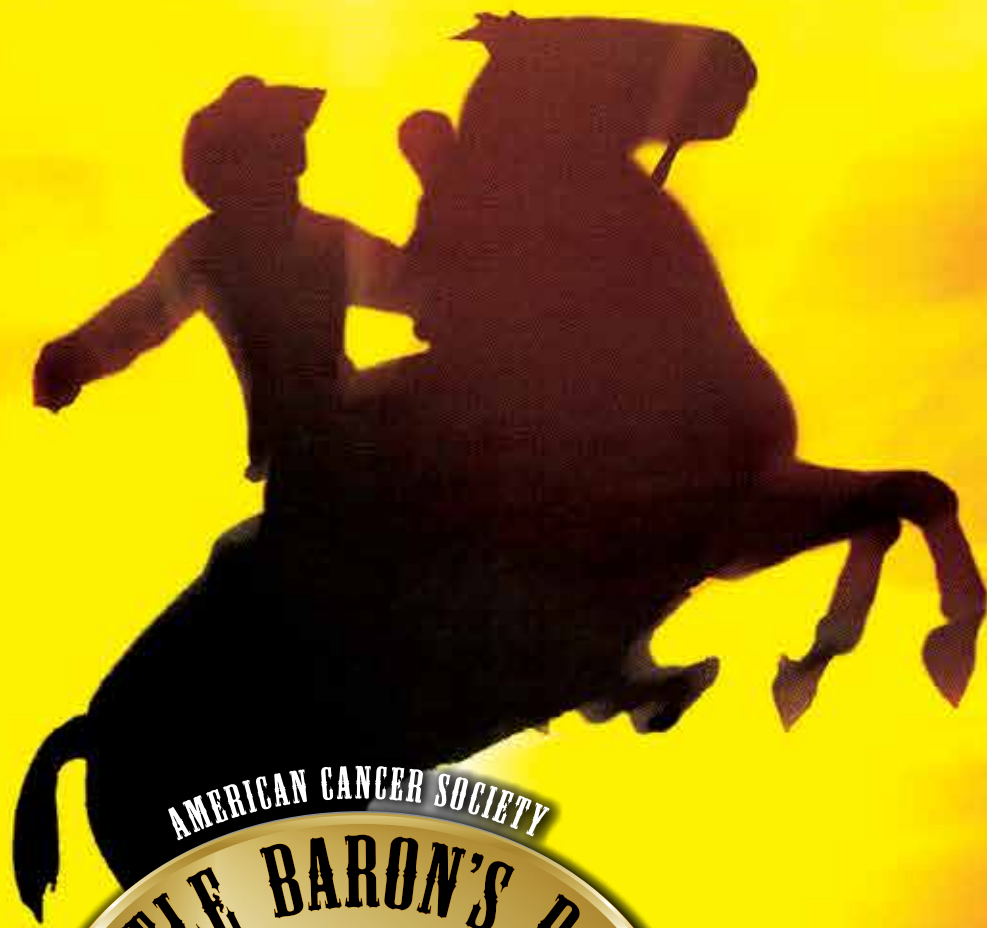
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VIEW FROM THE BLOCK

The market has gotten so much better as of the end of June. We had a crop report that showed corn planting was well above what had been expected. That and a few other things going our way sure have made the difference. I think our Value Added Sale on June 27 was \$6-12 higher than it was on the previous Monday. And, the cattle in our July 1 Yearling Sale were \$3-6 higher than they were the Monday before. It's been a good 10-day run or so and it looks like it will continue if we can keep things going our way.

The market has sure been good on cattle that have been weaned and have had their vaccinations. The bawling calves that are still carrying their winter hair coats are sure tougher to sell. There are not a lot of buyers that can handle those cattle.

Stock cow trade has been awfully good. Folks have baled a lot of hay and have some grass growing. Everybody seems to have a little extra forage and that's sure helped the cow trade and they sure have the value. The slaughter cow and bull market is also pretty good right now. We've



cleaned up a lot of the cows out West where it has been pretty dry.

The glimpse of optimism we have been seeing in the market is welcome after a tough time ever since the drought last summer. Hopefully we can all make a little bit of money if we can keep this trend going. Optimism is everything in a market. There hasn't been much optimism in the market in quite a while. When you consider that the fat cattle end of the business has been losing money for 25 straight months, it's hard to understand how there's still that much optimism left. We are seeing some cheaper prices for corn and that's helping us out, but it's still too early to tell if that will last. Right now, the future looks

pretty bright heading into fall with all the corn that has been planted. We're sure in better shape than we were a year ago.

We've got a special cow sale coming up on July 12 and we're planning to have one either the first or second week of each month. We'll continue to do that as long as there is interest from folks wanting to buy and sell cows.

We welcomed a new granddaughter to the family a few weeks ago as Skyler and Ashlee had a baby girl. Anslee Skye weighed in at 8 lbs. 8 ounces. That makes eight grandchildren for us and they sure keep us busy!

Good luck and God bless!

Jackie Moore

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Inside this Issue

About the Cover

Shane and Rabecca Leer are a shining example of today's young farmer. Their children are (l-r) Wyatt, 5; Ethan, 7; Racheal, 10; and Morgan, 18 months.

—See page 14. Photo by Joann Pipkin

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Checking in
on the Checkoff ...

Chefs expand knowledge of beef, from pasture to plate

MBIC sponsored Missouri chefs on a pasture to plate tour in conjunction with the Missouri Farmers Care coalition in May. The two-day tour showcased every aspect of beef production, including visits to a cow/calf operation, a livestock market and a processing plant.

Chefs and culinary instructors gained insight into cattle production, giving them the confidence to use beef in their restaurants and to educate future chefs with accurate information about the beef industry.



For more information, email Davin Althoff at Davin@mobeeff.com • 573-817-0899

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BEEF IN BRIEF

NCBA Response to Failure of the House to Pass 2013 Farm Bill

The U.S. House of Representatives in a 195-234 vote failed to pass the 2013 Farm Bill (H.R. 1947). National Cattlemen's Beef Association (NCBA) President Scott George, a dairy and beef producer from Cody, Wyo., issued the following statement:

"Passage of a 2013 Farm Bill remains the top priority for NCBA. That is why we are extremely disappointed in the failure of many members of the House for not recognizing the importance of a full five-year farm bill. In the midst of the struggling economy, rural America has been one of the few bright spots. This failure by the House places cattlemen and women behind the curve on having agriculture policy, which not only provides certainty for producers nationwide, but also incorporates priorities important to the cattle industry.

"We were very close in this legislation to providing disaster programs for our producers, which would have extended disaster assistance for five years and would have covered losses in 2012 and 2013. These disaster programs are essential to equipping producers with the necessary tools to manage the risks associated with catastrophic weather events. After the historic drought which has plagued the countryside for the last few years, livestock producers needed these programs now more than ever.

"NCBA appreciates the efforts of House Agriculture Committee Chairman Frank Lucas of Oklahoma, and Ranking Member Collin Peterson of Minnesota in attempting to move the 2013 Farm Bill forward. We continue to support passage of this legislation by the House and will work to ensure that producers receive the certainty they deserve. This was not a perfect bill for any industry, but in the end cattlemen and women made sacrifices in order to support this bill. We expected members of the House to do the same."

—Source: National Cattlemen's Beef Association

Mark Russell Selected to Lead Missouri Beef Industry Council

Mark Russell, Jefferson City, Mo., has been selected as the new executive director of the Missouri Beef Industry Council.

Russell's most recent role as director of business development for the Missouri Soybean Association and Merchandising Council has allowed him to work with businesses that impact Missouri agriculture. His career has centered on agriculture and promotion with early positions in the Nebraska and Midwest cattle industries. He also headed up grassroots efforts when the Missouri Department of Agriculture launched the AgriMissouri program.

In his youth, Mark grew up in central Missouri on a beef operation close to Olean, where his parents reside today. He was active in 4-H and FFA and grew up "sitting in a saddle" on the family's ranch. Horse showing and team roping kept the family busy when not ranching.

Currently, Mark and his family have a small grass and livestock farm east of Jefferson City and a crop farm in Linn County. Mark and Sherri, his wife, are parents of three children — Brady, Morgan and Mary. —Source: Missouri Beef Industry Council Release

Crop Certification Reports Due July 15 at FSA Offices

Mark Cadle, executive director of Missouri's USDA Farm Service Agency (FSA), reminds producers that the annual crop certification deadline is quickly approaching. Filing an accurate acreage report for all crops and land uses, including failed acreage and prevented planted acreage, are critical for FSA program eligibility.

Cadle said July 15, 2013, is the final date to report corn, grain sorghum, soybean, Conservation Reserve Program (CRP) acreage and most other spring-seeded crops.

Cadle reminds producers to report crop losses insured through Federal Crop Insurance and the Noninsured Crop Disaster Assistance Program (NAP) within 15 days of the disaster or as soon as the loss is apparent. Prevented planting must be reported no later than 15 days after the final planting date. Final planting dates can be found online through USDA's Risk Management Service at www.rma.usda.gov.

—Source: Missouri Farm Service Agency

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NUTRITION KNOW-HOW

Planning for Fall Pasture

Water quality not as limiting as water quantity

BY JUSTIN SEXTEN FOR CATTLEMEN'S NEWS



If you are reading this and the temperature is 100 degrees in the shade, then take the opportunity to spend some office time planning fall and winter forage management. August is when fall forage management begins so July planning time spent laying out next month's goals will pay dividends.

When selecting pastures to stockpile for winter grazing choose pastures with solid fescue stands, better than average water-holding capacity, winter water sources and electric fencing capability. These are not requirements but will help maximize return on investment.

For those planning to stockpile fescue pastures, plan to graze or clip pastures by mid-August. If the pastures were not mowed earlier this summer, graze the pastures

and then clip to a uniform height. The goal is to "reset" the pasture by removing stems and stalks. When considering mowing height prior to stockpiling a stockpiling definition is in order.

Stockpiled cool-season grass growth occurs during the fall growing period, not the spring or summer. Some prefer to mow grazed pastures high, greater than 8 inches, to minimize the forage "wasted" by mowing. At this point in the season cattle are not going to voluntarily consume these residues. They were not grazed the first time through the pastures and with lush fall growth as the option next time through pastures these residues will be rejected again. Removing residues minimizes leaf shading and removes long stems that cause late-season eye irritation.

Once pastures are "reset" watch for the "State Fair rain" to apply 40 to 60 units of nitrogen. This August nitrogen application coupled with late summer, early fall rain will maximize the opportunity to grow fall forage. Most fall forage growth occurs between Sept. 1 and Oct. 15, so timely nitrogen application is worth planning. Ammonium nitrate or stabilized urea have application windows of 7 to 14 days. Visit with your regional agronomist or Co-op manager when evaluating fertilization products and rates. As a rule of thumb, within the 40 to 60 units of nitrogen per acre range, each unit of N results in

20 additional pounds of forage produced for stockpile.

One of the first responses to stockpiling I hear is, "If I had that many acres to set aside for 60 to 70 days I would have more cows". There are three ways to address this challenge. With record culling rates last year, many herds are at lower stocking rates. This presents an opportunity to try stockpiling without increasing acreage.

Alternatively, consider trying stockpiling on a limited number of acres. Use the stockpiled forage as a protein and energy supplement rather than forage replacement. Feeding cows hay and allowing them to strip graze stockpiled supplement minimizes the need for concentrate feeding and storage equipment while reducing acres required to stockpile. Cows can recycle the forage protein for several days so strip grazing the stockpiled forage using 2 to 3 day allocations saves labor by reducing temporary fence movement.

Those who want to reduce winter hay feeding using stockpiled forage should consider feeding hay in August, September and October while pastures are growing. During late summer and early fall hay feeding conditions are typically better with drier soil conditions and hay storage waste should decline due to reduced weather exposure.

For spring-calving herds, using stockpiled forage during

CONTINUED ON NEXT PAGE



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NEWS TO USE

Legislation to Repeal Death Tax Introduced in Congress

NCBA Calls for Death Tax Repeal

The National Cattlemen's Beef Association (NCBA) supports the Death Tax Repeal Act of 2013, introduced in Congress by Sen. John Thune (R-S.D.) and Rep. Kevin Brady (R-Texas). The legislation seeks to abolish the estate tax, which is one of the leading causes of the breakup of multi-generation family farms and ranches.

During a press conference on Capitol Hill, both Thune and Brady stated it was time for the estate tax to be repealed. As it currently stands, the estate tax exemption level remains at \$5 million (\$10 million per couple). Unfortunately, the top tax rate on the value of the estate over the exemption level increased from 35 to 40 percent as part of the "fiscal cliff" negotiations, which took place at the beginning of 2013.

Steve Foglesong, owner of Black Gold Ranch in Astoria, Ill., and past president of NCBA, said during remarks at the conference that the estate tax is a prime example of bad tax policy and is essentially a death warrant for small-to-medium sized family businesses.

"NCBA continues to fight for full and permanent repeal of the estate tax, and we strongly support the Death Tax Repeal Act of 2013," Foglesong said. "America's farm and ranch families should not be forced to sell off land, farm equipment, parts of the operation or the entire ranch to pay off tax liabilities and attorney fees."

Foglesong added that many farm and ranch families are asset-rich and cash-poor, with most of the value of their estate attributed to the value of the land

FALL PASTURE • CONTINUED FROM PREVIOUS PAGE

the winter can increase the cow's nutritional plane prior to calving as compared to most hay-feeding systems. Getting gestating cows to a body condition score 5 or 6 pre-calving will improve reproductive success the following year.

Hay feeding during late summer and early fall may also improve late summer shade management by allowing extended shaded pasture use once pastures are grazed out. At the University of Missouri's campus farm, our shaded pastures are limited so hay feeding in shaded pastures during fall calving provides stockpiling opportunities and late summer shade for fall-calving cows.

Producers with annual forage rotations where sorghums or

sudangrasses were used should consider replacement with permanent forages such as novel-endophyte tall fescue. Seeding novel-endophyte tall fescue should begin with glyphosate application prior to seeding. Ideally, fertility issues were addressed last fall for permanent pasture conversion.

As an alternative to permanent pasture conversion, summer annuals can be replaced with winter annuals such as wheat, oats, cereal rye or annual ryegrass. After early fall planting, these pastures can be grazed prior to stockpiled tall fescue then grazed again in late February or March prior to permanent pasture green-up.

—Justin Sexten is University of Missouri state extension specialist, beef nutrition. Contact him at sextenj@missouri.edu.

they use to grow food and fiber for consumers around the world. According to the U.S. Department of Agriculture, the average price per acre of farmland in Illinois is \$6,700, a 17.5 percent increase from 2011-2012. Increased

demand for farmland has driven up the value per acre in many states, causing many farmers and ranchers to be caught up in the costly estate tax web.

—Source: National Cattlemen's Beef Association

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HEALTH WATCH

“Confinement Feeding Cows”

Consider pasture alternatives

BY DR. DAN THOMSON & DR CHRIS REINHARDT

We are moving forward into planning for summer grazing. Some areas have received rain and some areas of the country are still dry. In the event that spring and summer rains don't provide for a full summer of grazing for all or part of the cowherd, many viable options should be considered. Producers generally think about culling or finding more grass before they think about

confinement feeding cows. Culling practices for lower-producing cows and older cows is generally the first practice when pastures are running short for the herd. If culling cows is not desirable, producers then look for alternative pastures to send their cows if they are available. We have baled and ensiled plants, residues and weeds that we have never considered running through a



baler. Be sure to talk to your veterinarian about possible toxins in plants and residues that might cause harm to the cows if they consume them if you are trying new sources of feed. If none of these practices are options for your cowherd, then one might consider confinement feeding cows.

Prior to confining and feeding cows, calves should be weaned. Providing a highly palatable and nutrient-dense diet to the calves, separate from their dams, is more efficient and cost-effective than feeding costly feedstuffs to the cow and forcing her to provide adequate nutrition to her calf through lactation. Calves are fully-functioning ruminants and capable of thriving without their dam by 90 days of age, and although it's a bit more challenging, even 60-day old calves can be successfully weaned. Creep feeding for a brief period prior to weaning, and so-called “soft weaning” practices, such as fenceline weaning or using a device which prevents suckling, may ease the transition, reduce stress, and potentially reduce the risk of respiratory disease after weaning.

Confinement feeding of cows should not be approached lightly; there are many critical factors to consider. First and foremost is to determine if you will confine the cows on your own place or put them in a custom facility to carry the cattle through the drought. When considering confining the animals and feeding them yourself, you must determine if you have adequate feed on-hand, have appropriate pens, fences, feed bunks, water tanks, feeding equipment, and processing facilities and if you have the labor and/or time to handle the added duties of tending to the cows. One big advantage to confining the cows on your own place is keeping your herd closed to exposure to outside cattle and potential disease.

When many options run out, custom feeding your cows in a

commercial feedyard can be a viable option for maintaining your cowherd. As with any drought management strategy, producers should work carefully to understand the economic implications of feeding the cattle in a commercial facility relative to other options. The positives of feeding cattle in a commercial feeding facility are obvious as they are off your facility and the responsibility of someone else. However, commingling your cows with feeder cattle may cause some biosecurity issues that could result in cows aborting. Pathogen (bacterial and viral) exposure and decreased immune systems can allow infections that cause abortions.

Cows should be vaccinated for pathogens known to cause abortions prior to feedlot entry. We suggest that producers work with their veterinarians to develop a vaccine program prior to shipping the animals. No vaccines are 100% effective and even the best vaccination programs are diminished if the cows are stressed during handling, transportation or arrival at the feedyard. Many respiratory disease pathogens like IBR and BVD are known to cause abortions in beef and dairy cows. Many replacement dairy heifers are started in a confinement feeding operation. A visit with a veterinarian or producer that starts dairy heifers in a cattle feeding facility might be worth the phone call when developing a preventative health program prior to shipping your cows.

Each of these questions leads to numerous additional and essential questions. Culling down the herd, only to rebuild later may be cost-prohibitive. Before you make that very difficult decision, make sure you've explored every possible avenue. Involve multiple trusted outside experts to ensure that even non-traditional feeding options and possibilities are explored.

Confinement feeding of cows is not easy, and may not be right for every producer. But if it is feasible, it may be a cost-effective way for producers to keep the factory together through difficult times.

—Source: Dan U. Thomson, DVM, PhD, and Chris Reinhardt, PhD are with *The Beef Cattle Institute at Kansas State University*.

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NEWS TO USE

Early Season Rains Contribute to Hay Bounty

Baleage helps preserve forage quality

BY TIM SCHNAKENBERG FOR CATTLEMEN'S NEWS

Livestock producers went into the 2013 hay season with great anticipation for a good hay crop this year. The multi-year drought has brought about low hay inventories and some fields are thinned down and filled with

weeds. Even though this year's hay crop has been about 7-10 days behind normal, the good news has been that rainfall has contributed greatly to the kind of hay volume we have needed. If hay producers were able

to harvest the hay dry, it has been a rewarding hay season for many. I would say that this has been especially true for those that had a good stand of forages and fertilized this year. It appears that fertilizer has complimented the additional rain this year and resulted in good hay yields.

Some producers have also realized the benefit of wrapping forages into baleage during this rainy harvest season. The ability to preserve quality forage and get it stored before the next round of rain has paid off this year.

For those who have not kept up with nutrient removal of hay

crops in recent years, it will take some time and considerable lime and fertilizer applications to get these hay fields back into full production.

There are many hayfields that have been thinned to the point that weeds have taken over. In these cases it will be necessary to evaluate stands this summer for how thick the primary forage is, and then make a determination if re-establishment is necessary.

The hay market supply appears to be tight and the prices steady this year since no farmer I know wants to get caught again with little hay supply if the weather turns drought-like again. It appears farmers are holding on to a lot of what is produced. Hay market reports in Missouri can be found at <http://www.agebb.missouri.edu/> under the farm marketing section. A hay market listing is also available at this website for those wanting to buy or sell hay.

—Source: Tim Schnakenberg is agronomy specialist with University of Missouri Extension.



Abundant early season rains made for hearty hay production this summer, despite delaying harvest by 7-10 days. —Photo by Joann Pipkin

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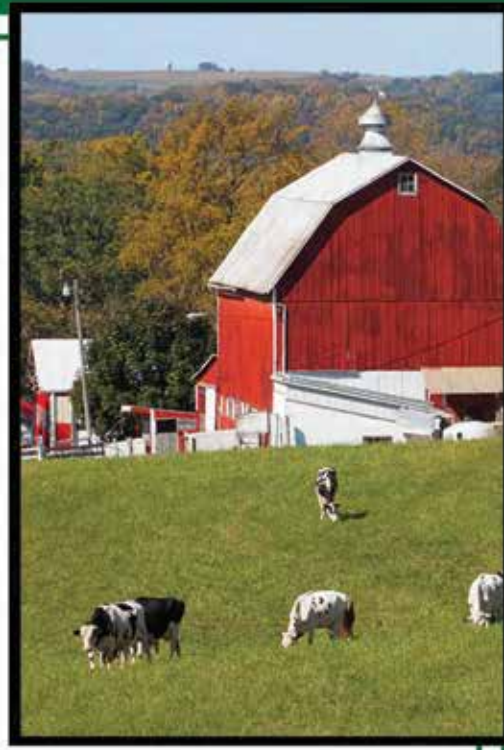
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Scenes from the Best of the Best Calf Roping

Ryan Jarrett wins shoot out

BY JOANN PIPKIN, EDITOR

More than 1700 people turned out June 1 for the Best of the Best Calf Roping — The Return, hosted by Joplin Regional Stockyards and Risen Ranch Cowboy Church. Held at JRS and the nearby Risen Ranch Arena, the top 15 calf ropers in the world were invited to compete with 15 invited guests for \$100,000.

Rodeo enthusiasts had the opportunity to get autographs from the calf ropers prior to the event as they visited industry representatives.

A great time was had by everyone with proceeds benefitting Risen Ranch Cowboy Church.

RESULTS

Round 1 • 1st - Clint Robinson

Round 2 • 1st - Trevor Brazile

Shoot Out

1st - Ryan Jarrett

2nd - Trevor Brazile

3rd - tie - Matt Shiozawa

3rd - tie - Houston Hutto

(Top Photo) — Veteran Monty Lewis was among 30 calf ropers to compete in the Best of the Best Calf Roping. Lewis won the World Calf Roping Champion title in 2004. The event was held June 1 at the Risen Ranch Arena just west of JRS.

(Middle and Bottom Photos)— Champion calf roper Ryan Jarrett took home top honors for the final Shoot Out round. He is a 5-time Wrangler National Finals Rodeo qualifier and the 2005 PRCA All-Around World Champion.



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INDICATION: RESFLOR GOLD® is indicated for treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*, and control of BRD-associated pyrexia in beef and non-lactating dairy cattle.

CONTRAINDICATIONS: Do not use in animals that have shown hypersensitivity to florfenicol or flunixin.

WARNINGS: NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. This product contains material that can be irritating to skin and eyes. Avoid direct contact with skin, eyes, and clothing. In case of accidental eye exposure, flush with water for 15 minutes. In case of accidental skin exposure, wash with soap and water. Remove contaminated clothing. Consult a physician if irritation persists. Accidental injection of this product may cause local irritation. Consult a physician immediately. The Material Safety Data Sheet (MSDS) contains more detailed occupational safety information.

For customer service or to obtain a copy of the MSDS, call 1-800-211-3573. For technical assistance or to report suspected adverse reactions, call 1-800-219-9286.

Not for use in animals intended for breeding purposes. The effects of florfenicol on bovine reproductive performance, pregnancy, and lactation have not been determined. Toxicity studies in dogs, rats, and mice have associated the use of florfenicol with testicular degeneration and atrophy. NSAIDs are known to have potential effects on both parturition and the estrous cycle. There may be a delay in the onset of estrus if flunixin is administered during the prostaglandin phase of the estrous cycle. The effects of flunixin on imminent parturition have not been evaluated in a controlled study. NSAIDs are known to have the potential to delay parturition through a tocolytic effect.

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In cattle, rare instances of anaphylactic-like reactions, some of which have been fatal, have been reported, primarily following intravenous use of flunixin meglumine.

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May 2009 US 3448 IV

Went West

College students get inside look at sustainable agriculture

BY BETH WALKER FOR CATTLEMEN'S NEWS

In May, students from three different Missouri universities headed West on a sustainable agriculture tour. The three universities included Missouri State University, University of Central Missouri and Northwest Missouri State University. We started this tour at Kansas State University and ended it in Lucas, Kan., via Nebraska and Colorado. We saw sheep, goats and learned about wool at KSU, learned about burning pastures and got up close and personal with a legless lizard at the Konza Prairie, learned about feedlot nutrition at the Meat Animal Research Center in Clay Center, Neb. Several breeds of sheep and cattle have originated from the center and their work in nutrition, reproduction and genetics is always cutting edge. A few of my students wanted us to just leave them there and I couldn't blame them. Maybe it was our Harley-riding tour guide or perhaps it was the research or the facilities, but that was a great stop.

Heartland Cattle Company was also on our list of places to see. Dr. Patsy Houghton and her team custom-raise heifers and can deliver them to you, A.I.'d to the bull of your choice for a small fee. I don't know of any other company like hers and it was very impressive. Next we hit McCarty Family Farms, a cutting-edge dairy started by a family from Pennsylvania who transplanted themselves to middle of nowhere Kansas. They dehydrate much of their milk and then use this water back on their farm. A popular yogurt company purchases this dehydrated product and we got to eat some tasty yogurt on our way out. This year, they won the Innovative Dairy Farm of the Year award.

On our trip, students were exposed to a variety of "sustainable" programs from some interesting agriculture characters. The most colorful was Ken Klem, who runs bison and Corrientes cows. He is ultra-low input. Ever heard of someone helping a bison or Corriente cow during labor? Me neither. Survival of the fittest has taken care of most medical issues over the past couple of hundred years or so. One thing that really caught my students' attention was that Ken sets "trigger dates" on his calendar a year or so in advance which takes the emotion out of some of his tougher decisions (like when to cull due to drought).

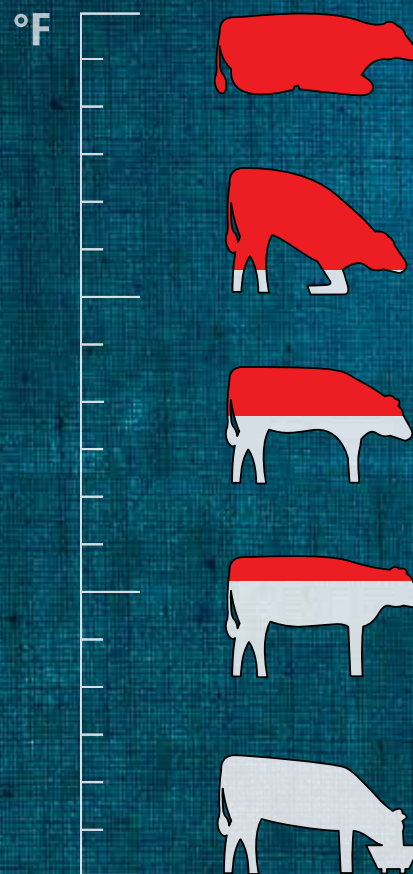
All of the producers we visited had their own ideas of "sustainable agriculture" and sustainable agriculture has been the big catch phrase as of late. I looked up "Sustainable" on Google and here is what I found: **1.** Capable of being sustained (hum..ok). **2.** Capable of being continued with minimal long-term effect on the environment. I like this definition much better than #1. If we look at the word "Sustainable" as an adjective we have a slightly different meaning: **1.** (Economics) capable of being sustained **2.** (Life Sciences & Allied Applications / Environmental Science; of economic development, energy

sources, etc.) Capable of being maintained at a steady level without exhausting natural resources or causing severe ecological damage *sustainable development* **3.** (Economics; of economic growth) Non-inflationary.

In order for Southwest Missouri to have sustainable livestock production, we must be able to continue or in some cases, change our production practices to have minimal long term – **negative** – effects on the environment. Positive effects are great – more grass, more organic matter in your soil, more water-holding capacity in your soil, etc. Another facet of sustainable agriculture is having the next generation have the desire, the knowledge and the ability to take over operation of farms and ranches. If the next generation cannot or will not take over the farm, then obviously agriculture is not sustainable.

The purpose of the trip was to expose students to a variety of production agriculture enterprises and get them thinking about how they could operate their own farm if presented with that opportunity.

CONTINUED ON PAGE 15



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Professional, Financial Programs Critical for Young Farmers

Networking gets producers up to speed

BY LAURA WOLF FOR CATTLEMEN'S NEWS

The future agriculture rests in the hands of the young farmer. As the average farmer's age has risen, so has the demand for safe and abundant food and fiber. As more young people choose careers in production agriculture, many businesses and organizations have developed programs to aid young producers financially and professionally.

Financial assistance is available through sources such as the Beginning Farmer Loan Program managed by the Missouri Agriculture and Small Business Development Authority, a part of the Missouri Department of Agriculture. Lenders receive federally tax-exempt interest on the loans, and that savings is passed on to the farmer as a lower interest rate. Farmers locate a participating lender and complete an application process

for a loan maximum of 501,100 to buy agricultural land, farm buildings, farm equipment and breeding livestock according to the departmental website. MASBDA has worked with 97 different lenders over the course of the program, and any Missouri lender would be eligible to participate. In the last five years the program has approved 55 loans. You can learn more about the program at mda.mo.gov/abd/financial/begfarm.php.

Professional organizations give young farmers a chance to learn from other farmers and catch up on important issues as well as continue to develop their skills as businesspeople. Many young people are familiar with the opportunities provided by FFA and 4-H. Other groups like Agriculture Future of America (AFA) and Farm Bureau also host events for young producers.

AFA, a not-for-profit corporation based in Kansas City, Mo., has a mission to identify, support and encourage young leaders in their preparation for a career in the agriculture and food industry according to the organization's president and CEO, Russell Weathers.

AFA Leaders Conference, a four-day conference in November each year, brings together young professionals, students pursuing degrees in agriculture, and industry leaders. They develop professional relationships with their peers who could become the seed dealers, farm equipment salespeople, or financial advisers the producers will work with throughout their careers.

"One of the real advantages for a young person who is headed back to production agriculture, especially at the collegiate level of the AFA experience is the skill development that they learn relative to personal and professional management like time and financial management. Those skills are applicable regardless of what career path you choose," Weathers said.

After college, young professionals can continue their

AFA experience with the Alliance program, which is designed to continue and expand peer networks and encourage lifelong learning, Weathers said.

"One of the challenges that many young people have, and certainly this would be true in production agriculture, is that you get isolated because of the intensity of your workload and forget to keep up or challenge yourself to continue to grow in your professional leadership skills," Weathers said. One of the things the alliance program provides, he said, is the chance to build those professional skills along with peer networks.

Last year, AFA gave 30 young professionals in production agriculture the chance to attend AG CONNECT Expo & Summit hosted by the Association of Equipment Manufacturers, which included sessions with over 100 leaders and senior executives of the nation's most successful farm equipment manufacturing companies discussing the changes coming in the agriculture industry in new technologies and advanced practices. AG

CONTINUED ON NEXT PAGE

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YOUNG FARMERS • CONTINUED FROM PREVIOUS PAGE

CONNECT 2015 will take place in Indianapolis, Ind.

Community and industry partners sponsor students to attend Leaders Conference and industry-specific summit programs. Students, young professionals and producers interested in attending AFA events or supporting the organization can visit agfuture.org to learn more.

The American Farm Bureau Federation and state farm bureau organizations host Young Farmer & Rancher conferences each February to provide a platform for networking as well as discussion of key developments and issues in the agriculture industry.

Glen Cope, a rancher in southwest Missouri, has participated in the programs as an attendee and has assumed leadership roles in the YF&R planning committees at the state and national level.

As a young farmer, Cope found that attending the conferences kept him up to date on new developments in technology and in politics.

"It was an opportunity to network with other young farmers across the state, and a chance to get together and learn about what's affecting our industry in terms of trends and cutting-edge technology. Whether it was GPS technology or timed artificial insemination, we learned different ways to improve our operation," Cope said. They also learned about political developments such as the farm bill, EPA regulations and estate tax reform.

Serving on the American Farm Bureau Federation's YF&R committee gave Cope a national perspective.

"Being able to rub elbows with folks from all over the US, learning what issues are different what commodities we grow that are different, but knowing that at the end of the day we're all in the same boat together was certainly a great eye-opening experience for me," Cope said.

You can find information about state and national YF&R programs at www.fb.org or by contacting your county Farm Bureau.

National Young Farmers Coalition


The National Young Farmers Coalition has created a network of young producers that offers them a chance to learn from each other and provide practical advice to help each other succeed in their niches of the agriculture industry. NYFC focuses on developing supportive networks for young farmers on a local level. Support and helpful materials are also available online. The New York-based group works for policy change to benefit young farmers and promote sustainability at a national level. You can learn more about NYFC at youngfarmers.org.

"Young people are joining NYFC because they want to become part of a community of farmers who put sustainability at the forefront of their business. These growers are facing very real structural barriers on their career paths, and NYFC is tackling these challenges head-on," said Lindsey Lusher Shute, the executive director of NYFC. "NYFC is making a real difference in young growers' lives, their businesses and the future of American agriculture."

Continuing Education

One of the benefits young people bring to a production operation is their willingness to learn and utilize new technology and farming methods. Higher education in agriculture is a chance for young people to learn those skills. The University of Missouri offers an undergraduate returning to the farm course that addresses problems faced by young people getting started in production agriculture, such as inheritance, money and land, and family succession. MU also offers a Beginning Farmers program, which offers short term classes or workshops through MU Extension on growing your farm or more specific topics such as horticultural production or small ruminant husbandry. The program's website, beginningfarmers.missouri.edu, features a collection of resources of beginning farmers, including a non-credit online course and webinar access, as well as documents on topics from natural resources to marketing and financial management.

—Compiled by Laura Wolf for Cattleman's News



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NEXT GENERATION

Starting from Scratch

Leer family makes it work on the farm

BY JOANN PIPKIN, EDITOR

Shane and Rabecca Leer knew they wanted to farm. But like other young couples interested in agriculture, they were challenged by how to get started on their own in the industry. Operating capital and high input costs often close the door for many young couples before they can ever have a chance to open the door to fulfilling their lifelong dreams of running a farm.

Yet instead of waving the white flag, the Leers earned financial assistance from a beginning farmer loan available through the Webster County Farm Service Agency. Having located a 145-acre farm for sale near Rader, Mo., the Leers actually sought the assistance at the encouragement of the landowner. "We had to have our trucking business with enough income to back the loans for the land and cattle," Shane Leer explains.

The Leers chose a joint financing arrangement within the beginning farmer loan in which FSA lends up to 50 percent of the amount financed and another lender provides 50 percent or more. According to an FSA Fact Sheet on Loans for Beginning Farmers and Ranchers, qualifications include the loan applicant making a cash down payment of at least 5 percent of the purchase price.

"The cost of land and other expenses is a lot higher than it used to be," Shane acknowledges. He says programs like those offered through FSA are crucial to getting more young people involved in agriculture. "If you don't have the down payment for a farm, that can be a big expense."

Leer adds that available land is often hard to come by, especially when needing a parcel large enough for a beef cattle operation.

In his blood

A native of Long Lane, Mo., Leer was raised around

farming. His dad operated a beef cattle, custom hay and trucking business and Leer farmed with his dad for a few years before purchasing the transportation part of his dad's operation. For about nine years, Leer has managed his own hay and cattle hauling enterprise. Wife Rabecca helps with the trucking operation in addition to owning a dog grooming business in Conway.

Rabecca shares her husband's love of farming and although she didn't grow up around it, she's excited to raise their children on the farm. "Our kids are growing up with us on the farm," she says. "They work cattle right along with us. It helps them learn what we're doing." The Leers have four children — Racheal, 10; Ethan, 7; Wyatt, 5; and Morgan, 18 months. They are also fostering three nieces who range in age from 6 years to 8 weeks old.

"We like the life. Our kids like it," Shane says. "It teaches responsibility and work ethic. A lot of kids today don't have a strong work ethic."

According to Rabecca, "Our kids are already asking what they can do on the farm to make money. Our life is an influence on them just by having them out there with us every day."

Shane adds, "If it hadn't been for me growing up around farming, there would be a lot for me to learn. We have challenges every day and we already know a lot about farming. But, there are always new things to learn."

On the farm

The Leers currently run 45 Brangus/Angus cross cow-calf pairs on the 145-acre farm they purchased. Both the land and cows were acquired from the same individual.

The home and three acres where they currently live is for sale and the couple hopes to move into the house on the farm before the end of summer.

While the cowherd calves both spring and fall, the Leers would eventually like to wean

and background their calves prior to marketing. They also have hopes of growing their own crops like wheat, green graze and millet.

Because this is the first summer for the Leers to own their farm, they say they'll cut fescue seed off the pastures before strip grazing it the rest of the year to help keep expenses in check. The farm is now divided into 2 hay fields and three pastures. Shane recently attended a grazing school and will be further dividing the land into paddocks so he can begin intensive grazing.

"We hope to get all of the grass we can out of the farm," Shane says, noting intensive grazing will allow them to run more cows than a continual set-up.

"Today, you have to manage your grass more so than what we used to," Shane realizes.

Through the challenges

The Leers could have been more than discouraged at the barriers they faced prior to purchasing their farm earlier this year. "Don't give up," Shane encourages. "If one lender doesn't work out or if you have to search for another farm, don't get discouraged. We tried several different farms in this area trying to put some land together with our existing house."

He continues, "(The FSA beginning farmer) loan program worked for us, but it might not work for someone else. It pays to do some homework."

Shane says the Webster County FSA staff actually

CONTINUED ON NEXT PAGE



FROM SCRATCH • CONTINUED FROM PREVIOUS PAGE

reviewed a farm plan with them, helping to determine what would cash flow and what wouldn't. The only drawback to the program, he says, was the length of time before the loan was finalized. "Some farms are sold before the paperwork can be completed."

"Credit is a hard thing to build," Shane realizes. He says for years he and Rabecca were told, "You don't have bad credit, you just don't have any credit". "I think that's a big thing for young people. They haven't built up enough credit to purchase a decent-sized farm."

WENT WEST • CONTINUED FROM PAGE 11

Furthermore, we wanted to show the students that sometimes you have to think "outside the box" to be sustainable. Sometimes, you have to work 10 years as a truck driver, save half your income so you can buy land, and beg folks for places to rent to just have a chance at being sustainable which is what my new friend Delci Windel of Estrogen Cattle Company had to do. We saw bulls and cows at Pharo Cattle Company in Colorado and also visited with Charlie Kraus, a great guy who knows as much about soil and soil building as any P.h.D. soil scientist I have ever met.

Our students got to see a variety of sustainable ranches and got to hear a variety of philosophies on what sustainable agriculture is. A friend of mine recently stated that we (those of us in agriculture) cannot be sustainable if we are constantly

subsidizing the consumer. Yes, if we do not cover our costs of production, then the consumer is not truly paying the costs for the "food" we produce; hence we are subsidizing them. That is not sustainable and that is one reason why most livestock producers make money (above expenses) one or two years out of 10. Sound sustainable to you? Our young people need to know what sustainable agriculture is and need to know that there is no one way to be sustainable. Sustainable has many forms, colors, and patterns, etc and hope we all sit down and really think/discuss what sustainable agriculture is. Strong agriculture in Southwest Missouri has to mean sustainable agriculture. Sustainable agriculture isn't just some term thrown out by Ph.D.'s in university offices or politicians or tree huggers. Sustainable agriculture is and has to be agriculture in Southwest Missouri.

Are You Telling Our Story?

Ag literacy is a growing concern

BY JOANN PIPKIN, EDITOR

Sharing agriculture's story is more important than ever before — and tomorrow's leaders in agriculture know it.

Cattlemen's News recently caught up with Katie Holoubek, a senior majoring in animal science and agriculture economics at the University of Nebraska-Lincoln, when she visited Joplin Regional Stockyards as part of her internship with Elanco Animal Health's Beef Business Unit.

Having been raised on a family farm in a small Nebraska town where agriculture was always a way of life, Holoubek says she is fortunate to have a first-hand understanding of the ag industry, but realizes now that she's in college not everyone has that same knowledge.

"There's a big concern that by 2050 we won't be able to produce enough food to feed the world," Holoubek explains.

"It's really important that we share our story. So many people are disconnected to agriculture and not everyone has had an opportunity to learn about where their food comes from."

Holoubek realizes that we all need to share our story and be willing to talk about what we do in agriculture. Back home in Nebraska she's doing just that.

As a member of the Nebraska Agriculture Youth Council, which is comprised of college students who serve as advocates for the ag industry, Holoubek is a resource for those outside the industry. She visits with school children from kindergarten through fifth grade in Nebraska, helping to educate them on where their food comes from, using simple terms with which they can identify.

"The young adults and school-age children I work



Katie Holoubek
Elanco Animal Health Intern
Photo by Mark Harmon

with are so far removed from the farm today," Holoubek explains. "It's important that we help teach them so they can understand about our industry. When they have that understanding they can better appreciate what we do. And, that helps track down any misconceptions, something that definitely happens in today's world."

Despite the fact we see fewer and fewer young people going back to the farm, she is excited about the opportunities available to her generation in the ag industry. "The industry is becoming so global," Holoubek notes. "It's an exciting time to be involved in agriculture."

Technology and social media, Holoubek says, can be used to our advantage and help spread the word about agriculture.

In light of the technological advancements seen today in agriculture, Holoubek says it's still important for her generation to be thankful to parents and other mentors in the industry. "They are the ones that got our industry where it is today. They have sacrificed for us and given us all of the opportunities that we have."

Mobile Apps That Make Cents for Cattle Producers

BY KASEY BROWN, associate editor, *Angus Journal*®

More people are accessing data via a mobile smartphone than a desktop computer. That includes beef producers, Rick Rasby, beef specialist for the University of Nebraska-Lincoln (NU), told participants of the 45th Annual Beef Improvement Federation (BIF) Research Symposium and Convention in Oklahoma City June 12-15. Rasby addressed the Producer Application Committee.

The beef industry needs to develop ways to get information to producers via smartphones, Rasby said. He illustrated three apps designed by the NU Beef Cattle Production program to help producers with body condition scoring (BCS), udder and teat scoring, and calculating costs.

The NUBeef-BCS app has three components: written, learning and scoring. The written component shares an Extension circular explaining body condition scoring and its importance.

The learning component is interactive. It has photo

examples, sketches and explanations for each score. Producers can swipe through the whole scale (1-9) and see examples of what each score looks like, and they can test their skills with a scoring game. Tap the "label," and it will show you the areas to look at when scoring cows.

Finally, the third component is scoring your own animals. You can take two pictures of a cow (side view and rear view), then assign an identification number to her and the time of year you are scoring. The assigned body condition score is saved, and you can add information to that cow later.

"This is a much better way to evaluate your nutrition program than body weight," said Rasby.

NUBeef-UTS (udder and teat scoring) is set up much like the NUBeef BSC, though without the written component at this point.

"The older you get, convenience traits like udder and

CONTINUED ON NEXT PAGE

PASTURE PROFITS

Evaluating Grass Stands More Important than Ever

Weeds, thin stands take over after drought

BY TIM SCHNAKENBERG FOR CATTLEMEN'S NEWS

Thin grass stands and weed issues have plagued farmer after farmer this year. For some, pastures and hay fields are inundated with weed problems like never before. This is often an indicator that the stand is thin. The first impulse is to get the spray rig out and start removing weed problems as much as possible.

In theory this makes a lot of sense, however producers have to think about what would be left if they sprayed out their weeds. In many cases it would be bare soil or unproductive grass species. If this is the case on your farm, it's time to evaluate the grass stand to determine if you want to have the same problem again next year or start

over from scratch this fall with a new stand of productive forages.

We've had many fields covered in weeds like thistles, buckhorn plantain, purpletop, broomsedge and poison hemlock in the last year. In some cases a herbicide is all that is needed to keep them from going to seed or coming back next year. It's imperative that grassland producers keep weeds from going to seed. However, many of these problems, especially grassy weeds, will not go away until a complete renovation of the field is done.

Late summer will be a critical time to evaluate these fields. Identify what is growing and occupying space in these fields and whether or not they are

MOBILE APPS • CONTINUED FROM PREVIOUS PAGE

teats become more important," he explained. In its learning component, the app explains udder suspension and teat scores that go along with BIF guidelines. It also allows you to score your females much like the previous app.

Both apps are available for Apple and Android phones. They also can fully function once downloaded onto your phone, though the learning component

does require Internet.

The third app he mentioned is still being tested, but NUBeef Cow-Q-Lations will help producers calculate feed cost, dry-matter conversions, cornstalk use and gestation. It should be available soon.

—Source: This article is reprinted with permission from www.BIFconference.com, the Angus Journal's online coverage site of the 2013 Beef Improvement Federation Research Symposium and Annual Meeting.

helping you meet your grazing or hay needs. If you desire to rebuild the cool season grass base in your fields, it's best to have them planted by September 15 most years. This capitalizes on the timing of cooler weather and new rainfall that will get the crop up and growing well before winter weather sets in.

In some cases a field that has been hayed or grazed close can be thickened up with a no-till drill. Another approach is to use Gramoxone to burn everything to the ground before drilling. This will not kill exist-

ing cool season grass roots or perennial weeds, but will stunt them to give new seedlings a head start. In many cases, a complete burndown using glyphosate will be the most practical approach to destroy difficult weed problems and allow for a good weed-free planting situation.

A thorough evaluation of pastures and hay fields will help insure that these fields will be productive again for 2014.

—Tim Schnakenberg is agronomy specialist with University of Missouri Extension.

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PASTURE PROFITS

Forage Allowance Determines Stocking Rate

Forage Allowance Determines Stocking Rate

BY RYAN REUTER

In grazing enterprises, forage allowance is a key management variable. Forage allowance is defined as the amount of forage dry matter available to an animal. It can be expressed on a per animal basis, but we have found it useful to express it as a ratio to an animal's body weight. For example, we talk about targeting a forage allowance of 2.5 pounds dry matter per pound of animal body weight.

Why is forage allowance important? Forage allowance is related to the more familiar variable - stocking rate. Stocking rate is the number of animals grazed on a given area of land for a period of time. Stocking rate is the main variable that determines key production and economic responses of grazing systems, such as



average daily gain (ADG), gain per acre, stand persistence and net return. Typically, conservative stocking rates produce greater ADG and stand persistence, while aggressive stocking rates produce more gain per acre along with greater risk.

Forage allowance is the underlying variable to stocking rate. For example, we might graze cows at the stocking rate of 10 acres per cow. However, we arrive at that stocking rate by considering a target forage allowance. We estimate what we think forage production will be, determine the amount of residual forage that we desire, consider the size of our cows (and therefore their forage demand), then put enough acres to each cow to achieve the forage allowance we want. Therefore, forage allowance determines a lot of those important economic responses to grazing systems. In a research setting, it is often more valuable to measure forage allowance directly rather than crudely measuring just stocking rates. For example, it is more precise to say that we stocked pastures at a forage allowance ratio of 2.5 rather than saying we stocked two steers per acre. Using forage allowance

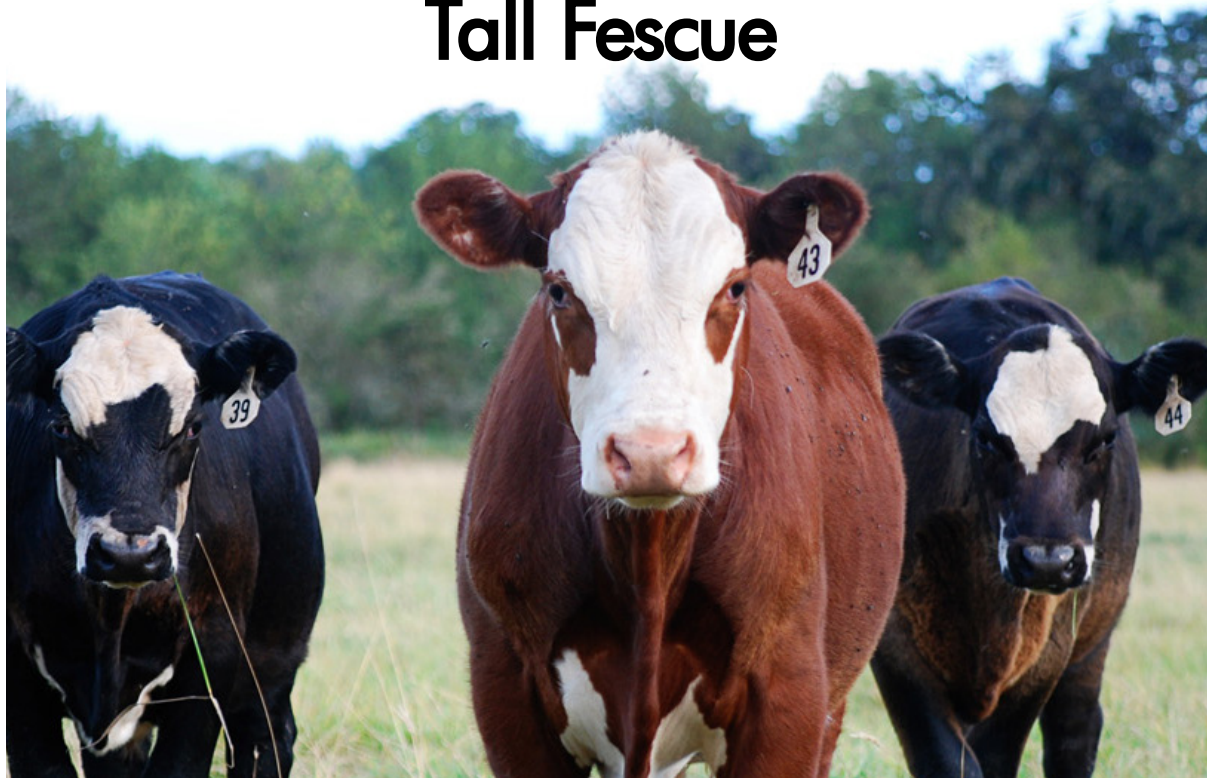
also makes our research results more applicable to other situations.

In many of our grazing experiments, we seek to measure and control forage allowance directly. Sometimes we want all of our paddocks in an experiment to maintain the same forage allowance. This would allow us to compare other treatments without the confusing influence of different forage allowances. In other experimental designs, we seek to maintain different forage allowances so that we can understand the effects of forage allowance on animal and plant responses.

At the Noble Foundation, we are developing tools to help measure forage allowance more accurately. When we are able to measure forage allowance, we will then be able to manage it. In the end, we want to understand these relationships so that ranchers can make more informed grazing management decisions, which will lead to increased sustainability.

—Source: This article reprinted with permission from The Samuel L. Roberts Noble Foundation for Agriculture. Visit the Noble Foundation on line at www.noble.org.

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NEXT GENERATION

Your Legacy Plan and the “4 Ds”

Start training the next generation now

BY DARREN FRYE

Have you been thinking about how to pass the farm to the next generation? There are many pieces that need to be tied together to create a solid legacy plan. The plan needs to account for the sudden turns life sometimes takes. In the legacy and estate planning world, these unexpected events are known as the 4 Ds.

On this list of 4 Ds are death, disability, divorce and departure. Usually, families

are left alone to pick up the pieces after something like this happens. Emotions run high. Chaos typically ensues. But having a plan makes a big difference. It leads you through what to do next during a time when it's hard to make decisions.

I heard about a farmer who farmed land owned by his father-in-law. He didn't farm any other ground. Then his father-in-law passed away. The daughters, including his wife, inherited all of the land. Now



the farmer is worried that the daughters will sell the land. It could end his farming career.

One of the 4 Ds – death – threw a wrench into this farmer's plans. He could be in a better situation if he had asked himself what he would do if his only landlord passed away. Then he could have made a plan based on the consequences of that – he may have planned to diversify his landlord base or create an agreement with his father-in-law about the land. Either way, thinking ahead would have helped him.

It's never fun to think about the 4 Ds, but legacy planning is a good time to address them. When you're working on a legacy plan, you'll be considering “what-if” scenarios as you think through the future of the farm. You will be talking with family members about what will happen when you die. Talking about the implications of disability, divorce and departure is very similar.

If you think through worst case scenarios now, the solutions become part of your legacy plan. The result is that your plan is ready and available for action during a time when it's hard to think about what to do next.

Death. One of the hardest things to think about is the possibility that generations could pass out of order. We think of the future as a time when we won't be here – but our children will. Here's an example. A farmer in his 50s and his father, who's in his 80s, set up a plan to pass the operation to the 30-year-old son. Tragically, the son dies in a car accident. Now what will happen to the operation? It's possible that it may have already passed to his wife. Suddenly Dad and Grandpa are in the cattle business with their daughter-in-law, who isn't a farmer. Your legacy plan needs

to include contingencies for situations like this.

Disability. Did you know that agriculture has the third highest rate of fatalities out of all employment sectors in the U.S.? The chance of an accident that causes disability is even higher. Your legacy plan needs to address this. Otherwise, the operation and your family could be put in a very difficult situation. If the person who becomes disabled used to do active work on the farm, their efforts will be lost. A spouse may have to leave an off-farm job to care for the disabled spouse.

Divorce. No one anticipates or wants to regularly think about this D, but addressing it is part of a thorough legacy plan. Without considering it the operation could be affected. Land and other assets that are held in the names of both spouses, or one spouse bringing land that the other spouse farms are potential trouble spots. Thinking ahead on this D could prevent a lot of problems.

Departure. This D happens when a member of the operation decides that they are done farming and they're going to leave. Everyone else has to pick up the pieces. It creates stress and tension for the rest of the operation and family. Other employees may not know how to assume responsibilities of that person's job. A plan outlines what would happen if someone leaves the operation.

Only about 40% of farm families have a written, prepared legacy plan in place, according to Bryce Knorr, Senior Editor at Farm Futures. And the other 60%? They don't know what's going to happen to the farm – or what they would do if any of the 4 Ds took them by surprise. Starting a legacy plan gives you the best chance to address these unexpected events. It could make the difference between the operation continuing – or not.

—Source: Darren Frye's company, *Water Street Solutions*, helps farmers across the Midwest with profitability through financial analysis, crop insurance, commodity marketing, and legacy planning.

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ZACTRAN is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis* in beef and non-lactating dairy cattle. ZACTRAN is also indicated for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida*.

CONTRAINDICATIONS

As with all drugs, the use of ZACTRAN is contraindicated in animals previously found to be hypersensitive to this drug.

WARNING: FOR USE IN CATTLE ONLY. NOT FOR USE IN HUMANS. KEEP THIS AND ALL DRUGS OUT OF REACH OF CHILDREN. NOT FOR USE IN CHICKENS OR TURKEYS.

The material safety data sheet (MSDS) contains more detailed occupational safety information. To report adverse effects, obtain an MSDS or for assistance, contact Merial at 1-888-637-4251.

RESIDUE WARNINGS: Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

PRECAUTIONS

The effects of ZACTRAN on bovine reproductive performance, pregnancy, and lactation have not been determined. Subcutaneous injection of ZACTRAN may cause a transient local tissue reaction in some cattle that may result in trim loss of edible tissues at slaughter.

ADVERSE REACTIONS

Transient animal discomfort and mild to moderate injection site swelling may be seen in cattle treated with ZACTRAN.

EFFECTIVENESS

The effectiveness of ZACTRAN for the treatment of BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* was demonstrated in a field study conducted at four geographic locations in the United States. A total of 497 cattle exhibiting clinical signs of BRD were enrolled in the study. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10. The percentage of successes in cattle treated with ZACTRAN (58%) was statistically significantly higher ($p < 0.05$) than the percentage of successes in the cattle treated with saline (19%).

The effectiveness of ZACTRAN for the treatment of BRD associated with *M. bovis* was demonstrated independently at two U.S. study sites. A total of 502 cattle exhibiting clinical signs of BRD were enrolled in the studies. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. At each site, the percentage of successes in cattle treated with ZACTRAN on Day 10 was statistically significantly higher than the percentage of successes in the cattle treated with saline (74.4% vs. 24% [$p < 0.001$], and 67.4% vs. 46.2% [$p = 0.002$]). In addition, in the group of calves treated with gamithromycin that were confirmed positive for *M. bovis* (pre-treatment nasopharyngeal swabs), there were more calves at each site (45 of 57 calves, and 5 of 6 calves) classified as successes than as failures.

The effectiveness of ZACTRAN for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida* was demonstrated in two independent studies conducted in the United States. A total of 467 crossbred beef cattle at high risk of developing BRD were enrolled in the study. ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline was administered as a single subcutaneous injection within one day after arrival. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10 post-treatment. In each of the two studies, the percentage of successes in the cattle treated with ZACTRAN (86% and 78%) was statistically significantly higher ($p = 0.0019$ and $p = 0.0016$) than the percentage of successes in the cattle treated with saline (36% and 58%).

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ECONOMIC INDICATORS

Changes in U.S.-Mexican Cattle, Beef Trade

Mexican cattle imports on track decrease

BY DERRELL S. PEEL

Mexico has long been a major beef industry trading partner with the U.S. in roles that have continually evolved into deeper and more integrated relationships. For many years, Mexico has been the major source of imported feeder cattle. U.S. beef exports to Mexico developed in the late 1990s and Mexico has been one of the top beef export destinations since then. Most recently Mexico has emerged as a top source of beef imports to the U.S. All of these markets have been rather dynamic in recent years and raise questions about the nature of U.S. and Mexican cattle and beef trade in the future.

Since 2009, U.S. imports of Mexican beef have increased by 268 percent to make Mexico the fourth largest source of U.S. beef imports. Mexico exports beef to a number of countries including Japan, Russia and South Korea and Mexican beef exports have more than doubled since 2009. Beef exports to the U.S. represented just over 40 percent of total Mexican beef exports in 2012. U.S. imports of Mexican beef are up again so far in 2013 and are on pace to increase another 30 percent by the end of the year. Most of the beef imported from Mexico is middle meats from fed cattle. The dramatic increase in Mexican beef exports is the result of a rapid conversion of the Mexican beef industry from a carcass to a boxed beef marketing system. This has opened new market opportunities in both domestic and international beef markets. It is not clear how potentially large the market is for Mexican beef in the U.S., but there appears to be room for additional growth.

U.S. exports of beef to Mexico have declined since 2008 and are declining again in 2013. Since 2008, a combination of higher U.S. beef prices and exchange rate impacts have made U.S. beef more expensive in Mexico and are undoubtedly the major reasons for declining beef exports to Mexico. However, Mexican beef prices have risen sharply in the past 18 months and domestic beef prices in Mexico are once again close to U.S. beef prices. This may help stabilize U.S. beef exports to Mexico in the second half of the year. However, high beef prices in Mexico are curtailing consumption and it is hard to anticipate much increase in beef imports from the U.S. with both domestic and imported beef in Mexico at record price levels. U.S. beef exports to Mexico are likely to level off and could recover some of the recent declines in the face of expected decreased domestic beef production in Mexico in the next couple of years.

High U.S. cattle prices and drought in Mexico resulted in large and growing U.S. imports of Mexican cattle since 2010. The 2012 total of 1.47 million head was the second-largest level of Mexican cattle imports since the 1995 record level of 1.65 million head. Cattle imports from Mexico in 2012 included the largest number of spayed heifers ever imported while the number of steers actually decreased from 2011 totals. It is apparent that recent levels of cattle exports from Mexico are not sustainable and represent herd liquidation. The rate of cattle imports into the U.S. dropped sharply in late 2012 and so far in 2013. Total imports of Mexican cattle into the U.S. in 2013 are on pace to decrease by more than 40 percent and may drop even more. Total imports of less than 800,000 head are likely for the year. Mexican herd liquidation in recent years likely means diminished beef production in Mexico and diminished levels of cattle exports to the U.S. for several years.

—Source: Derrell S. Peel is Oklahoma State University extension livestock marketing specialist.

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¹ ZACTRAN product label.

² Lechtenberg K, Daniels CS, Royer GC, et al. Field efficacy study of gamithromycin for the control of bovine respiratory disease in cattle at high risk of developing the disease. *Intern J Appl Res Vet Med.* 2011;9(2):189-197.

³ Sifferman RL, Wolff WA, Holste JE, et al. Field efficacy evaluation of gamithromycin for treatment of bovine respiratory disease in cattle at feedlots. *Intern J Appl Res Vet Med.* 2011;9(2):171-180.

⁴ Van Donkersgoed J, Merrill JK. A comparison of tilmicosin to gamithromycin for on-arrival treatment of bovine respiratory disease in feeder steers. *Bovine Practitioner.* 2012;46(1):46-51.



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MANAGEMENT MATTERS

Can We Select Cattle to Reduce Pinkeye Incidence?

Nutrition, immunizations play key role in pinkeye resistance

BY GLENN SELK

Pinkeye has long been a costly nuisance to cattle producers. Eye infections sometimes lead to partial or complete blindness in one or both eyes. Reduced beef production in the form of lowered weight gain, milk production, body condition, and eventually even poorer reproduction can result from eye infections and lesions. One of the culprits that initiates and spreads eye problems between herds and among herd mates is "Pinkeye" or more properly called Infectious Bovine Keratoconjunctivitis. An excellent Oklahoma State University fact sheet about the prevention and treatment of "Pinkeye" is available online at: <http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-2689/VTMD-9128web.pdf>.

Iowa State University animal scientists analyzed field data from ISU herds and cooperator herds in 2003 through 2005. They sought to estimate the genetic measurements that could aid in the selection of

cattle resistant to Infectious Bovine Keratoconjunctivitis (IBK), commonly known as pinkeye. They found a decrease in weaning weight of 30 pounds per calf infected with pinkeye. The analysis of the field data revealed an estimate of 0.11 for heritability of resistance to pinkeye. This estimate is considered to be of low heritability, which indicates that only slow progress can be made based on selection for IBK resistance. It does mean that, over time, if we select replacements from cows that are not prone to having eye problems (especially pinkeye) we would be able to very gradually reduce the incidence of pinkeye in our herds.

Also they studied the immune components involved in eye disease defense mechanisms. Tear samples were collected from the eyes of 90 calves in 2004 in order to quantify immunoglobulins (commonly called antibodies). The result of this analysis indicated that as the amount of Immunoglobulin A in the tears increases, the likelihood of infection and/or the severity

Shopping for Best Mineral Supplement for Beef Cows can be Overwhelming

Choose mineral to cover basic needs, reasonable cost

FROM OUR STAFF

Mineral supplementation of beef cows and stockers raises many questions that are sometimes difficult to answer according to Eldon Cole, a livestock specialist with University of Missouri Extension.

Cole says shopping for the best mineral can be overwhelming when the feed tag lists major minerals, trace minerals, vitamins, percent and parts per million as well as additives that may boost gains and efficiency, prevent fly development and reduce infections.

Forage samples with mineral analyses are less common but Cole says the ones he has seen from fescue fields in southwest Missouri often

show copper, zinc and selenium to be borderline to lower than desired.

"However, several grazing trials have been run under various conditions and daily gains tend to be similar regardless of the mineral supplement," said Cole.

Fescue does receive attention regarding minerals due to the endophyte toxin. The toxin reduces animal intake which affects total mineral intake. In this case, a person would expect a well-fortified mineral supplement to improve cattle performance.

"An excellent combination pasture of grasses and legumes may even be enough to meet the mineral needs of most classes of grazing cattle. In this instance, plain salt could be all you need to give them. Salt is the primary mineral all cattle need," said Cole.

Cole says many cattlemen do not want to take a chance that some mineral may limit their cattle's performance. In those cases, they should pick a mineral mix that covers the basic needs of their cattle with a reasonable cost.

Justin Sexten, a beef nutrition specialist with University of Missouri Extension, says a general "thumb rule" for copper, manganese and zinc is 1000, 2000 and 3000 parts per million (ppm) respectively in a mineral supplement.

"Selenium should be a minimum of 10 to 12 ppm. Of course, consumption enters into the picture and most intakes are based on 3 or 4 ounces per head per day. If for some reason cattle are eating two or more times that amount it can get in your pocket without you seeing significant performance changes," said Sexten.

Most minerals include various amounts of vitamin A, D and E. In a good weather year, Cole says these vitamins should not be a critical concern. They will add some to the cost of the supplement.

—Source: University of Missouri Extension.

of infection decreased. This information would suggest that properly fed, properly immunized cattle, with a strong immune system will be more resistant to pinkeye. —Source: *Rodriguez and co-workers. Iowa State University Animal Industry Report 2006. Glenn Selk is Oklahoma State University emeritus extension animal scientist.*



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MANAGEMENT MATTERS

Passing the Hat to the Next Generation – Part 1

Let's Get More Young Folks Back to the Farm

BY BETH WALKER

I am at least a fourth-generation farmer/rancher. My husband, Weston and I have three boys, a passel of pigs, a herd of sheep, wandering goats, registered Red Angus cows, a few horses, a barn cat appropriately named Miss Kitty, a few dogs and our farm/ranch is complete. Weston is at least seventh-generation farmer here in Missouri and our hope is that genotype converts itself to phenotype and our kids have agriculture in their blood and in their hearts.

My role as an assistant professor in the Darr School of Agriculture at Missouri State University puts me in front of young people who also seem to have agriculture in their blood. The sad fact is though many of these students will not get to return to the home farm or ranch. Many tell me it is because their grandparents are still on the farm and there isn't enough money to support all three generations. For others, it is just a matter of birth order, oldest sibling seems to have dibs on the farm and they will have to strike out on their own if they wish to remain in agriculture.

We seem to always talk about how old the American farmer is. According to the USDA 2007 Census of Agriculture, the average age of the American farmer/rancher was 52. I have also found that the average age of the American public school teacher is about 43 with about 70% being less than 59 years of age. However, the average age of doctors (physicians) in the U.S. is between 51 – 55 years of age. My next question is how old is the average small business owner? Personally, I consider farming/ranching a business.

For years, I have been one of those warning-bell ringers concerned that our farmers are getting too old, worried that the next generation would not have his/her chance to farm/ranch unless something changed - worried that the world's food source was in peril due to the lack of the next generation entering into production agriculture.

Fact is, small business owners, in general, tend to be older than the average American — 37.1 years of age as of 2013 with 13.5% being over 65 years of age. Three quarters of all small business owners are at least 45 years old and 16% are 65 years and older. Of those considered to be small business owners (fewer than 100 employees, which is big for this small business owner) who make between \$100,000 and \$10,000 million per year, the average retirement age is 67.

Americans in general are getting older; that is just a fact. In about 1790, half of the white male population was under the

age of 16 and by 1890 that rate fell to 35.5% with only 3.9% being over 65. The average age was all of 22 years old. Now, fast forward to 1990 and the proportion of the population that was over 65 was 12.6% with the median age being 32.8.

Farmers and ranchers live in rural areas. 82% of the population lives in an urban setting. That leaves us with 18% of the population who even live in an area conducive to agriculture (at least more than urban gardening) to try to possibly convince to be a part of the *get your hands dirty agriculture*. So, should we really be surprised that farmers and ranchers are so old?



CONTINUED ON NEXT PAGE





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Cattlemen's News



PASSING THE HAT CONTINUED FROM PAGE 21

I still think we should be concerned that in agriculture, the percentage of the American farmers and ranchers who are 65 years and older grew by 22% between 2002 and 2007 while those under 45 fell by 14%. I also think we should still be worried that there are five times more farmers who are 75 than are 25 and younger; but I am not sure if this is an agricultural issue or a societal issue that stretches beyond the boundaries of agriculture. My question and the gist of this article suddenly becomes broader: Why aren't young people starting their own businesses regardless of occupation or training? Is it capital? Debt? Government regulation? Lack of entrepreneurial spirit? What is it? Why did I become a small business owner? Luck? Blood? Opportunity?

So, I guess the point of the prose so far is that the aging farmer may simply be a reflection of American society. We could debate whether or not there is a critical need to get more young people into agriculture. Perhaps there are underlying facts and societal issues in general that are keeping our young people from either wanting to return to the farm or having the ability to return to the farm. My training is certainly not in demographics; in fact, I am not even smart enough – or energized enough – to know the term of the science involved at looking at human demographics. Still, I do know enough to realize the issue is bigger than just grandpa and grandma still hanging out on the farm.

—Source: Elizabeth Walker is associate professor of agriculture, Missouri State University

Calling All Composites

Composite breed registry helps identify, track, document cattle

The Composite Beef Cattle Registry is open to all cattle producers that have a need for registering their animals to identify, track, document and maintain the ancestry of past generations and future offspring. Through performance testing, we provide true multi-breed genetic evaluations on traits that are of relevant importance and economic value to the beef industry that allows for animal comparison regardless of breed composition.

The Composite Beef Cattle Registry offers an affordable and efficient system to register cattle of any breed or combination of breeds. CBCR also registers cattle that do not qualify for registration in a registry due to percentage of breed, the breed crosses, or the breed herdbook is closed.

Breeders who raise Angus, Hereford, Simmental, Gelbvieh, Limousin, Brangus and many other breeds have name recognition because commercial cattlemen are aware of these breeds. This is not the case when it comes to Composites. While some of the breed associations are making changes to register their breed mixed with primarily Angus genetics, there are still many Composite crosses

developed by breeders or groups of breeders that with the breed crosses there is no registry that will accept these cattle.

With some of these newly formed-Composite breeds, few have EPD or genetic evaluations. Many of the larger breeders of some Composite cattle have the financial resources available to have EPD's calculated for their cattle. Many composite breeds are small and unorganized and multibreed/hybrid crosses are confusing for many to understand and information about the various composites not only is hard to find but may also be difficult to understand.


The technology to provide documentation and genetic evaluations of Composite cattle is available, and breeders can join together through the Composite Beef Cattle Registry. CBCR will help producers (seedstock and commercial) have a better understanding of composite cattle and a source for more information along with EPD and pedigree information on their cattle.

Visit us at www.compositebeef.com for more information, or call us at 816-738-4179.

—Source: Release from Composite Beef Cattle Registry

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**RESUMES
FALL 2013**



MARKET CORNER

June Market Recap

Receipts 18,399 • Last Month 15,050 • Last Year 31,809

FEEDER STEERS					FEEDER HEIFERS				
		Large 1					Med. & Lg. 1		
Head	Wt Range	Avg Wt	Price Range	Avg Price	Head	Wt Range	Avg Wt	Price Range	Avg Price
37	350-400	372	162.50-190.00	\$174.92	41	350-400	384	141.00-152.50	\$146.22
47	400-450	442	163.00-169.00	\$165.23	51	400-450	428	139.00-148.00	\$145.07
146	450-500	479	153.00-170.00	\$160.91	139	450-500	479	135.00-144.00	\$140.76
271	500-550	530	143.00-159.00	\$152.33	323	500-550	527	132.00-143.00	\$137.27
418	550-600	577	138.00-156.00	\$146.53	490	550-600	572	124.00-143.00	\$131.39
240	600-650	631	138.00-150.00	\$142.36	197	600-650	622	124.50-139.75	\$131.61
385	600-650	627	135.00-149.00	\$142.25 Calves	236	600-650	623	120.00-130.50	\$126.38 Calves
218	650-700	674	136.00-142.00	\$139.36	19	600-650	613	136.00	\$136.00 Replacement
374	650-700	682	130.00-140.00	\$135.37 Calves	310	650-700	659	123.00-137.35	\$133.22
292	700-750	725	132.00-142.00	\$135.57	176	650-700	666	120.00-128.50	\$124.94 Calves
244	700-750	718	130.00-135.75	\$133.12 Calves	107	700-750	721	122.00-134.50	\$129.59
248	750-800	766	130.00-142.50	\$134.65	219	750-800	781	120.00-128.50	\$124.92
101	750-800	766	128.50-134.00	\$132.35 Calves	10	750-800	770	123.50	\$123.50 Calves
98	800-850	830	130.00-136.25	\$133.71	88	800-850	816	118.00-123.00	\$121.59
40	800-850	841	126.00-128.00	\$126.75 Calves	55	850-900	883	115.00-122.25	\$118.55
270	850-900	865	128.25-135.50	\$131.64	22	900-950	924	114.50-117.00	\$115.08
165	900-950	922	123.00-128.50	\$126.91	FEEDER HEIFERS Med. & Lg. 1-2				
200	950-1000	971	122.60-127.75	\$126.10	Head	Wt Range	Avg Wt	Price Range	Avg Price
17	1000-1050	1035	116.00-122.50	\$119.01	34	300-350	338	147.50-162.00	\$155.76
10	1050-1100	1054	120.00	\$120.00	35	350-400	375	138.00-14.00	\$145.51
FEEDER STEERS Med. & Lg. 1-2					176	400-450	427	131.00-145.00	\$137.50
Head	Wt Range	Avg Wt	Price Range	Avg Price	315	450-500	479	126.00-140.00	\$133.07
13	300-350	336	160.00-190.00	\$178.44	405	500-550	529	122.00-141.00	\$130.90
67	400-450	432	142.50-155.00	\$147.22	488	550-600	576	120.00-134.00	\$127.53
134	450-500	483	142.50-155.00	\$149.84	23	550-600	567	134.00-137.00	\$135.17 Thin
376	500-550	529	136.00-153.00	\$146.04	242	600-650	627	122.00-132.00	\$128.74
13	500-550	523	154.00	\$154.00 Thin	162	600-650	620	116.00-128.50	\$123.32 Calves
343	550-600	578	134.00-151.00	\$141.58	318	650-700	678	118.00-132.00	\$125.97
239	600-650	629	130.50-146.00	\$138.97	29	650-700	656	118.00-125.00	\$122.59 Calves
247	600-650	616	131.00-139.00	\$136.84 Calves	338	700-750	721	115.50-131.00	\$124.68
149	650-700	671	128.00-144.00	\$136.35	25	700-750	701	122.50	\$122.50 Calves
76	650-700	669	128.00-135.00	\$133.00 Calves	164	750-800	766	115.00-127.00	\$123.48
360	700-750	721	127.00-139.50	\$133.74	157	800-850	819	113.00-125.00	\$121.45
65	700-750	718	121.00-134.50	\$130.22 Calves	18	850-900	875	112.00-113.50	\$112.66
796	750-800	777	126.00-138.00	\$133.36	HOLSTEIN STEERS Large 3				
545	800-850	825	122.75-137.25	\$130.84		Wt Range	Avg Wt	Price Range	Avg Price
548	850-900	879	121.00-134.60	\$129.78	14	700-750	702	90.50-90.75	\$90.64
73	900-950	927	120.00-126.00	\$121.35	27	750-800	788	91.00-91.50	\$91.28
					34	800-850	838	85.00-89.50	\$88.20

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Special Value Added Feeder Cattle Report for 6/27/2013

Receipts 4,458 • Last Year 4,068

Trading was very active for this Special Value Added Sale with the entire offering made up of longtime weaned (at least 45 days) calves and yearlings with complete vaccination programs. The cattle were mostly offered in larger, more uniform packages with good demand noted for all classes. There was no recent Value Added Sale for a true comparison, but prices on weights under 650 lbs ranged 6.00-12.00 higher than Monday's regular sale and heavier weights sold 4.00-7.00 higher. Overall, the market was very consistent with cattle selling within a fairly narrow price range as even those cattle that lacked in quality made up for their value with thin-flesh and empty weighing conditions. Supplies included 63 percent steers 37 percent heifers with 70 percent weighing over 600 lbs.

Feeder Steers: Medium and Large 1 400-450 lbs 173.00-180.00; 450-500 lbs 168.00-175.00; 500-600 lbs 153.00-170.00; 600-650 lbs 148.00-161.00; 650-700 lbs 143.00-151.00; 700-800 lbs 140.00-146.75; 800-900 lbs 134.75-142.00, load fleshy 895 lbs 131.00; pkg 910 lbs 133.00. **Medium and Large 1-2** 400-500 lbs 160.00-176.00; 500-600 lbs 147.00-162.50, lot thin 535 lbs 164.00; 600-700 lbs 138.00-153.00, part load thin 620 lbs 157.00; 700-800 lbs 140.25-146.00; 800-850 lbs 133.00-138.00; 900-1000 lbs 128.00-133.75; pkg 1010 lbs 124.00. **Medium and Large 2** pkg thin 420 lbs 157.50; pkg thin 575 lbs 144.00; pkg thin 600 lbs 147.50.

Feeder Heifers: Medium and Large 1 400-500 lbs 141.00-154.00; 500-600 lbs 139.00-148.00; 600-700 lbs 135.50-145.00, replacements 143.00-150.00; 700-800 lbs 132.00-136.50; 800-850 lbs 125.50-130.25. **Medium and Large 1-2** 400-500 lbs 142.00-150.00; 500-600 lbs 136.00-147.00; 600-700 lbs 133.50-139.75; 700-800 lbs 126.00-134.00; pkg 815 lbs 124.50. **Medium and Large 2** pkg 590 lbs 132.50, 500-600 lbs thin 141.00-145.00.

Video Sales

Video Sales from 6/6, 6/17 & 6/24/2013 • Total Video Receipts: 2,154

The video auction is held directly following Joplin's Regular Monday feeder cattle sale. General weighing conditions: For yearling cattle loaded and weighed on the truck with a 2% shrink. Price slide will be .04 per lb. if cattle weigh 1 to 50 lbs over base weight; .06 per lb. if cattle weigh 51 to 90 lbs. over the base weight; contract is voidable by agent or buyer if cattle are more than 90 lbs over base weight. General weighing conditions on calves will be established on contract by seller and agent. Cattle weighed on the ground with certified scales will be agreed upon by seller and agent.

Date:	Southcentral States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering:	1276	Eastern States	All States	East of the Miss., La., & Ark.				
6/06/13						FEEDER STEERS	MED & LG 1					
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
70	750	750	\$137.00	\$137.00	Current	57	875	875	\$129.25	\$129.25	Jul	
59	825	825	\$130.25	\$130.25	Jun-Jul	62	800	800	\$142.00	\$142.00	Oct	
60	850	850	\$130.75	\$130.75	Jun-Jul	FEEDER STEERS					MED & LG 2	
59	900	900	\$124.75	\$124.75	Jun-Jul	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
						57	875	875	\$121.50	\$121.50	Current	
						FEEDER HEIFERS					MED & LG 1	
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
60	830	830	\$128.75	\$128.75	Current	65	750	750	\$129.00	\$129.00	Jul	
58	875	875	\$125.00	\$125.00	Current	60	825	85	\$123.50	\$123.50	Jul	
168	910	910	\$126.25	\$126.25	Jul	65	750	750	\$131.00	\$131.00	Aug	
120	825	825	\$133.75	\$133.75	Aug	65	750	750	\$133.50	\$133.50	Dec	
						FEEDER HEIFERS					MED & LG 2	
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
127	750-780	765	\$123.50-\$127.00	\$125.26	Current	64	775	775	\$120.75	\$120.75	Current	

Date:	Southcentral States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering:	477	Eastern States	All States	East of the Miss., La., & Ark.				
6/17/13						FEEDER STEERS	MED & LG 1					
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
61	825	825	\$124.50	\$124.50	Current	62	800	800	\$140.50	\$140.50	Oct-Nov	
						FEEDER STEERS					MED & LG 2	
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
55	900	900	\$123.50	\$123.50	Current	114	875	875	\$127.50	\$127.50	Current	
						FEEDER HEIFERS					MED & LG 1	
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
55	900	900	\$115.00	\$115.00	Current	65	750	750	\$133.50	\$133.50	Oct-Nov	

Date:	Southcentral States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering:	401	Eastern States	All States	East of the Miss., La., & Ark.						
6/24/13						FEEDER STEERS	MED & LG 1							
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
40	850	850	\$133.60	\$133.60	Current	25	775	775	\$125.60	\$125.60	Current			
						FEEDER HEIFERS					MED & LG 1			
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	Eastern States					All States		East of the Miss., La., & Ark.	
168	875	875	133.00-136.00	\$135.00	Current	FEEDER STEERS					MED & LG 2			
						HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			
						168	900	900	\$127.50	\$127.50	Current			

JRS Sale Day Market Phone: (417)548-2012 - Mondays (Rick Huffman) & Wednesdays (Don Kleiboeker). Market Information Provided By: Tony Hancock Mo. Department of Agriculture Market News Service. Market News Hotline (573)522-9244 • Sale Day Market Reporter (417)548-2012

Event Roundup

July

- 12 Special Replacement Cow Sale • Joplin Regional Stockyards, Carthage, Mo. • PH: 417-548-2333
- 17 Breimyer Ag Policy Seminar • Columbia, Mo. PH: 573-882-6533
- 18 Special Video Sale • Joplin Regional Stockyards, Carthage, Mo. • PH: 417-548-2333
- 19-21 Four State Farm Show • Pittsburg, Kan. FMI: www.farmtalknewspaper.com
- 19-22 Ozark Empire Gold Buckle Extravaganza Ozark Empire Fairgrounds, Springfield, Mo. PH: 417-833-2660
- 25-8/3 Ozark Empire Fair • Springfield, Mo. • PH: 417-833-2660

August

- 1 Special Video Sale • Joplin Regional Stockyards, Carthage, Mo. • PH: 417-548-2333
- 8-18 Missouri State Fair • Sedalia, Mo. • PH: 800-422-FAIR
- 17 American Cancer Society's Cattle Baron's Ball Darr Agriculture Center, Missouri State University, Springfield • PH: 417-447-1483

September

- 5 Joplin Regional Stockyards Annual Golf Tournament Silo Ridge Golf Course, Bolivar, Mo. • PH: 417-548-2333
- 24-26 Management Intensive Grazing School • Marshfield, Mo. PH: 417-468-4176, ext. 3

October

- 4-6 Ozark Fall Farmfest • Ozark Empire Fairgrounds, Springfield, Mo. • 417-833-2660
- 23-25 Missouri Dairy Grazing Conference • Springfield, Mo. PH: 417 847-3161
- 24-26 Management Intensive Grazing School • Bois D'Arc, Mo. PH: 417-831-5246, ext. 3

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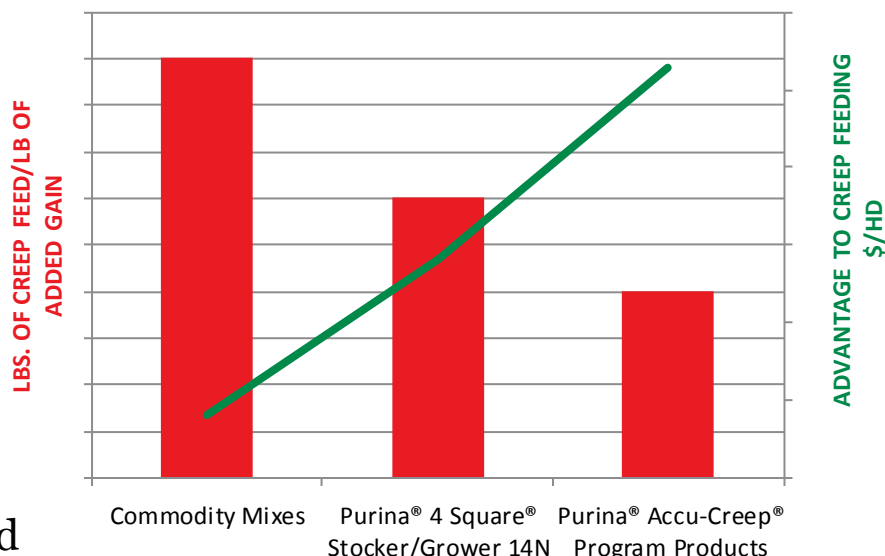
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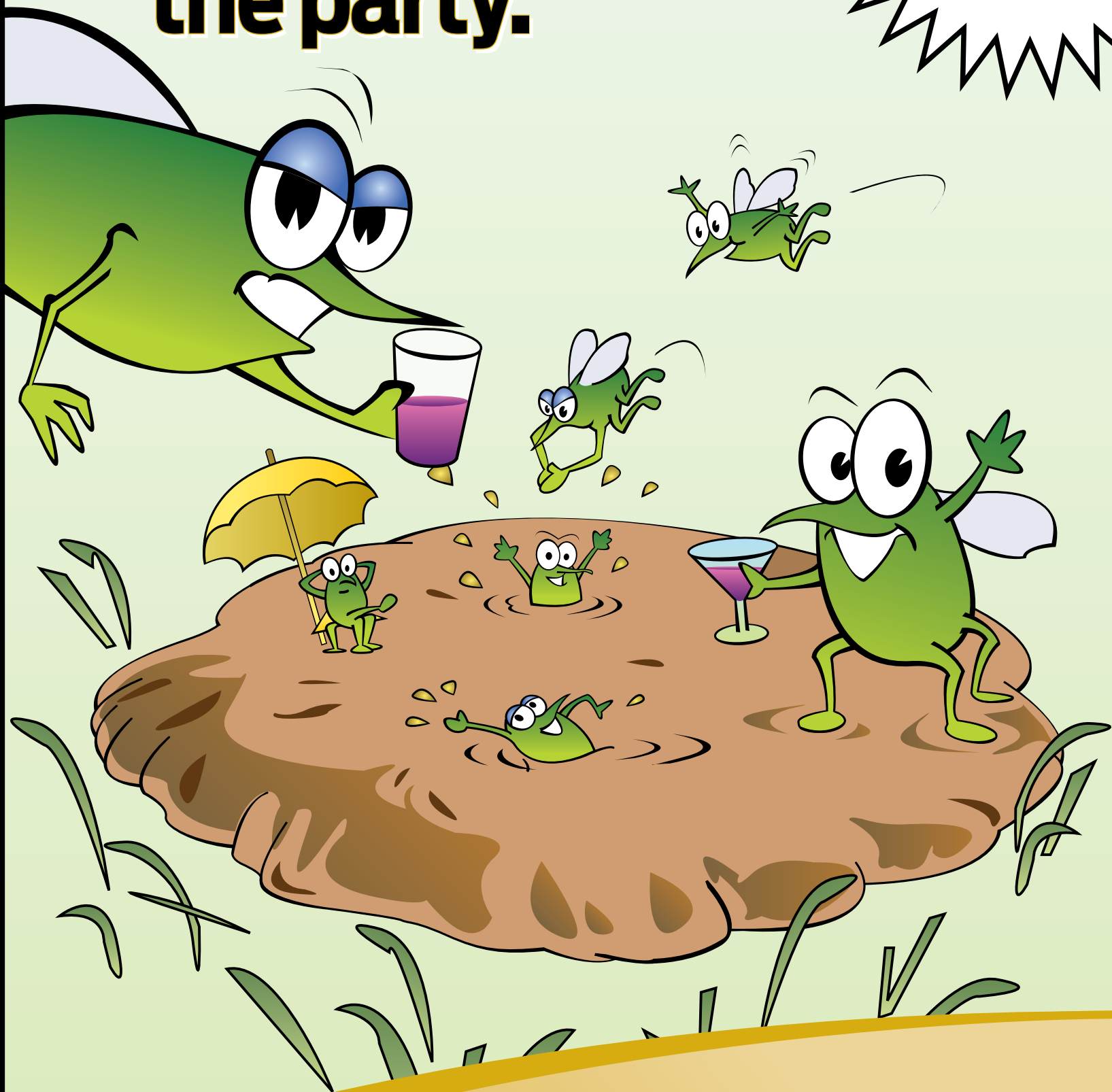
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