

# J o p l i n   R e g i o n a l   S t o c k y a r d s

# CATTLEMENS

November 2013

~ N E W S ~

Volume 17 • Issue 4



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for Cold Weather**

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# VIEW FROM THE BLOCK

The calf market has been getting a little higher each week, especially on the lighter-end of the calves that can go to wheat pasture. We've put between \$10 and \$20 per hundredweight on those cattle in the last two to three weeks and I really don't see anything that's going to change that.

Yearling cattle have been trading kind of sideways, but we've still put a lot on them in the last 60 days. Even though the yearlings are trading just about steady, we're still getting a pretty good price for them at around \$1.60 to \$1.70.

With the levels we are seeing for market prices, it's probably a good time for you to consider some risk management strategies. I don't see anything wrong with selling some cattle out front because, remember, this market is at all-time highs. Right around Thanksgiving is a really good time to sell yearling cattle because buyers are thinking those cattle will hit the fat cattle market about March or April, which is typically the high for the year. I don't think there's anything



to stop the cattle weighing less than 600 pounds from here forward. We have all kinds of forage available. Our October special cow and bull sale saw some of the young spring-calving females bring \$1700 to \$2100 and some of the pairs sold between \$2000 and \$2600. The stock cow trade has been really, really good. We'll have another special cow sale on Nov. 22. A special video sale is planned for Nov. 21 with a yearling highlight sale on Nov. 25. We will kick-off our value added sales with specials for those cattle on Dec. 5 and Jan. 9. On Jan. 2, we will sell regular feeder cattle, yearlings and value added cattle. If you are interested in selling, call your field rep or the JRS office at 417-548-2333. We'll also be giving away a Coose trailer at the end of the year, following all of the meetings we've been having out in the country.

We've got it goin' on!  
Good luck and God bless.

Jackie Moore

# Mark Your Calendars!

## SPECIAL SALE & HOLIDAY MARKET SCHEDULE

- Nov. 21 Special Video Sale
- Nov. 22 Replacement Cow Sale
- Nov. 25 Yearling Special
- Dec. 5 Value Added Sale
- Dec. 18 Last Sale for 2013

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Corn and soybean harvest is winding down. Now is the time to get yourself and your livestock ready for winter.

— Photo by Joann Pipkin

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## BEEF IN BRIEF

### Census of Agriculture Delayed

The U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) will delay publication of the 2012 Census of Agriculture from February 4, 2014 as a result of the work stoppage caused by the recent lapse in federal funding. A new release date has not been set. NASS is working to set a new schedule that ensures the highest quality data.

—Source: USDA

### Changes at State Agriculture Department

Missouri Governor Jay Nixon replaced State Agriculture Director Jon Hagler on October 11, a day after another department employee resigned citing a hostile work environment. Nixon has named Harry Bozoian, deputy director of the Department of Natural Resources, as acting director.

Bozoian operates and manages a 450-acre row crop and hay farm in Monroe County, Mo. He also owns and manages an 80-acre farm in Chariton County. During the 2011 flood, Governor Nixon appointed Bozoian to assist farmers and levee districts in the rehabilitation of their farms and levees. For his work, Bozoian received the Outstanding Service and Assistance Award from the Missouri Levee and Drainage District Association. In 2012, Governor Nixon appointed Bozoian to lead the Drought Assistance Program through the Soil and Water Conservation Program. From 1993 to 2008, Bozoian was an Assistant Attorney General in the Agriculture and Environment Division for then-Attorney General Nixon.

Other department changes, effective Oct. 21, include Misti Preston replacing deputy director Dennis Baird. Preston, already familiar with the Agriculture Department having served as its spokeswoman, has also worked in the state health department and most recently was employed in Nixon's Office of Administration.

—Source: Missouri Governor's Office Release

### Report: Tyson Stops Buying Canadian Fat Cattle

Meatingplace.com reports that Tyson Foods has stopped buying Canadian cattle for shipment to its U.S. beef plants, citing the impact of U.S. country-of-origin labeling (COOL) rules. A Tyson official says the new policy became effective this week. Tyson is continuing to buy Canadian-born cattle that are finished for market at U.S. feedlots. The Tyson spokesman says the new COOL rules significantly increase costs, production breaks and product segregation, including a separate category for cattle shipped directly from Canada to U.S. beef plants. He also noted that Tyson does not have enough warehouse capacity to accommodate the proliferation of products requiring different types of labels due to the regulation. The official says Tyson remains hopeful that the new rules will eventually be rescinded and the company will be able to resume buying cattle directly from Canadian cattle feeders.

—Source: Ken Anderson / Brownfield Ag News

### High Beef Prices Forcing McDonalds to Change Menu

Rising beef prices resulting from shrinking herd sizes are forcing the fast food giant to adjust its value menu, changing from the dollar price point to as much as \$5.

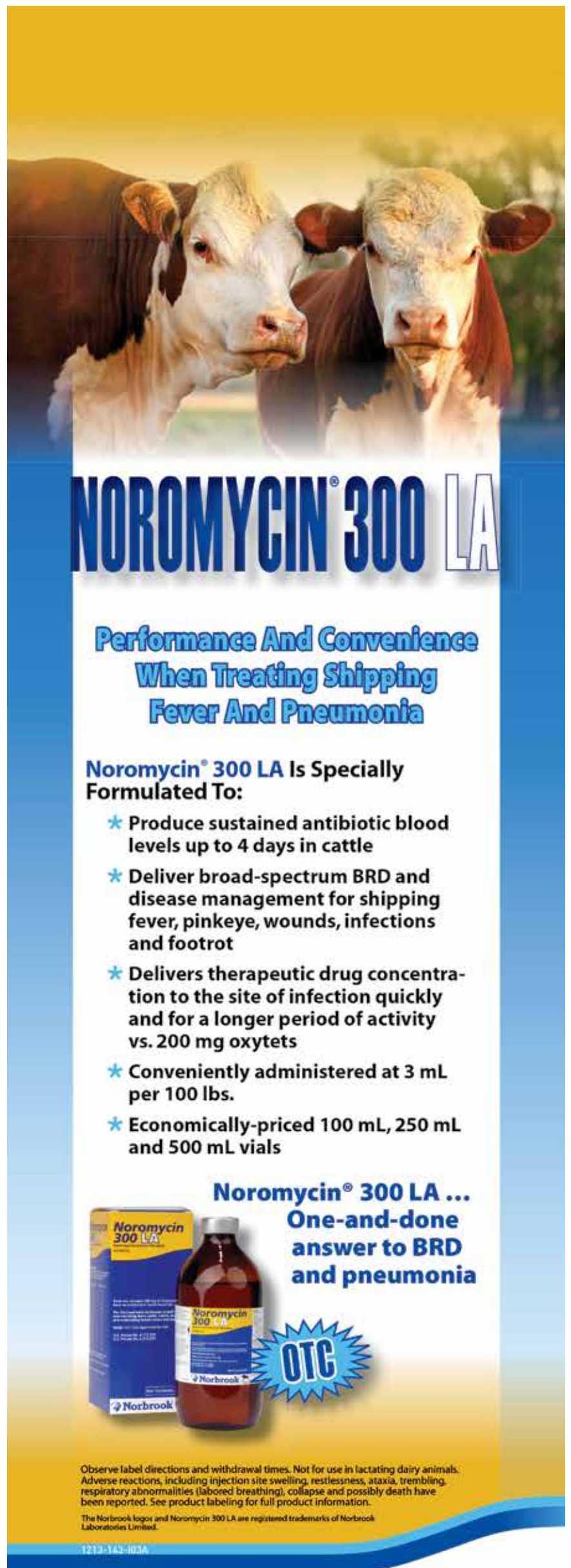
The brand will still offer items for a dollar or less, however a second and third tier menu list will move some prices higher when the new menu launches Nov. 4.

Beef prices have increased over the past month, topping \$200 again after breaking the price mark in May. Consecutive years of drought deteriorated grazing pastures, raised feed costs and forced cattle producers to liquidate herds.

With fewer cattle available and demand remaining steady, beef prices have increased, presenting restaurants with the challenge of absorbing higher food costs in a weak economy.

The menu change is expected to allow franchisees to improve profit margins, which had been struggling as the company avoided passing higher beef prices on to consumers. The competitive marketplace and slowed economic recovery are expected to limit McDonald's profits in the final three months of the year.

—Source: Brett Wessler, DroversCattleNetwork.com



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# NUTRITION KNOW-HOW

## Winter Feeding Strategies

Don't forget to test your forages first

BY JUSTIN SEXTEN FOR CATTLEMEN'S NEWS



As temperatures drop and days get shorter, thoughts turn toward winter feed planning. For those who fertilized late summer pastures and received timely rains, early winter feeding plans are relatively simple: utilize stockpiled tall fescue. When selecting stockpiled pastures to graze first select pastures with less than pure fescue stands or those with high clover composition. Tall fescue will endure freezing and thawing better than other grass or legume species so defer pure stands until later in winter. Alternatively consider using stockpiled pastures based on winter water suitability.

For spring calving cowherds stockpiled tall fescue quality can exceed nutrient demand. One strategy to utilize stockpiled fescue and lower-quality stored forages in combination is stockpile

strip grazing. Using stockpiled tall fescue as a grazed supplement extends the stockpile supply and offers a forage-based supplemental feeding system.

Similar to interval feeding concentrates, cows grazing stockpile need not be given new grazing allocations each day. After turning cows onto a supplemental forage strip they will graze stockpile before consuming hay. The excess nitrogen from stockpile consumption can be recycled by rumen microbes for 3-5 days allowing cows to utilize low quality hay they consume after the stockpile strip is grazed out. One day consuming stockpile for every two days of hay consumption should provide adequate supplemental protein to gestating cows.

Fall calving cowherds are transitioning to the breeding season and peak milk produc-

tion. Consider sorting young and thin cows into different nutritional management groups where possible. Ideally, "nutritional sorting" occurs prior to calving because once cows begin lactating, increasing nutrient demand for milk production challenges the improvement of body condition.

Different nutrition for high-demand groups after calving are challenging due to different sire pairings at breeding. Young cows with high milk production capability and thin body condition are at the greatest risk of failing to rebreed due to high nutrient requirements associated with reproduction, lactation and growth.

To prevent cows from calving in thin body condition continue to monitor spring-calving cow condition scores. Cows failing to accumulate condition after weaning are candidates for sorting prior to calving. Management group sorting allows for improved feed and forage resource use. Thin cows can receive extra resources or higher-quality forages while conditioned cows can utilize lower-quality forages. Cows that are consistently in the thin management group each year are either inefficient or have milk production potential in excess of the production environment.

Plan to maintain or increase the nutritional plane of replacement heifers though the breeding season. Heifer development systems begin at weaning: aim to achieve 60 to 65% of mature

weight by breeding. Winter feeding systems for replacements can utilize high-quality forages or low-quality forages with supplemental feed since the systems are flexible so long as puberty is achieved prior to the breeding season. Avoid making sudden nutritional changes to heifers during the breeding season as reproductive losses can occur when heifer nutritional profiles decline. Around breeding and 45 days prior to calving are critical periods for heifer development so strategic winter feeding programs are important or fall and spring-calving herds.

One additional preparation for winter feeding is forage testing hay supplies to assess nutrient needs prior to feeding. Testing forages just prior to feeding allow for supplement planning while accounting for storage quality losses. Hay storage losses will vary with location as some locations received abundant late summer and early fall rain while others remain under drought conditions. Producers receiving abundant rain on outside stored hay are more likely to incur dry matter and forage quality losses. Several late cut summer hay samples indicate some hay is below 7% crude protein and will require supplementation.

Use forage tests to plan winter hay feeding programs by matching the best forages to late gestation followed by early lactation. Systematic use of existing forage resources will minimize the need for additional supplemental feeds. With reduced feed costs on the horizon, opportunities to retain additional heifers or background steers beyond weaning may be available to those with excess winter feed supplies.

—Justin Sexten is state extension specialist, beef nutrition. Contact him at [sextenj@missouri.edu](mailto:sextenj@missouri.edu)

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## NEWS TO USE

# 16 Counties in Missouri Dubbed Disaster Areas

## Assistance available for producers

The U.S. Department of Agriculture (USDA) has designated 16 counties in Missouri as primary natural disaster areas due to damages and losses caused by excessive rainfall and flooding that occurred July 15 – Aug. 19, 2013.

Those counties are:

Butler, Camden, Cole, Dunklin, Gasconade, Laclede, Maries, Miller, New Madrid, Osage, Pemiscot, Pulaski, Stoddard, Texas, Vernon and Webster

Farmers and ranchers in the following counties in Missouri also qualify for natural disaster assistance because their counties are contiguous.

Those counties are:

Barton, Bates, Benton, Bollinger, Boone, Callaway, Cape Girardeau, Carter, Cedar, Christian, Crawford, Dallas, Dent, Douglas, Franklin, Greene, Hickory, Howell, Mississippi, Moniteau, Montgomery, Morgan, Phelps, Ripley, St. Clair, Scott, Shannon, Warren, Wayne and Wright

Farmers and ranchers in the following counties in Arkansas, Kansas, Kentucky and Tennessee also qualify for natural disaster assistance because their counties are contiguous. Those counties are:

Arkansas: Clay, Craighead, Greene, Mississippi

Kansas: Bourbon, Crawford, Linn

Kentucky: Fulton

Tennessee: Dyer, Lake

All counties listed above were designated natural disaster areas Sept. 25, 2013, making all qualified farm operators in the designated areas eligible for low interest emergency (EM) loans from USDA's Farm Service Agency (FSA), provided eligibility requirements are met. Farmers in eligible counties have eight months from the date of the declaration to apply for loans to help cover part of their actual losses. FSA will consider each loan application on its own merits, taking into account the extent of losses, security available and repayment ability. FSA has a variety of programs in addition to the EM loan program to help eligible farmers recover from adversity.

Additional programs available to assist farmers and ranchers include the Emergency Conservation Program, Federal Crop Insurance, and the Noninsured Crop Disaster Assistance Program. Interested farmers may contact their local USDA Service Centers for further information on eligibility requirements and application procedures for these and other programs. Additional information is also available online at <http://disaster.fsa.usda.gov>.

Agriculture Secretary Tom Vilsack reminds producers that Congress has not funded the five disaster assistance programs authorized by the 2008 Farm Bill. These are SURE; the Livestock Indemnity Program (LIP); the Emergency Assistance for Livestock, Honey Bees, and Farm-Raised Fish (ELAP); the Livestock Forage Disaster Program (LFP); and the Tree Assistance Program (TAP). Production losses due to disasters occurring after Sept. 30, 2011, are not eligible for disaster program coverage.

— Source: USDA release

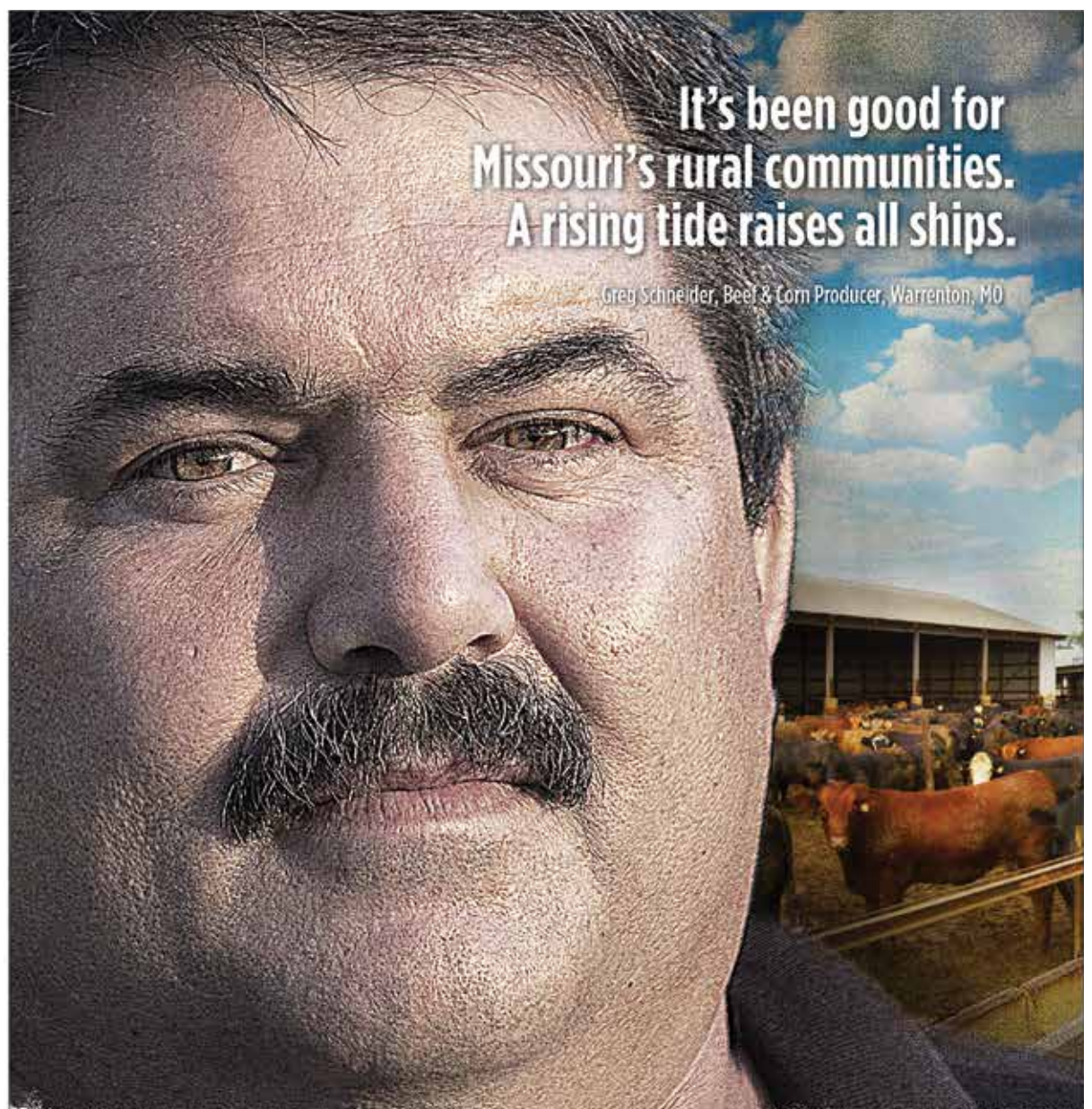
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## HEALTH WATCH

# Receiving New Calves

## Don't manage BRD with syringe, bottle

BY DAN THOMSON & CHRIS REINHARDT

It is that time of year again and people have already begun to receive new calves to grow or finish. As cattle come into the facility, the receiving area is critical because we want to get these calves off to a good start. Cattle that are hauled long distances go through many types of stress, which may include maternal separation (weaning), transportation, water and feed deprivation and more. The people present at the time of unloading and at the receiving a pen are the welcoming committee; our job is to help the cattle recover from stress while applying preventative health programs.

This time last year, I focused on management of these cattle. We discussed receiving pen maintenance,

feed and water supplies, and rest for the cattle—all important issues for getting newly-arrived calves off to a good start. Calf comfort is paramount during this time, so that they may rest, eat, drink and re-charge their immune systems. Water supplies should be clean and easily accessible, and clean, quality hay is very important to stimulate intake and rumen function. Managing calf health starts with good animal husbandry to help our health products better protect our cattle immunologically. I always recommend that producers work with their local veterinarian to develop a calf-receiving program that is right for your operation and your cattle.

This month, we will discuss technology for controlling bovine respiratory disease (BRD). Vaccines are always a point of debate. We conducted a survey of veterinary consultants who provide advice for feedlot producers whose clients, in turn, own nearly 12 million head of fed cattle per year. The most common recommendation for vaccinations was to administer a modified live viral (BVD, IBR, BRSV and PI3) vaccine at arrival. Also, 75 percent of the consulting veterinarians recommend giving a *Mannheimia haemolytica* vaccine while 60% recommend administration of a Clostridial vaccine to calves on arrival. Other vaccines were not recommended as often for high-risk calves on arrival. Notably, no veterinarian in this survey recommended the use of a *Mycoplasma bovis* vaccine for controlling BRD in feeder calves.

The most reliable tool we have for controlling BRD in cattle is metaphylactic use of an antibiotic. Metaphylaxis is the mass administration of an antibiotic to all calves within a group or pen on arrival at a backgrounding or feeding facility. There are many products available for metaphylactic treatment. In our

survey, 96% of the consulting veterinarians recommend metaphylactic treatment of high-risk cattle on arrival. Our research experience and data review indicates that metaphylaxis will reduce the prevalence of BRD in high risk calves by 50%. We have also shown a subsequent reduction in death loss due to BRD by using this practice.

I have had many people ask me about the timing of metaphylaxis. Morbidity patterns of cattle differ. We have found that cattle that break with BRD within the first two weeks on feed were sick on arrival. Ranch-fresh calves will generally break with BRD morbidity 4 to 5 weeks on feed. If you have a BRD break 60 to 90 days on feed, we start thinking about persistent viral infections or vaccine failures due to maternal antibody interference or improper vaccine storage. While the thought of delaying metaphylaxis treatment to match the time in which the calves are sick makes sense, it hasn't proven to improve results in research trials, which stands to reason, if we believe that many high-risk calves (the primary target for metaphylaxis) were likely incubating respiratory disease upon the very day of arrival. At this time, my recommendation is to treat high-risk calves metaphylactically right away at the time of initial processing.

Feed grade antibiotics are also great tools for controlling BRD. In our veterinary survey, 50% of the consulting veterinarians recommend the use of a feed grade antibiotic for controlling BRD in high-risk cattle. Nearly 25% of the veterinarians surveyed said they did not recommend feed grade antibiotics for controlling BRD in cattle while another 25% indicated that it depended on the cattle type, production system and other factors before



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**CONTINUED ON NEXT PAGE**



HELPING HANDS

Breaking New Ground?  
Cautionary reminders for Missouri farmers

When in doubt, better check first. Mark Cadle, State Executive Director for Missouri’s Farm Service Agency (FSA) cautions agricultural producers to consult with FSA and the Natural Resources Conservation Service (NRCS) before breaking out new ground for production as doing so without prior authorization may put a producer’s federal farm program benefits in jeopardy.

Although checking with USDA anytime ground is cleared or otherwise converted is a good business practice, this is especially true for ground that is considered highly erodible (HEL) or is considered a wetland. Producers participating in federal farm programs and any person or entity considered to be an “affiliated person” of the producer, are subject to regulations pertaining to ground having HEL or wetland determinations.

“Before heading out with a dozer to clear a fence line or hiring a contractor to drain or fill in wet areas in a field, it is extremely important that you have consulted with our staff to ensure these acres are not considered highly erodible or wetland acres,” said Cadle. “I assure you, the hour or so spent working with our staff to make sure your plans won’t impact these fragile lands before you head to the field will be time well spent.”

USDA enacted Highly Erodible and Wetland Conservation Provisions in 1985 to reduce soil loss; reduce sedimentation and improve water quality; preserve the nation’s wetland; protect the nation’s long-term capacity to produce food and fiber; and remove incentive for persons to produce agricultural commodities on highly erodible land or converted wetlands.

USDA defines highly erodible land as cropland, hayland or pasture that can erode at excessive rates. These lands contain soils that have an erodibility index of eight or more. A wetland has a predominance of wet soil types, is inundated or saturated by surface or groundwater at a frequency and duration sufficient to support water-tolerant vegetation and, under normal circumstances, supports a prevalence of such vegetation.

According to FSA policy, to be in compliance with the highly erodible land and wetland conservation provisions, producers must agree, by certifying on FSA’s Form AD-1026, that they will not:

- Produce an agricultural commodity on highly erodible land without a conservation system;
- Plant an agricultural commodity on a converted wetland;
- Convert a wetland to make possible the production of an agricultural commodity.

Any planned deviation to the agreement having the potential to convert HEL or

HEALTH WATCH • CONTINUED  
FROM PREVIOUS PAGE

they recommended its use. I feel this is an area of needed research to better understand the potential uses of such technology in controlling BRD.

We can’t manage BRD with a syringe and a bottle. However, we are lucky to have great technology to help us help our cattle. We must not abuse this technology so that it continues to work and will continue to be allowed for generations of cattlemen to

come. It is important to work with your local veterinarian to design safe, effective BRD control programs for your cattle. Lastly, Beef Quality Assurance is a great program for all that are involved in beef production. We’re all in the “beef” production business, so I recommend it to beef producers in all segments of our industry.

— Dr. Dan Thomson and Dr. Chris Reinhardt are with The Beef Institute, Kansas State University.

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♦ Two fall yearling bulls who set new SydGen records for adj. REA, at 19.7 and 20.1 sq. inches.

♦ 85 of the fall bulls selling posted adj. REA of 15.0 sq. inches or better, including 20 with scans of 17 sq. inches or larger.

♦ The 122 fall yearling bulls averaged 4.11 ADG, 1,372 lbs. adj. YW, 37.6 cm. SC, 4.30% IMF, 15.7 sq. in. REA, .37 rib fat, .39 rump fat and 6.1 frame score.

♦ The 94 fall yearling heifers averaged 1.42 ADG, 827 lbs. adj. YW, 6.15% IMF, 11.0 sq. in. REA, .26 rib fat, .29 rump fat and 5.8 frame score.

♦ 32 proven dams that rank in the top 5% for \$Weaning, nine of which rank in the top 1%!

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## NEXT GENERATION

# What's Holding You Back?

**A legacy plan for your farm is like giving a gift to the next generation**

BY DARREN FRYE

When it comes to planning for the future of the farm operation, a number of things could be holding us back from starting. We might not want to think about not being on the farm anymore. We might worry about how others are going to react to our plans.

I heard about one farmer who said he resisted starting a legacy plan for many years. He didn't want to talk about it with his family. He thought some of his family members were going to react in a certain way to what he wanted to do.

The farmer hopes to pass the operation to his son, who wants to farm full-time. He thought that his stepchildren, who didn't grow up on the operation and currently have

off-farm jobs, would be upset by that.

After a lot of time and worry, the farmer decided to address the issue. He talked directly with his stepkids. They told him – contrary to what he had believed all these years – that they never had any expectations of inheriting the operation. They weren't upset or angry with their stepdad's plan to transfer it to his farming son.

The farmer realized that he'd let his own perceptions of what his stepkids were thinking keep him from protecting the future of the operation. He couldn't believe he'd let that fear hold him back for so long.

At first he thought the safest thing was to do nothing. But doing nothing is actually the riskiest thing of all in a legacy

situation. If he hadn't brought his concerns up to his stepkids, he might never have gotten started with planning. Now the plan will make sure that his son will be able to achieve his dream of being a cattleman.

Maybe some of your worries are holding you back from ensuring the future of your operation. You might be concerned about how your spouse or other family members will react. You might feel that you're too young to begin planning. Maybe you don't know where to start.

Not knowing where to start is something our legacy advisors see a lot of farmers experiencing today when it comes to legacy planning. With so many legal pieces in a legacy plan, that's where a lot of producers figure

they should start. But there's a lot that needs to be figured out *before* that – and that part is more connected to the hopes and dreams of the farm family than legal forms and documents.

The process of working through the plan gets family dynamics and communication issues out in the open. A third party, such as a legacy advisor, works with the whole family to help reduce any future conflict from those issues. It's not until those types of issues and interactions are worked through that the legal portion of a plan can start rolling.

A legacy plan that's been well-crafted helps make sure that the family is still in harmony with one another when everything is said and done. When everyone is on board with the plan and with what will happen when the farm goes through the transition, we can all work together more effectively.

There's a certain process and timeline a legacy advisor uses when he or she works with a farm family on a plan. The process is a basic outline for

**CONTINUED ON NEXT PAGE**



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NEXT GENERATION • CONTINUED  
FROM PREVIOUS PAGE

what the family will complete in their plan – and the legacy advisor adjusts it based on the needs and desires of the family.

The main point of a legacy plan is the certainty and peace of mind it can bring a farm family. With a clear, written plan in place, everyone knows the timeline and what's going to happen. Any uncertainty they may have had about the transition is dramatically reduced.

Creating a legacy plan for your operation is like giving a gift to the next generation. Think of it as something that only you can give to them – your knowledge and experience of how to run the operation, and more certainty for them about the future.

You're helping them make sure that their hopes and dreams for the future are secure – like the farmer I was telling you about who is helping his son achieve his dream of running his own operation. It's the opportunity to give them the gift of everything you've worked so hard to build – and the chance for it to live on and thrive.

Take the first step. You can download a white paper about 12 of the biggest ag estate planning mistakes – and how to avoid them – free at our website at [www.waterstreet.org](http://www.waterstreet.org).

— *Water Street Solutions helps farmers across the Midwest achieve success using financial analysis, insurance, commodity marketing and legacy planning.*

NEW GROUND • CONTINUED  
FROM PAGE 9

wetland acreage, or even land that may not yet have HEL or wetland determinations, requires that producers update the Form AD-1026. FSA will notify NRCS and NRCS will then provide highly erodible land or wetland technical determinations on the acreage in question.

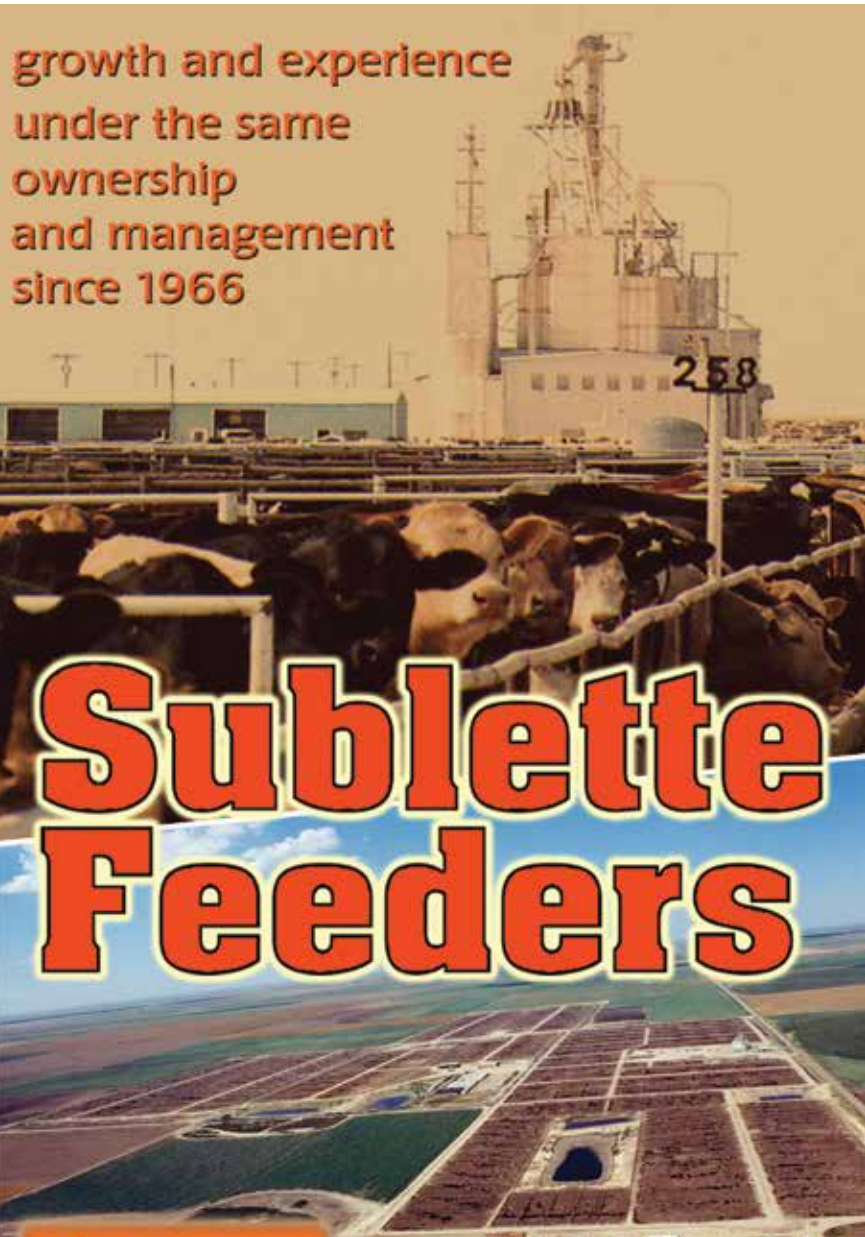
Cadle warns that producers participating in FSA and NRCS programs who are not in compliance with highly erodible land or wetland conservation compliance provisions are not eligible to receive benefits for most programs administered by both agencies. And, if a producer has received program benefits and is later found to be non-

complaint, he/she will be required to refund all payments received and may be assessed liquidated damages.

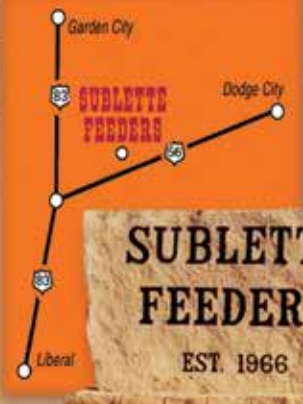
“We realize that between harvest and planning for the 2014 planting season, producers get busy, but I can't stress enough the importance of ensuring that all the i's are dotted and t's are crossed before converting land for production – this includes former Conservation Reserve Program (CRP) ground,” said Cadle. “Bottom line... when in doubt, come by our office and you'll leave with peace of mind knowing that your eligibility for farm program benefits is not at risk.”

— *Missouri Farm Service Agency release*

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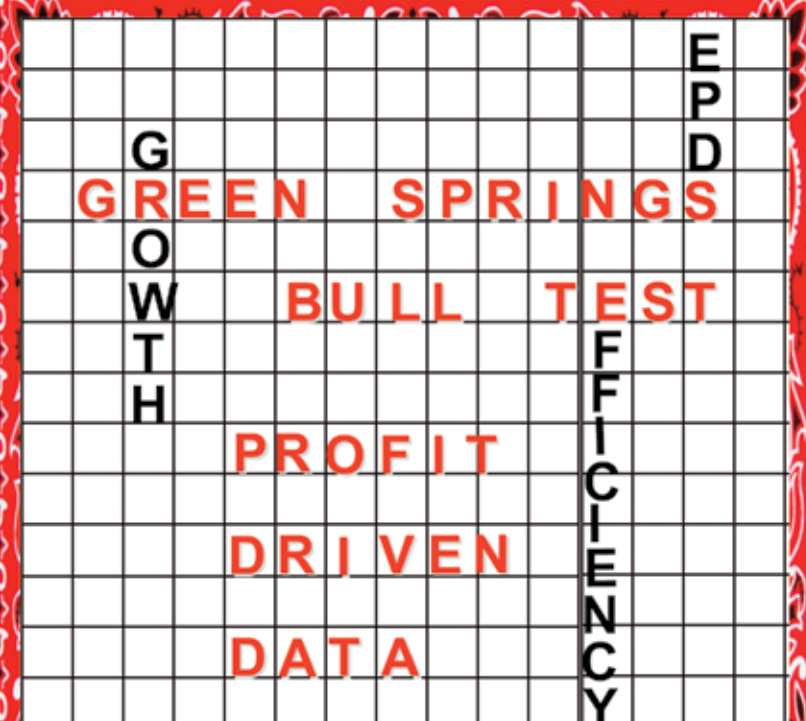
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## MONEY TALK

### Equipment Leasing Offers Unique Opportunity

**Here's an option to add  
to your finance tool box**

**BY BRIAN SCHROCK  
FOR CATTLEMEN'S NEWS**

**P**roper resource management is crucial to any successful business operation. You need to utilize your people, equipment, materials and cash flow effectively. Financing options like equipment leasing can be another tool in the toolbox to help manage your business. Leasing equipment, vehicles and facilities can be a great way to maximize tax benefits, preserve capital and manage capital expenditures in the most efficient way.

#### Why leasing?

The old adage of 'buy things that appreciate, lease things that depreciate' applies with equipment. Leasing preserves cash, working capital and credit lines for day-to-day expenses or other projects like expansions. Leasing can also act as a cash flow management tool. Payments can be structured to match up with the operation's cash flow and any profits generated by the leased equipment. Leases are generally fixed-rate financing and allow the business to lock in a fixed rate to mitigate potential interest rate increases.

Under a lease, 100% financing is typically available and there are no down payment requirements. This means minimizing out of pocket costs for down payments or soft costs associated with a project. The first payment on a lease is due at lease commencement.

Equipment and vehicles used in agriculture are ideal for leasing. Ag



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equipment is increasing in cost at a dramatic pace. Technology changes with each new model year. Taking advantage of the latest technology can require a large outlay of cash. A lease can be structured with a replacement cycle in mind. For example, a new planter could be put on a three-year lease. At the end of the lease, there are options to purchase, return, or trade in the equipment on a new model. The lease payments cover only those three years, not the full purchase price of the planter. Cash isn't tied up in equipment and there is flexibility at the end of the lease depending on the needs of your business. A planned replacement cycle ensures access to reliable, low-maintenance equipment at all times.

For projects like a new grain facility, leasing can provide tremendous benefits. Not only can 100% of the facility be financed, construction financing may also be available. In this case, all invoices related to construction are funded and rolled into the lease. Only interest on the accumulating principal is due prior to lease commencement. The shortened write-off period with a true lease is particularly attractive to many businesses as well.

### Maximizing tax benefits

Leasing can also help businesses maximize tax benefits. Capital expenditures are generally depreciated under a schedule based upon the property. Normally, a business owner who bought a piece of equipment with, for example, a five-year expected life would depreciate the cost of that equipment on their tax return gradually over those five years.

There is a unique opportunity leasing offers. By leasing, a business can effectively manage both cash flow and tax benefits during the term of the lease. Under a 'true lease', a business can lease equipment or facilities and write off the lease payments as operating expenses over the term of the lease, reducing taxable income. This type of lease provides the business with level tax deductions in future years.

It also offers the ability to shorten the write-off period as compared to traditional depreciation schedules. For example, a machine shed can be placed on a 7-year lease. Typically, a machine shed is depreciated over 20 years. By expensing the lease payments over 7 years rather than depreciating over 20 years, the write-off period is greatly reduced with a lease. Typically, true lease structures have a minimum 15% purchase option at the end of the lease and offer flexibility at lease end to purchase or return the equipment, or renew the lease.

Or a lease can be structured so that, for tax purposes, ownership of the equipment transfers to the business leasing it. It's called a "conditional sale lease," and it makes the business owner eligible for the depreciation and Section 179 deductions. Conditional sale leases have an agreed upon purchase amount at the end of the lease, typically 10% or less. To qualify as a conditional sale lease, the lessee does not have the option to return the equipment or renew the lease and therefore must purchase the equipment for the balloon payment at lease end.

Tax incentives can change from year to year and it's critical to work with your tax advisor to properly plan capital expenditures to take advantage of any potential tax benefits.

The next time you are considering an equipment purchase, ask yourself the following questions:

- What's the total cost of the various financing options? Compare each option based upon your current and future situation.
- What's the effect of a down payment or full purchase on your current cash flow?
- Could any cash planned for the equipment purchase be used elsewhere in the operation?
- How long do I plan to use the equipment? Is there a planned replacement?
- Am I maximizing tax incentives this year and in future years?

By leveraging the various tools available, you can manage and improve your business operationally and financially.

—Brian Schrock is vice president, team leader, for FCS Financial and based in Clinton, Mo.

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# MANAGEMENT MATTERS

## Just a Little R-e-s-p-e-c-t

### Respect your ATV to avoid getting hurt

BY LAURA WOLF FOR CATTLEMEN'S NEWS

All-terrain vehicle safety is important for more than just children. ATVs are useful tools on the farm, but operators need the proper gear and must exercise common sense to remain safe.

According to a publication of the Centers for Disease Control and Prevention, agricultural workers were 100 times more likely to be in a fatal ATV crash than workers in other industries. Over half of the 300 fatal ATV accidents between 1992 and 2007 occurred on farms. Operators over age 55 may also be at an increased injury risk due to physical limitations such as visual and hearing loss as well as muscular range of motion.

Jim Thompson, a specialist with University of Missouri Extension, discussed ATV safety with over 300 high school FFA students at Missouri State University's William H. Darr School of Agriculture as part of a workshop hosted as part of National Farm Safety Week in September.

For students and adults alike, the most important things an ATV operator can do include wearing a helmet and other

protective gear, Thompson said. Make sure operators have a helmet that fits, is the correct size and is Department of Transportation approved; DoT approval is indicated by a sticker on the back of the helmet. Eye protection provided by goggles or by the helmet itself is also important.

Use your helmet, Thompson said. It can have all the right features and still not be able to keep you safe if you leave it behind when operating an ATV. Adults may be able to safely operate an ATV without a helmet, Thompson said, but need to be careful of speed and pivot points. Children under age 16 should always wear a helmet when operating an ATV.

Ranchers should also wear long pants and long sleeves when operating an ATV. Boots with laces and a heel should also be worn said Kent Shannon, an MU Extension agricultural engineer.

"Watch your ankles, because older ATV models only have a foot peg to keep you safe, and if your foot slips off the peg, it will end up under the back wheel,

Thompson said.

Agricultural settings produce extra considerations for ATV safety. Pay attention to the machine's hauling and towing capacity, and be aware of how attachments will affect how the ATV handles. The CDC publication also recommends conducting an inspection of tires, brakes and headlights before riding an ATV.

"When using ATVs in an ag setting such as working with livestock, understand the proper shifting of weight," Shannon said. Shift in the direction of a turn to maintain proper operation and be careful of abrupt movement.

"Use common sense, and take extra care when allowing minors to operate the ATV," Thompson said. The danger in ignoring guidelines for ATV safety is that higher accident rates increase the likelihood that restrictions will be enacted to limit the approved uses for ATVS, he said.

When allowing younger folks to ride ATVs, make sure your ATV is the right size, Shannon said. An emblem on the machine itself indicates the age range for which it is designed. Age ranges can include people as young as age 6, but most ATVs used on the farm are not recommended for anyone under 16, Shannon said.

ATVs are designed for one person, so do not carry riders besides the operator, said Shannon.

Shannon recommends that anyone purchasing or operating an ATV for the first time take the

opportunity to participate in an ATV rider course offered through his/her ATV dealer or the ATV Safety Institute. More information is available online at [agrability.missouri.edu/ruralsafety](http://agrability.missouri.edu/ruralsafety) and at [atvsafety.org](http://atvsafety.org).

"It's just like driving a car," Thompson said. "If you respect [the ATV], then you're fine, and if you don't, you're probably going to get hurt."

## 8 Tips for On-Farm ATV Safety

1. An ATV is not a toy. Children should not be permitted to operate ATVs without specialized training and then they should be allowed to only operate an ATV of an appropriate size. Contact the ATV Safety Institute at <http://www.atvsafety.org/> to enroll in a course.
2. ATVs with an engine size of 70cc to 90cc should be operated by people at least 13 years of age.
3. ATVs with an engine size of greater than 90cc should only be operated by people at least 16 years of age.
4. Wear appropriate riding gear: DOT-, Snell ANSI-approved helmet, goggles, gloves, over-the-ankle boots, long-sleeve shirt and long pants.
5. Read owners manuals carefully.
6. ATVs are not made for multiple riders. Never carry anyone else on the ATV.
7. Any added attachments affect the stability, operating and braking of the ATV. Just because an attachment is available doesn't mean that it can be used without increasing your risk of being injured.
8. Do not operate the ATV on streets, highways or paved roads.



Centers for Disease Control and Prevention reports agricultural workers were 100 times more likely to be in a fatal ATV crash than workers in other industries.

Photo by Laura Wolf.

—Source: National Safety Council's Agricultural Division





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# Effective Watering Maintains Health of Livestock, Ponds

Good management can prolong life of pond

Caring for livestock is a lot like caring for your family: you have to give them the resources they need so they can effectively fend for themselves when you aren't there.

With livestock, this includes providing watering sources that don't harm them or the surroundings. Many farmers have ponds where they let livestock water, but there are a few considerations to keep in mind when allowing cattle and other livestock access.

"Most livestock farmers have one or more ponds on their property for livestock watering," said Dirk Philipp, assistant professor of the Department of Animal Science for the University of Arkansas System Division of Agriculture. "However, these ponds actually serve a variety of purposes. While they provide water for livestock, they also collect runoff and sediments as well as lessen the sediment loss to

CONTINUED ON PAGE 19

# COMMENTARY

## A Different Kind of "Healthcare" Taking Root on Missouri Farms

BY J.R. FLORES

There's a potentially game-changing movement coming from America's heartland. It has broad implications regarding the vitality of our farms, the health of our planet and our ability to feed more than 9 billion people who will be coming to dinner by the year 2050.

This movement continues to grow thanks to a different kind of healthcare - the health and care of our precious soil.

Previously, we looked at soil in terms of its "quality." But as one farmer observed recently, "Anything can have quality, but only living things can have health."

So while it might seem like a trivial, word-choice decision, focusing on "soil health" verses "soil quality" reflects a fundamental shift in the way we now care for our nation's soil.

Talk to any farmer working to improve the health of the soil and he or she will likely tell you that the "ah-ha" moment came upon the realization that soil isn't just an inert growing medium. In fact, the soil is alive and teeming with trillions of microorganisms and fungi that are the foundation of an elegant, symbiotic ecosystem.

This new reality has quietly spawned an agricultural revolution. More and more producers in Missouri and throughout the nation are harvesting a wide range of

production, environmental, sustainability and business benefits -- on and off the farm -- by improving soil health.

USDA's Natural Resources Conservation Service recently launched an education and awareness campaign titled "Unlock the Secrets in the Soil" to help more farmers and ranchers discover the basics and benefits of soil health and to encourage the adoption of soil health-improving practices like cover cropping, no-till and diverse crop rotations.

We realize the journey to improving soil health has its challenges. Every farm is different and has its own set of unique resource issues. Fortunately, our farmers are innovative, courageous and tenacious. NRCS is committed to assisting these soil health pioneers in making their farms more productive, resilient and profitable.

As we face mounting production, climate and sustainability challenges, we believe there is no better time to make a long-term commitment to improving the health of our living and life-giving soil.

The promise of our future depends on it.

— Source: Flores is the State Conservationist for USDA's Natural Resources Conservation Service in Columbia, Missouri. For more information about soil health visit [www.nrcs.usda.gov](http://www.nrcs.usda.gov)

"Unlock the Secrets in the Soil" is an education and awareness campaign recently launched by USDA's Natural Resources Conservation Service. Photo Submitted by NRCS



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# PASTURE PROFITS

## 5 Basic Principles Increase Soil Health

### Proper management supports plant life

BY CHAD ELLIS

**A**re you a cattle manager, a grass manager or a soil manager? Many cattlemen view livestock as their base crop through the sale of beef. Others view grass as their base crop. While management of breeding, vaccinations and marketing is important, all livestock need forage to produce pounds of beef. This forage is, in turn, heavily dependent on the health of the soil. Consequently, the management of soil health, specifically the biological components, is of vital importance to producers as it is the dynamic resource that supports plant life.

As managers, we often focus on managing the aboveground production in our pastures while paying little attention to what happens belowground. Microbial action in the soil builds natural fertility that increases plant production. Sound grazing management is the art of capturing sunlight and water while recycling the aboveground parts of the plant through livestock. The animal eats a portion of the plant, which is then deposited as urine and manure. The remainder of the plant is trampled into the ground to begin decomposition into the soil. This feeds the soil microbes that in return feed the plant. The manure, plant organic matter and carbon dioxide captured from the air by the plant combine to build a carbon bank in the soil that holds water and nutrients for plant use.

Building soil health can be accomplished by employing five principles.

1. Armor the soil.
2. Minimize soil disturbance.
3. Increase plant diversity.
4. Keep living roots in the ground all year.
5. Integrate livestock grazing.

#### Armor the soil

Bare ground is enemy number one and is detrimental because increased soil temperatures caused by the lack of soil cover can decrease and even kill biological activity. Once soil temperatures reach 140 degrees Fahrenheit, soil bacteria die. The soil must be covered to minimize bare ground; this is accomplished by forage and crop residue.

#### Minimize soil disturbance

Physical soil disturbance such as plowing and overgrazing can result in bare ground and compacted soils that disrupt soil microbial activity. Incorporating reduced tillage methods in cropping systems and proper grazing management in pastures will keep soil covered.

#### Increase plant diversity

Increasing plant diversity aboveground allows for a more diverse underground community. Specific soil microbes require specific plant types. The more diverse the microbial population in the soil, the better the forage will respond, due to increased biological activity.

#### Keep living roots in the ground all year

Soils are most productive when soil microbes have access to living plant material. A living root provides a food source for beneficial bacteria and promotes the symbiotic relationship between plant roots and mycorrhizal fungi. This is aided by increased plant diversity, which can be achieved by incorporating cover crops into your pasture and crop systems.

#### Integrate livestock grazing

Grasses evolved under grazing pressure. Soil and plant health is improved by grazing, which recycles nutrients through improved manure distribution, reduces plant selectivity and increases plant diversity. The most important factor in grazing systems is to allow adequate

rest for the plant to recover before being grazed again.

The primary goal of a rancher should be to improve soil health. As more grass is grown, more organic matter is available to recycle into the soil for feeding microbes. This captures and holds more water and nutrients, growing more and larger plants that can gather more sunlight to power the process. This constant recycling is dependent on the animal and your knowledge of managing grass growth.

The health of our landscapes and soil health are interdependent. Our land's condition is characterized by the functioning of both the soil and the plant communities. Following these five principles will allow the site production, health of the soil, and mineral and water cycles to greatly improve, resulting in an increase of forage production and animal production.

—Source: Reprinted with permission from The Samuel L. Roberts Noble Foundation for Agriculture. Visit the Noble Foundation on the web at [www.noble.org](http://www.noble.org).

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# MANAGEMENT MATTERS

## Wave Winter Water Woes Goodbye Don't let your water source add extra stress

BY SAMANTHA WARNER FOR CATTLEMEN'S NEWS

Football season is well under way, the air temperature is dropping a little each day, and the holidays are right around the corner. That can only mean one thing. Fall is quickly giving way to the winter months.

Unlike most people, for farmers and ranchers the winter months don't just mean bundling up as you dash from your car to a cozy warm

office and hoping for a white Christmas. No, for producers the winter months bring the responsibility of ensuring livestock have adequate food, water, and shelter at all times... even if it is a white Christmas.

### Water is a Key Nutrient

During the winter months it is easy to forget just how important water is to cattle for



During winter lactating cows and bulls require about one gallon of water per 100 pounds of body weight. Dry cows need about 60 percent of that.  
*Photo by Joann Pipkin*



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**INDICATIONS FOR USE**  
LONGRANGE, when administered at the recommended dose volume of 1 mL per 110 lb (50 kg) body weight, is effective in the treatment and control of 20 species and stages of internal and external parasites of cattle:

Gastrointestinal Roundworms	Lungworms
<i>Cooperia oncophora</i> – Adults and L <sub>4</sub>	<i>Dictyocaulus viviparus</i> – Adults
<i>Cooperia punctata</i> – Adults and L <sub>4</sub>	
<i>Cooperia surnabada</i> – Adults and L <sub>4</sub>	Grubs
<i>Haemonchus placei</i> – Adults	<i>Hypoderma bovis</i>
<i>Oesophagostomum radiatum</i> – Adults	
<i>Ostertagia lyrata</i> – Adults	Mites
<i>Ostertagia ostertagi</i> – Adults, L <sub>4</sub> , and inhibited L <sub>4</sub>	<i>Sarcoptes scabiei</i> var. <i>bovis</i>
<i>Trichostrongylus axei</i> – Adults and L <sub>4</sub>	
<i>Trichostrongylus colubriformis</i> – Adults	

Parasites	Durations of Persistent Effectiveness
<b>Gastrointestinal Roundworms</b>	
<i>Cooperia oncophora</i>	100 days
<i>Cooperia punctata</i>	100 days
<i>Haemonchus placei</i>	120 days
<i>Oesophagostomum radiatum</i>	120 days
<i>Ostertagia lyrata</i>	120 days
<i>Ostertagia ostertagi</i>	120 days
<i>Trichostrongylus axei</i>	100 days
<b>Lungworms</b>	
<i>Dictyocaulus viviparus</i>	150 days

**DOSAGE AND ADMINISTRATION**  
LONGRANGE® (eprinomectin) should be given only by subcutaneous injection in front of the shoulder at the recommended dosage level of 1 mg eprinomectin per kg body weight (1 mL per 110 lb body weight).

**WARNINGS AND PRECAUTIONS**  
**Withdrawal Periods and Residue Warnings**  
Animals intended for human consumption must not be slaughtered within 48 days of the last treatment. This drug product is not approved for use in female dairy cattle 20 months of age or older, including dry dairy cows. Use in these cattle may cause drug residues in milk and/or in calves born to these cows. A withdrawal period has not been established for pre-ruminating calves. Do not use in calves to be processed for veal.

**Animal Safety Warnings and Precautions**  
The product is likely to cause tissue damage at the site of injection, including possible granulomas and necrosis. These reactions have disappeared without treatment. Local tissue reaction may result in trim loss of edible tissue at slaughter.  
Observe cattle for injection site reactions. If injection site reactions are suspected, consult your veterinarian. This product is not for intravenous or intramuscular use. Protect product from light.  
LONGRANGE® (eprinomectin) has been developed specifically for use in cattle only. This product should not be used in other animal species.  
**When to Treat Cattle with Grubs**  
LONGRANGE effectively controls all stages of cattle grubs. However, proper timing of treatment is important. For the most effective results, cattle should be treated as soon as possible after the end of the heel fly (warble fly) season.

**Environmental Hazards**  
Not for use in cattle managed in feedlots or under intensive rotational grazing because the environmental impact has not been evaluated for these scenarios.

**Other Warnings:** Underdosing and/or subtherapeutic concentrations of extended-release anthelmintic products may encourage the development of parasite resistance. It is recommended that parasite resistance be monitored following the use of any anthelmintic with the use of a fecal egg count reduction test program.

**TARGET ANIMAL SAFETY**  
Clinical studies have demonstrated the wide margin of safety of LONGRANGE® (eprinomectin). Overdosing at 3 to 5 times the recommended dose resulted in a statistically significant reduction in average weight gain when compared to the group tested at label dose. Treatment-related lesions observed in most cattle administered the product included swelling, hyperemia, or necrosis in the subcutaneous tissue of the skin. The administration of LONGRANGE at 3 times the recommended therapeutic dose had no adverse reproductive effects on beef cows at all stages of breeding or pregnancy or on their calves.  
Not for use in bulls, as reproductive safety testing has not been conducted in males intended for breeding or actively breeding. Not for use in calves less than 3 months of age because safety testing has not been conducted in calves less than 3 months of age.

**STORAGE**  
Store at 77° F (25° C) with excursions between 59° and 86° F (15° and 30° C). Protect from light.  
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1050-2889-02, Rev. 05/2012

survival and maintenance. According to Dr. David Lalman, Associate Professor in Animal Science at Oklahoma State University, while it is true that livestock require more water in the summer months, it is still vitally important during the winter.  
“During winter, lactating cows require around one gallon of water per 100 pounds of body weight, whereas dry cows require approximately 60 percent of that amount. Bulls require about the same amount of water as lactating cows,” Lalman said. “Water consumption nearly doubles in the hot summer months.”  
“The best way to ensure they (cattle) are getting enough water is to provide clean fresh water for their ad libitum consumption,” Lalman said. “Ad libitum simply means ‘in accordance with their desire’. This is a fundamental responsibility of any good livestock steward and simply requires continual monitoring.”  
You can watch for signs if you are concerned about the

amount of water your cattle are receiving.  
“Signs of inadequate water consumption include reduced hay or forage consumption, hard dry manure, restlessness and bawling, dehydration, and weight loss over time assuming water consumption is limited and not completely restricted,” Lalman said.  
**Diligent Observation is Important**  
“When temperatures drop below freezing, added diligence in checking water sources is necessary because almost any water source can freeze. Now days, most water sources are designed and developed with this potential in mind, reducing the possibility of freezing,” Lalman said.  
According to the article titled *Livestock Watering Systems Energy Efficiency Checklist and Tips* from The eXtension Foundation, most of the energy  
**CONTINUED ON PAGE 21**



EFFECTIVE WATER • CONTINUED  
FROM PAGE 16

Tire tanks can be easily constructed and are a nice alternative to pond watering in winter.  
*Photo by Joann Pipkin*

larger waterways. Farmers sometimes use the ponds for fishing or other recreation for their family and friends, too.”

If livestock are allowed to drink from the ponds whenever they like, they will contaminate the water and could transmit disease or parasites to other animals and even people.

“What you usually see is cattle loafing around or in ponds even during relatively cool temperatures, especially when grazing on toxic tall fescue,” Philipp said. “What happens when you let them have unrestricted access is the lifespan of the pond is reduced. They damage the vegetation on the banks, which helps filter sediments, and they damage the banks themselves, which is costly to repair.”

Livestock that linger in pond water also experience hoof softening, which can cause them to contract disease or injure themselves. While these issues can cause problems, they can be avoided and allow farmers to use their ponds to water livestock when a few precautions are used.

“There should be an overall farm management plan that determines the layout of pastures, water access point locations and cross-fencing,” Philipp said. “A plan will determine the location of water access points for years to come and help prolong healthy stock and pastures.”

Part of that plan can include watering devices that will help offset the issues of unrestricted access by livestock. Floating fences can be constructed from PVC pipe that allows cattle access to only a small part of the pond. In the area that’s fenced, the farmer can place gravel where the cattle will walk into the pond; outside this area, an electric fence can be installed to keep cattle from accessing the rest of the pond.

Tire tanks also can be connected to the pond. Essentially, tire tanks are large, old tires placed on concrete pads, which creates a round tank. Water is then piped through the back wall of the pond on the downslope side and connected with the tire tank. While this watering device does require some concrete, plumbing and installation, the tanks are hardy, will last a long time and can be constructed easily by farmers.

“There are many other watering devices that can be connected to a pond or existing waterlines,” Philip said. “In some cases, farmers can get financial help in installing improved watering devices. To find out, contact me or a county extension agent.”

—Source: University of Arkansas  
Extension Service



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For more information, visit [theLONGRANGElook.com](http://theLONGRANGElook.com)

**IMPORTANT SAFETY INFORMATION:** Do not treat within 48 days of slaughter. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows, or in veal calves. Post-injection site damage (e.g., granulomas, necrosis) can occur. These reactions have disappeared without treatment.



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RUMIELR1213-J (12/12)

<sup>1</sup> Dependent upon parasite species, as referenced in FOI summary and LONGRANGE product label.  
<sup>2</sup> LONGRANGE product label.  
<sup>3</sup> Rehbein S, Barth D, Cramer LG, Soll MD. Efficacy of the IVOMEC SR Bolus against macrocyclic lactone resistant *Cooperia* spp in cattle. *Proceedings of 20th World Buiatrics Congress*. 1998;769:1-2.  
<sup>4</sup> Dobson RJ, Lejambre L, Gill J. Management of anthelmintic resistance: inheritance of resistance and selection with persistent drugs. *Int J Parasitol*. 1996;26(8/9):993-1000.  
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# MANAGEMENT MATTERS

## Cold Weather Calf Care

### Proper management ensures calves thrive

BY SAMANTHA WARNER FOR CATTLEMEN’S NEWS

It can’t be avoided—winter is coming. If you enjoy the cooler temperatures and snowstorms, you are excited about the changing season. However, if you wish the seasons went from fall to spring, you probably aren’t as excited about the winter months ahead.

For farmers and ranchers the winter months are a busy time caring for livestock. Extra time and attention must be dedicated to ensure livestock are properly cared for and healthy. The winter months are not only taxing on producers, but cattle as well. This is especially true for young calves. However, with the proper management practices calves can not only survive harsh winter months but also grow and thrive.

#### Preconditioning spring-born calves is key

“Have spring-born calves preconditioned and weaned before cold weather arrives,” David Hoffman, MU Extension Livestock Specialist/County Program Director said. “Weaning is a stressful time for calves, such as separation anxiety, new feed and water sources, exposure to new pathogens, new social structure among the weaned calves, etc.”

Hoffman provided a checklist of management practices to address as a part of the preconditioning process before the winter months:

1. Give calves their booster shots of all their vaccines (always follow label direction and advice from veterinarians).
2. Treat calves for internal and external parasites.
3. Consider feed adjustments. You have

the ability to adjust your feeding program if you know how “good” or how “bad” your hay is, so forage test all stored hay.

4. Develop a supplementation program with a nutritionist or extension livestock specialist to meet the needs and desired performance level of your calves.
5. Evaluate feed

inventory. Make appropriate adjustments, as feed resources will be limited.

6. Have an adequate supply of clean, fresh water.
7. Inventory and make sure facilities are in adequate shape. Make repairs as necessary.

#### Calving Fall Calves

If you are a producer who calves out cows in the fall, rather than spring, calving practices are more important than preconditioning for the winter. The Samuel Robert Noble Foundation outlined several calving season practices that can be incorporated into fall and winter calving systems.

- Use bulls with a light birth

weight and appropriate calving ease expected progeny differences (EPDs) on replacement heifers. These EPDs will allow heifers a better chance of calving without assistance.

- Manage breeding schedules so heifers will start calving four weeks before the rest of the cowherd. This will allow you to concentrate on the heifers without worrying about the rest of the herd.
- Cows should have a body condition score (BCS) of 5.5 to 6.5 at calving. This ensures cows will have enough energy to give birth and also rebreed. Cows without adequate body scores could give out during calving, and reports show cattle with a BCS score below five are likely to have lower conception rates.
- Be prepared by having all calving supplies ready (OB chains, flashlights, calf jack, blankets, etc.). It may seem obvious, but checking to make sure all supplies are clean, in proper working order and where they are supposed to be could mean the difference in saving a calf’s life or not. At the very least, preparation makes calving in the winter months less stressful.
  - Studies have shown feeding late in the afternoon or early evening has reduced nighttime calving.
  - After a cow has calved, move the cow and calf to a different



Consider managing your breeding schedules so that heifers calve four weeks ahead of the rest of the herd. This will allow you to concentrate on the heifers without worrying about the rest of the herd.



pasture to simplify the observation process. It is also a good time to pair cows and calves. Make sure the pasture has adequate amounts of food and water and protection from the elements.

## Surviving the winter months

Having sound calving practices and preparing for the winter months are important, but several management practices must be followed to ensure calves survive the winter months. Hoffman outlined several of these five key practices:

1. Observe calves daily. Determine if calves are eating and drinking, how calves are acting (alert or lethargic), watch for sick calves.
2. Group calves according to size and age, as larger older calves will out compete younger, smaller calves.
3. If it is wet and/or muddy, provide shelter and a dry place to lay down.
4. Provide adequate bunk space for all calves to be able to consume supplement.
5. Check waterers daily to ensure they are operating properly during times of freezing weather.

As a producer, it is important not only for calves to survive the winter months but also to grow and thrive as much as possible.

When it comes to getting calves to thrive, Hoffman said, "Adjust supplements for cold and wet weather."

Maintenance requirements of calves increase dramatically when the calf is wet and/or cold. Hoffman said, "Therefore, provide more supplement during times of cold stress in order to maintain desired levels of performance. Provide a supplement that is appropriate for the feeding strategy and desired performance level and one that is nutrient dense."

Winter months can be taxing on calves and hard work for farmers, but by being prepared and remembering important winter management practices livestock and producers will make it through the winter months.

## WINTER WATER • CONTINUED FROM PAGE 18

required by livestock waterers is used to prevent water from freezing. Insulation and protection from the wind will help curb heat loss and energy requirements in automatic waterers and water tanks.

Ensuring float valves are in good condition will also decrease energy costs and reduce heat loss because less water will have to be pumped and heated, eXtension said. Fixing leaks will also eliminate any ice and mud around the waterer.

"If a producer has a tank or system that has failed (frozen) in the past when it should not have, now is the time make the necessary changes to improve the system's performance in cold weather," Lalman said.

eXtension provided several other tips and questions to consider to ensure the best watering system. The tips

included: ensuring water containers do not overflow (especially if costly rural water is being used), testing to make sure thermostats are working properly, setting the temperature to provide frost-free water (generally between 32 and 34 degrees F), and using a minimum 12-inch in diameter heat well for riser pipe when installing a fountain type water system.

eXtension said questions to consider when evaluating watering systems are:

- Is the water source covered?
- Do those covers fit tightly?
- Can cattle easily open water source covers?
- Is the water source adequately protected from the wind?
- Is extra insulation needed? Could it be installed?
- Is the waterer size adequate for the number of animals?

If a waterer is needed, but electricity is not an option eXtension recommends using energy-free waterers.

"Energy-free, or frost-free water, fountains are available and can be operated without the need for a heater even in areas where winters are harsh. These types of water fountains cover the water surface with balls, lids, or small openings to reduce heat losses. They don't need supplemental energy but require a minimum number of animals drinking from the fountain freezing and/or direct contact with the ground to keep the water from freezing," eXtension said. "They can save \$60 to several hundred dollars per year depending on the type of fountain."

The winter months can be stressful, but by utilizing proper water management practices producers can ensure the health of their animals.

# Don't Forget to Immunize

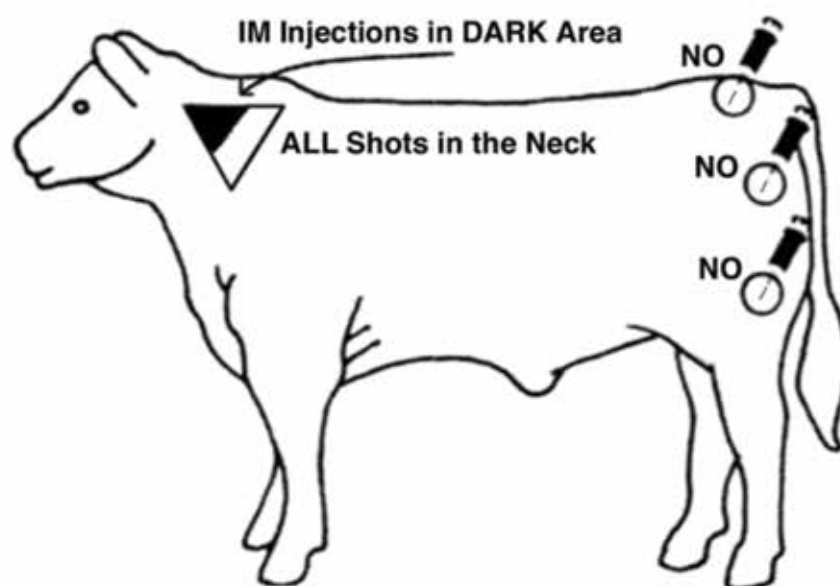
## BY SAMANTHA WARNER FOR CATTLEMEN'S NEWS

Vaccines are a critical part of livestock management, especially for calves born during the winter months. However, without careful application, vaccines can cause long-term meat quality problems.

In his Extension piece, *Preconditioning Programs for Beef Calves*, Jeremy Powell, Associate Professor-Veterinarian at the University of Arkansas, provided key factors to remember when administering vaccines to calves:

1. Remember to always give subcutaneous (under the skin) and intramuscular injections in the neck area to avoid damaging expensive carcass cuts in the rump, top butt or round areas. Refer to Figure 1.
2. If possible, always use a vaccine that is administered under the skin rather than giving intramuscular injections. When administering products under the skin, use the tenting tech-

Figure 1. Beef Quality Assurance injection location guidelines



University of Arkansas – FSA307

nique by clasp the animal's hide between the fingers and lifting it away from the body. Then inject the product into the "tent".

3. When administering medication, never give more than 10 cc of product at one injection site.
4. Change needles frequently – every 10 to 15 injections.

5. Maintain individual health records or group animal health records when treating or processing (vaccinating) cattle. List what products were used, who administered the products, where they were administered, how much was given, product expiration date, withdrawal period and date of treatment.



# MANAGEMENT MATTERS

# When the Cold Winds Blow

## Tips for staying warm, safe out on the farm

**BY LAURA WOLF FOR CATTLEMEN'S NEWS**

**A**fter the catastrophic snowstorm in early October in South Dakota that left thousands of cattle dead, safety in freezing temperatures and wintry precipitation is a topic of extra concern for Midwestern ranchers. Winter has been mild the last two years in the Great Plains, but trends aren't guaranteed to last and

this year's Farmers' Almanac predicts a cold and wet winter for much of the United States.

Ranchers face extra hazards in winter conditions because they often must brave the cold to care for their animals, even as meteorologists urge people to remain indoors. Dr. Marc Leavey, a physician in the Mercy Hospital system

working in Lutherville, Md., offered some advice to cattlemen for remaining warm and safe working on the farm this winter.

“The cattle in South Dakota didn’t survive the snowstorm because they hadn’t yet grown their winter coats,” Leavey said. “Humans work in much the same way, except we have to put the coat on.”

Jason Martin, injury prevention and outreach coordinator for trauma services at Cox Health in Springfield, Mo., provided statistics on winter farm accidents in southwest Missouri for the past few years.

Despite the mild winter, last year saw a larger number of frostbite cases in the area. Martin recommends wearing appropriate clothing to keep your hands and feet warm and dry. If your clothing or socks get wet, go inside for a few minutes to warm up and change into dry clothes. Many of the frostbite cases from farms were the result of people working the rest of the day in the cold despite feet getting wet. Martin said.

Leavey recommends dressing in layers as opposed to wearing one thick layer of clothing to keep warm. Long johns, thick socks, gloves, a good overcoat, water resistant clothing when necessary, and proper headwear are all necessities for extreme cold, he said. When choosing good headwear for winter, make sure your ears are covered.

“Exposed ears create a real risk for frostbite,” Leavey said. Wind-whipped snow situations call for face protection as well. Polarized sunglasses are critical safety gear for winter because sunlight reflecting off snow can burn retinas.

Falls resulting in limb injury or amputation were also common among recent winter farm accidents. People fall from equipment, around vehicles and because of ice, among other causes. The most traumatic limb injuries came from clothing getting caught in augers or other farm machinery, Martin said. Be especially careful around machinery that has had safety devices removed or when wearing loose clothing. Martin recommends wearing good shoes with grip in the soles.

Take an extra minute to check for ice, and improve lighting where possible to prevent falls, he said.

Being proactive about winter safety extends beyond personal safety.

“Make sure and have good supervision of your children,” Martin said. Kids on farms are often more independent and learn to operate farm machinery earlier, but it’s still important to make sure they are safe and accounted for, he said.

Ranchers can also use their dietary intake to be proactive in winter weather. Even though it's cold, a well-balanced diet rich in fruits and vegetables is still a safe and healthy goal, and fresh produce is readily available for purchase throughout the winter.

Remaining hydrated is also a concern for working in the cold. Wearing layers of clothing is beneficial, but causes humans to perspire at higher rates, which increases the risk of dehydration, Martin said.

Homes and farm facilities also must be checked for weatherproofing each year. Drafts of dry winter air can cause problems for nasal passages and lungs. Adding humidity by using a bedside humidifier in your home will help not only your lungs stay healthy, but also increase the humidity and relative safety of your home, Leavey said.

Heating fixtures such as wood-burning stoves or fireplaces also must be checked for safety before winter. Make sure fixtures are adequately vented to prevent carbon monoxide buildup, Leavey said. Check smoke detectors as recommended each month. Be careful to only use as fuel products that are approved for your heating fixture. Burn only wood in wood-burning stoves, and make sure that wood is not treated. Burning treated scrap lumber gives off dangerous fumes because of the chemicals in the wood treatment, Leavey said.

“Bottom line, it all comes down to experience,” Leavey said. “Don’t be afraid to ask questions of people with more experience and knowledge than you. They may have tips and tricks you would think of otherwise.”

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# MANAGEMENT MATTERS

## Knowing Hay Quality Affects Supplementation Strategy

Don't forget about differences in forage quality

BY GLENN SELK

Cattle producers in many areas were fortunate this summer to receive timely rains. Many big round bales of hay have been stored for winter feeding. Meeting the supplemental protein needs for the cows and replacement heifers consuming that forage must be done properly and economically. Protein is a vital nutrient for the ruminant because protein is necessary for the multiplication of, and the feed digestion by the microbes in the rumen. The microbial population in the rumen of cows is largely responsible for digesting cellulose in standing or harvested forages. Higher-quality forages are more readily digested in the rumen and have higher rate of passage

through the digestive tract of the cow than do lower-quality roughages. Therefore the cow can consume more of the high quality forage on a daily basis and receives more total digestible nutrients (TDN) from each pound of feed consumed. If adequate protein is available to cows consuming lower-quality roughages, then the rate of passage and the digestibility is improved compared to cows that are inadequately supplemented while consuming the same low-quality forage. Producers may be surprised to learn the large differences in protein supplement needed to meet the cow's requirement depending on the quality of forage that makes up the majority of the diet. Below is a table of the

pounds of 40% protein supplement needed daily for moderate-sized (1100 pound) beef cows in different stages of production and consuming grass hays of differing qualities. Larger cows and cows with above-average milk production will consume more forage and need even more supplement to match their requirements. The table above describes how the protein-only needs of the beef cow. Energy deficiency may occur and result in some weight and body condition loss. Energy needs will be increased if cows are already in thin body condition and must be improved before calving next spring. Also winter weather conditions can greatly increase energy needs. In many instances, the energy requirements can be met with lower protein supplements (for example 20% protein range supplements) fed at about twice the rate as noted in the table above. Forage quality differences are important, whether the supplement choice is high protein (40%) or lower protein (20% protein). Learn about testing hay for

protein content by visiting with your OSU County Extension office or downloading Oklahoma Cooperative Extension Fact Sheet PSS- 2589 Collecting Forage Samples for Analysis. —Glenn Selk is Oklahoma State University emeritus extension animal scientist.

Needed 40% protein supplement (lb./hd/day) to meet protein requirement of 1100 pound mature beef cow

Hay Protein Concentration (%)

Stage of Production	4%	6%	8%
Mid Gestation, Dry	2.2	1.1	0
Late-Gestation, Dry	3.1	1.7	0
Early Lactation	4.7	3.3	1.5
Late Lactation	3.5	2.1	0.4

Source: Table adapted from Richards, Lalman, and McKinney; Cattleman's Management Record Book.

## Top 10 Hay Feeding Tips for Winter

BY ELDON COLE

- 1. Test your forage.** The cost per test is less than \$20 and the results allow you to prioritize which classes of cattle need the feed. High-testing hay or haylage may not require the purchase of protein or energy supplements.
  - 2. Body condition score cows and bulls.** Cows in greatest need are 4 BCS cows and lower. Several ribs and backbone are prevalent upon examination.
  - 3. Sort you cattle according to their stage of production.** Thin, first 90 days of lactation females should receive your high-quality forage. First-calf heifers may even need an energy supplement.
  - 4. Make sure bale rings are in good repair** and provide enough space for all cows to get around them. Research consistently shows that the cone-shaped feeders are the best at reducing waste. Having a metal skirt around the lower part is also a hay saver.
  - 5. Move bale feeders** regularly to reduce manure buildup around them.
  - 6. Purchase hay by weight** not by the bale. Big bales are seldom as big as you think. An added plus is to have a lab test on any hay you buy.
  - 7. Remember, alfalfa or alfalfa-grass is an excellent hay.** Alfalfa or alfalfa-grass that tests at least 12% protein and 58% plus, on total digestible nutrients (TDN) is desirable. Feed this hay on a limited basis.
  - 8. Consider unrolling hay.** Think about using an electric fence as if it was a fenceline bunk.
  - 9. Select a convenient spot to locate a creep area for fall-born calves** so they can be fed high quality hay instead of train as a creep.
  - 10. Utilize approved ionophores** whenever possible.
- Source: Eldon Cole is livestock specialist with University of Missouri Extension.



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## MARKET WATCH

# Cattle Price Outlook Improves in 2014 for Quality Beef

**“...an exciting time to be in the cattle business.”**

### FROM OUR STAFF

The glass is half full. At least that's the outlook University of Missouri Livestock Economist Scott Brown has for cattle prices in the coming year.

“There are (a lot) of positive signs for fed cattle prices to top \$1.30 a pound in 2014,” Brown said at an MU field day last month.

“The fundamentals are there. Corn prices are headed down to 2010 levels. And fed cattle prices will range much higher than in 2010.”

Brown's crop slide showed current futures prices for corn near \$4.50 per bushel in 2014.

He showed fed cattle dipped below 80 cents in 2010, and that current future feeder calf prices for 2014 run \$50 higher per hundredweight than in 2010.

A big difference has been continued drop in cow herd numbers. “Beef inventory is low. Short supply leads to higher prices,” Brown said.

Domestic consumer demand remains critical for continued higher beef prices. However, demand is not clear, Brown said. It has been in steady decline since the start of the Great Recession and recovery remains slow.

“The economy affects how much beef people eat,” he added.

However, international demand continues strong. South Korea, Japan and China are growing influences.

“It's difficult to get good numbers out of China,” Brown said. “But think of the potential. They have 1.3 billion people and their income grows at 7 percent per year. They want more beef. International demand remains important to beef producers.”

Brown emphasized the importance of growing quality beef.

“Food service companies tell us they want more prime beef - and are willing to pay for it,” Brown said.

Demand charts show USDA prime, the top grade, gaining value while USDA select, the lowest grade found in meat cases, continues to slip in value.

If you are producing beef, produce for prime markets, Brown said.

“If weather improves, 2014 will be the time to rebuild the cow herd,” he said. “If you rebuild, replace with quality genetics. Use genetics that convert feed more efficiently and produce high-quality beef that consumers want.”

Brown cited the work of Dave Patterson, MU beef reproduction specialist. Calves from the Thompson Farm herd consistently produce steers that grade 30 percent prime. The rate of prime-grade cattle at U.S. processing plants runs near 3 percent.

“Quality breeding gives a tenfold increase in prime grade,” Brown said. “The technology is here to rebuild with quality.”

Feeding cattle can be risky. Brown said raising the highest-quality cattle increases prices, smooths volatility and reduces risks.

The economist had to show his other hand. Good prices in 2014 depend on no droughts, growing demand, no severe disease outbreaks and lower trade barriers.

Technology for quality beef is on the shelf, awaiting use, he said.

“The outlook for 2014 is a lot different than anything we've seen in a long time,” Brown said. “It's an exciting time to be in the cattle business.”

— Adapted from a release from University of Missouri Extension.

## MANAGEMENT MATTERS

# K-State Studies Show Benefits of Early Calf Weaning

**Drought prompted recent decisions, little research had been done**

It's always been done this way, right? Calves are weaned in the fall. But drought conditions in the Plains states prompted some beef producers to wean calves earlier than usual in recent years, which may have been surprisingly beneficial, according to recent Kansas State University studies.

“The conventional weaning time has always been in the fall, when calves are around 180 to 210 days old, but there was no substantial research to show that that was necessarily the best time,” said John Jaeger, beef scientist with K-State Research and Extension, based in Hays. There were probably many factors at play over the years, including bringing cows home from summer pasture,

fitting weaning into crop harvest, fall school activities and more.

“We wondered if, rather than putting growth on calves at the expense of cows, it might be better to wean them earlier. If the calves fared well, it might give the cow more time to recover from calving and lactating and improve her own body condition before going into winter,” Jaeger said.

This may be an especially important time to look at such management options, he said, as producers are planning to expand herds after cutting back several years due to drought and the resulting lack of forage.

**CONTINUED ON NEXT PAGE**

**BEEF** *Checking in on the Checkoff*

The Missouri Beef Council and Cattlemen's Beef Board created a partnership to launch a new line of fresh beef products in five Price Cutter grocery stores in Springfield, Missouri. The line of products meet consumer demands for convenient fresh beef and keep preparation to 30 minutes or less, with a complete meal in one dish. The work has included development of five products and labels, point of sale materials, promotional plans, and training for store staff.

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## EARLY WEANING • CONTINUED FROM PREVIOUS PAGE

Jaeger, along with K-State Research and Extension beef science colleagues K.C. Olson, who is based in Manhattan and Justin Waggoner, based in Garden City, conducted two studies – one in 2007 and another in 2012, to determine the effect of earlier-than-usual weaning on the calves.

### Calves gain, cows benefit

The studies found that calves weaned at 120 to 160 days at an average of 360 pounds gained as much weight and were just as healthy as calves that were weaned later. It also indicated that the health risks and death loss were no different in early-weaned calves than in those weaned at the more conventional ages of 180 to 210 days.

“Previous studies by other researchers have shown that early weaning reduces grazing pressure,” Jaeger said, adding that a calf weighing 450 pounds at 120 days of age eats about 6.8 pounds of forage per day. So, for every 30 days that a calf is weaned early, there should be

one week of additional grazing for the cow.

Early weaning also decreases the cow’s nutritional requirements. The studies showed that for every 30 days that a calf is weaned early, there will be another three additional days of grazing for the cow. Cows enter fall and winter in better body condition, which trims the amount of winter supplementation needed and decreases cow maintenance costs. If the increased body condition is maintained through the winter and calving and to breeding, there is potential for improved conception rates the following summer.

Over the years, there has been a tendency to think that calves were not capable of using concentrated feed at a younger age, Jaeger said. Coupled with worries about calf stress, health risks, and heat – a complicating problem in July, August and September – has often kept producers from weaning earlier.

### Optimum age still undetermined

Through this and other

research, however, scientists know that calves can be weaned as early as 90 days, Jaeger said, but added that an optimum age for a beef production system has not been established.

“The optimum age in response to drought conditions is usually dictated by the severity of the drought and forage availability,” he said. “I usually advise producers interested in early weaning to wean when calves average 120 days of age. Most progressive producers have a 60-day breeding season, so calves weaned at an average of 120 days of age will range from 90 to 150 days of age.”

The studies indicated that the younger calves need feed that is highly palatable, meaning that it tastes good to them, and relatively high in nutrient density to offset the fact that they don’t eat as much as older calves do. They also found that feed moisture content of 20 to 30 percent is optimum.

“Familiar feeds may not have the nutrient density that you’ll need if you wean calves

early,” Olson said. Just like humans sorting their most and least favorite foods on a plate, calves will sort their diet ingredients, so the size of the particles matters.

A follow-up study is currently under way, in which the researchers weaned calves from their mothers at between 120 and 160 days, with an average of 127 days, and split them into two groups. Half of the calves were left to graze on pasture and the other half were placed in a feedlot. At the end of 60 days in the separate environments, the weaned calves will be put back together as a group, fed a common ration up to market weight. In that way, the team will be able to evaluate how grass-fed calves fared in comparison to those fed a high-concentrate diet. Those data will be available in 2014.

—Source: Adapted from a release from Kansas State University Extension.

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# WE'RE IN THIS TOGETHER

## BLIZZARD RELIEF FOR RANCHERS IN NORTHERN PLAINS

### Agri-Culture: The Culture of Ag

What is it that brings us all together?

BY ELIZABETH WALKER FOR CATTLEMEN'S NEWS

The Blizzard of 2013 was one of the most devastating and heart wrenching of all time. Unfortunately, there have been other devastating blizzards in our history. The Children's Blizzard (due to the large number of school children who perished trying to get home from school) occurred January of 1888. Hundreds of school age children were killed or maimed. Survivors recount stories of bodies of cattle lying dead, or near death, in a 10-mile stretch. Surviving cattle would later lose chunks of flesh as they began to thaw.

The Blizzard of 1949 affected more than 193,000 square miles over four states with Central Nebraska being the center of the devastation. Operation Hay Lift and other operations got food and water to snowbound people and hay to approximately 1.5 million cattle scattered throughout the state.

Trish Scott, New Underwood, SD, recounts The Blizzard of 2013....

"...we are at the mercy of a temperamental mother who throws brittle winds and extreme temperatures at us. We endure blizzards, droughts heat waves, long bouts of subfreezing, and even sub-zero temperatures. Through it all, it is not the sweat and numbing cold that unnerve us; it is our worry about our animals..... But the heart of this country is the man or woman who itches to get out and make sure their animals are surviving what that immoderate mother has sent us....

It only takes 4 feet of snow to stop a cow, far less for a calf, and we almost all have calves this time of year... So, in the midst of blinding snow, we wait and worry. We care deeply for our cows, pigs and chickens, sheep or whatever occupies our pastures. We pray, hope, bargain that they are all safe.

The storm does always eventually end. We head out...



to start checking on the great creatures we have enlisted ourselves to care for. At the end of our search, we find either relief or a sickening sight, a sight that leaves us grieving for that animal's suffering. Some ranchers this week may have suffered

CONTINUED ON NEXT PAGE

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# WE'RE IN THIS TOGETHER

BLIZZARD RELIEF FOR RANCHERS IN THE NORTHERN PLAINS

## Donate Now To South Dakota's Rancher Relief Fund

BY JOE ROYBAL  
EDITOR BEEF MAGAZINE

The South Dakota Rancher Relief Fund has been established to provide assistance to livestock producers impacted by the storm.

There are few things more disappointing than potential unfulfilled, when the ring is pulled from your grasp on the cusp of finishing a task or realizing a goal. Plenty of folks in western South Dakota can relate to such disappointment following a disastrous winter storm named Atlas that pounded the area in early October.

The locale was just beginning to see some relief from prolonged drought, and weaning time wasn't far off. The heavy rain that fell Oct. 3 was

in huddled bunches of buried dead. As Heather Hamilton-Maude, a July bride from Wyoming just beginning her new life with husband Charles in Scenic, SD, noted in BEEF Cow-Calf Weekly:

"There is no describing what goes through your mind when you come upon a pile of partially exposed animals that froze, suffocated or died of hypothermia. The challenge of mentally bracing yourself as you climb down off your horse and wade through deep snow to resolutely dig until you expose an ear tag is difficult. So is the sickness deep inside you as you wait to discover if the animal is one of yours. Never mind the gut-wrenching, almost physical pain when you discover it is your own.

"Of course, the relief that

### AGRI-CULTURE • CONTINUED FROM PREVIOUS PAGE

enough losses to lose their way of life. I suspect even they will be distracted by thoughts of their animals slowing dying in the numbing blizzard of October 2013."

To people involved in agriculture, when we read the stories like the ones above we understand their pain, their stress, their tears and their prayers because we understand their culture; it is our *Agri-Culture*....

Agriculture comes from the Latin *Ager* for field and *cultura* or "*colere*" for cultivation. Culture, a deviation of *cultura*, was then used to describe "moral culture" and reflects a person's up-bring and education and the sharing of knowledge.

So, I say Agri-Culture refers to people who care for the land, and animals. Therefore, agri-culturalists continue to learn and share knowledge, as well as customs, to succeeding generations. Those of us in agriculture, for the most part, share a custom to care for the land and or animals we raise. We may have differing opinions regarding the care of the land and animals, but we do share a culture nonetheless.

Less than 2% of Americans share our culture or can understand it and we are unique among the millions of our fellow Americans. We see life differently; we live life differently.

I get frustrated when I hear that those of us in "fly over country" don't have any culture. We have culture, shoot, it is in our job description, but the majority of Americans don't notice let alone, understand our culture. Americans as a whole are several generations removed from agriculture and can't understand our culture any more than we can understand theirs.

I was in Baltimore a few years back to judge at their state fair. I saw so many houses with no yards and walls and porches that touched; people were squished together. I had never seen houses so narrow. I did notice several stores, night clubs and medical schools all within walking distance. A few miles away, the city was preparing for a grand prix. The few blocks of

residential living I saw probably had a greater population than all of Dade County. I wonder how those folks would feel if they were just dropped off at McGill's Gas and Grocery in Dadeville?

Our culture is wrapped around an independent mindset, hard work, family and God. We have our guns, too, and hunting. Some of us even think that opening day of deer or turkey hunting season should be a state holiday.

I think farmers and ranchers even feel pain differently; my own medical doctor agrees with me. I love watching professional football, but I just don't get those players who blow their knees and lay on the field twisting and writhing in pain. Nobody in agriculture shows pain in public; it simply isn't part of our culture. When I blew my knee, I just thought sitting on an overturned feed bucket for a few minutes would fix it. We brag about our injuries and how we never shed a tear.

Our Agri-Culture gives us a common bond on which to form entertaining conversations, and sometimes, even a friendship. Away from Agri-people, I simply do not know what I am supposed to say. How do I relate my life to others who don't have dirt under their nails or a few callouses on their hands? You try to talk to your hairdresser about weaning calves, giving shots, cuts of beef, how when it snows, it really slows chores down. I just can't relate to those folks, especially if they at least don't have a fleeting interest in agriculture. On the other hand, I have found that a love or respect of agriculture will cross political, racial and gender barriers. It is the respect for Agri-Culture that brings a lot of us together.

For us though, a cattlemen's meeting, sale barn, stock show, grazing conference, Farmfest almost passes for a date. Sale barn food tends to be tasty and moderately priced. I am proud of my *Agri-Culture* and I just wish others would recognize and respect those of us who do not brag about our different culture. We just proudly live it.

—Dr. Beth Walker is  
associate professor of animal  
science at Missouri State  
University.

## CAN YOU HELP?

### South Dakota Rancher Relief Fund

<https://www.giveblackhills.org/27677>

South Dakota Stock Growers Association  
Rapid City, SD

Phone: 605-342-0429

welcomed moisture. But then the temperature plunged, the wind picked up, and that rain turned to heavy snow.

The snow, propelled by 60-mph winds, caught cattle still on summer pastures. Driven by the heavy snow, livestock drifted with the wind and snow into fences and draws, where they were buried and suffocated.

When it was over, much of the area was out of power, and many livestock producers were in the dark regarding the location and condition of their livestock. Cattle, sheep and horses were spread across the countryside, commingled into groups of multiple owners. At press time, it was estimated that up to 75,000 head of cattle were lost in the storm.

Following the storm, producers scrambled to check on their stock. Many found them

comes with discovering the dead animal isn't one of yours is so overwhelming that it rocks you back on your heels. But you're instantly overrun by shame and guilt, because it means some other rancher will feel the first, even worse, type of pain when they hear the bad news."

The South Dakota Rancher Relief Fund has been established to provide assistance to livestock producers impacted by the storm. The fund will be administered by the Black Hills Area Community Foundation in cooperation with the South Dakota Stockgrowers Association, the South Dakota Cattlemen's Association and the South Dakota Sheep Growers Association. Call 605-342-0429 for more information.

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# UNDER CONSTRUCTION

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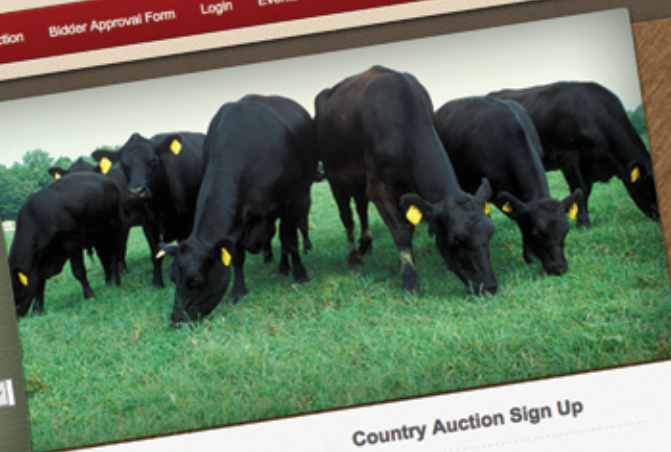
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## COMING SOON

Joplin Regional Stockyards soon will be offering a new marketing opportunity for beef producers.

Our **NEW** COUNTRY CATTLE page on [www.joplinstockyards.com](http://www.joplinstockyards.com) is another innovative marketing tool for your future.





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## BUSINESS BEAT

### Partnership Offers Stepped-Up Reproduction Services for Cattlemen

#### Flying Cow Genetics offers state-of-the-art breeding facility, serves as IVF collection site

**F**lying Cow Genetics, a newly established cattle reproduction facility and fertility lab, is now offering cattlemen a variety of advanced reproductive services in the convenience of a single location. The Welch, Okla., facility is headed up by longtime veterinarian Tony Small D.V.M., and will provide a full line of cattle donor and reproductive management services, including collection for in vitro fertilization (IVF) through a partnership with Trans Ova Genetics.

The partnership with Trans Ova makes it one of only a few cattle reproduction facilities in the Oklahoma tri-state area to offer the IVF service. In addition to IVF, the new facility is providing conventional flushing, freezing and storage of embryos, embryo transfers, artificial insemination (AI), donor and recipient-cow housing, along with breeding bull exams and testing.

The Flying Cow Genetics site is located on 2,700 acres of improved pastures and has a number of large grass pens equipped with automatic water systems, which are being utilized to host donor cows, while additional acreage at the location is used for recipients. Small hopes the facility's location will provide the geographic area, known for large numbers of cattle, with an option for reproduction management without having to travel.

"We are in the heart of cow-calf country, and most of our customers are excited to get to work with us because of that," Small said. "And, most of the customers we work with won't have to travel as far for this type of service. There are multiple purebred operations in this vicinity that utilize our services."

The Flying Cow Genetics facility also includes offices, a conference room, housing, and an enclosed squeeze chute system, integrated with a built-in water pressure system for cleaning. The system was designed by Small, who after years of experience has learned the value of having a clean, efficient work environment.

Small has an extensive history as an embryologist and is respected for his work as a veterinarian, working in the field for more than 25 years. After completing vet school at Oklahoma State University in 1988, Small went to work for the former biotechnology company Grenada Genetics based in Houston, Texas. At the time Small was working there, Grenada Genetics was at the forefront of genetic research. Grenada geneticists were the catalyst for many of the genetic processes now considered the norm in the cattle industry. From Grenada Genetics, Small went into private practice, which he says he didn't enjoy, but instead always felt his calling was in genetic work.

"We did so much reproduction at Grenada, I thought I would lose what

I learned in vet school. I went back into general private practice and hated it," he laughed. "Working at Grenada was an incredible experience, though. It's amazing the more you learn, the more you realize you didn't know."

So, he returned to reproduction work and never looked back. He and his wife, Kristi operated a reproduction facility in Fairland, Okla., for 20 years. And the couple has come full circle in their experience. In Fairland, they initially housed donors and then decided to travel to customers, rather than keep cattle on site.

"If you don't have the grass to manage and properly maintain recips and donors, you just really can't afford to house them," Small said. "However, now fuel has gotten so high, and we were just at a point we wanted to change, so we began looking at other options."

Creating Flying Cow Genetics is a return home for Small, who was raised on the land where the site is located. Small's wife Kristi worked as a partner and technician in the couple's Fairland clinic and maintains the same responsibilities with this facility, including

**CONTINUED ON NEXT PAGE**

## HIS CATTLE ARE STRESSED. HE'S NOT.

Thanks to BRD control from ZACTRAN® (gamithromycin).

**EXZACTLY** THE RIGHT ANSWER FOR YOUR OPERATION.

Stress putting your calves – and profits – at risk?<sup>1</sup> Get 10-day BRD control with a single treatment of ZACTRAN.<sup>2</sup>

In field trials, clinically ill cattle given ZACTRAN showed a significant improvement within 24 hours.<sup>3</sup> And most cattle treated with ZACTRAN stayed healthy for the full 10-day

study.<sup>2</sup> That can mean fewer retreatments<sup>4</sup> and healthier margins. Talk to your veterinarian about prescription ZACTRAN. It's exZACTly right to control BRD risk with one treatment.



Give subcutaneously  
at 2 mL/110 lbs.

**ZACTRAN**  
(gamithromycin)

**IMPORTANT SAFETY INFORMATION:** For use in cattle only. 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, or in calves to be processed for veal. The effects of ZACTRAN on bovine reproductive performance, pregnancy and lactation have not been determined.

<sup>1</sup> ZACTRAN product label.

<sup>2</sup> 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.

<sup>3</sup> 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.

<sup>4</sup> 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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**OUTSIDE THE BARN**

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- Country Cattle
- Cattlemen's News

**CLICK on "SERVICES" then "WORKSHEETS" to download our interactive Backgrounding Worksheet to your computer desktop. Open the file and fill in your own data for automatic computation.**





Artificial insemination and palpation classes for high schools and colleges are part of a plan underway at Flying Cow Genetics in Welch, Okla.

Photo Submitted by Flying Cow Genetics

#### REPRODUCTION SERVICES • CONTINUED FROM PREVIOUS PAGE

microscope work, which entails searching and sorting embryos. Small does all the AI work and has staff members on board to fulfill the crucial schedule needs for breeding cycles. And, Small credits the relationship with Trans Ova Genetics as an opportunity to provide a fully comprehensive breeding facility.

"We wanted to be involved with IVF so we could offer all of the aspects of the embryo transplant program," Small said. "We wanted to be involved with Trans Ova, specifically, because they are the best in the business. They contacted me to help do business in this area because it is a heavily populated cattle area. It was just a very synergistic deal for both companies."

Trans Ova, who completes the IVF work for Flying Cow Genetics, is based in Sioux Center, Iowa, and has agreements with multiple facilities to serve as satellite stations throughout the United States. The company has been in business for more than 30 years specializing in embryo transfer technologies, and other advanced reproductive technologies such as IVF, sexed-semen, genetic preservation and cloning.

Trans Ova currently performs collections for IVF at Flying Cow Genetics every-other-Tuesday. Donor cows not housed at Flying Cow Genetics can be scheduled for oocyte, (unfertilized egg cells) collection and brought into the facility. After collection, the oocytes are shipped to a Trans Ova IVF lab for fertilization in Centerville, Texas, and fertilized

there. Clients pre-arrange the semen selection and the fertilized eggs mature in an incubator for seven days. The viable embryos are then transferred into recipient cows, as specified by the client.

In addition to working with clients, the staff at Flying Cow Genetics plans to collaborate with local high schools and colleges to schedule AI and palpation classes. According to Small, this will be an opportunity to foster interest in embryology, which he thinks has been in decline in the last several years.

"When I go to American Embryo Transfer Association meetings, there are very few young people involved," Small said. "And, I hope the classes can help address common misconceptions some people have with various breeding techniques."

While Flying Cow Genetics has a strong regional customer base already in the making, the extensiveness of the staff's capabilities and the facility's amenities are drawing customers from far outside local boundaries. Customers have come from as far as Oregon, California and New York.

"Some of that just has to do with who you know and are comfortable working with," Small said. "We serve a community of people who like to know what to expect and appreciate hard work and efficiency. We have tried to provide that in our service for years, and now I feel like we have the facility to provide more options."

— Source: Release by Flying Cow Genetics.



## BUSINESS BEAT

### Certified Angus Beef® Brand Sets Seventh Straight Record

**Licensed partners cater to consumers, achieve 6.7% increase in fiscal 2013**

**C**ertified Angus Beef LLC reported record sales of its signature Certified Angus Beef® brand, marketing more than 60 million pounds of product every month in fiscal 2013. Its network of 16,000 licensed partners worldwide sold 865 million pounds for the year that ended Sept. 30, an increase of 6.7% or 54 million pounds.

As the brand's 35th anniversary marked a seventh consecutive year of growth, company president John Stika credited leadership from those partners and rising consumer demand for premium beef. A brand that consistently satisfies consumers offers a strong value for their dollar, he noted.

"The quality beef movement our partners lead is gaining momentum," Stika said. "Everyone associated with it takes great pride in being part of a community that is committed to quality, and something much larger than ourselves."

Research conducted this year showed 92% recognition of the three-word phrase, and 94% recognition of the Certified Angus Beef® brand logo, more than double the closest other brands. Moreover, most consumers said they expect the best quality beef when they see the brand marks and will pay more for it—at least another \$1 per pound at retail and \$3 more per menu item in restaurants.

#### Shattering monthly records

That helped fuel growth across all sectors. Sales of premium steak cuts (middle meats) rose 6.6%, with end meats gaining 6.9% and ground beef up 5.1%. Increased sales were also reported for the Prime and Natural brand extensions — 15% and 4.6%, respectively.

Sales were strong all year, especially during summer, when partners heavily promoted steaks for the grilling season. Fiscal 2013 was the first year with at least 60 million pounds sold each month, and 10 months set individual sales

records. August, with sales of 83 million pounds, was the all-time highest.

#### Retail, foodservice, international and processor gains

Growth was also balanced among divisions. Retail partners again accounted for the most sales, 46%, and their 398

million pounds was an increase of 3.1% for the year. Sales for the top 25 retail chains were up 8%; with the top 14 that regularly featured the brand in circulars and promotions up 26%.

As consumers continue to seek high-quality convenient meals, sales of value-added products set a new record of 24 million pounds, up 11.6%. Beef for fajitas, marinated steak, fresh corned beef and brisket led sales. Foodservice partners made up nearly one-third of the brand's total sales this year, responding to consumer demand for quality beef to set the record of 276 million pounds sold, up 6.2%. Much of the increase came from distributors

licensed longer than two years, showing strong growth in established markets. In turn, sales at licensed restaurants were up 11%, demonstrating the brand's relevance to chefs, operators and the consumers reading those menus.

An international sales increase of 17% shows the demand for premium beef crosses borders and oceans. The record 110 million pounds was the first year sales outside the United States topped 100 million pounds. Although some large markets like Russia and Saudi Arabia remain limited or closed to U.S. beef, the Certified Angus Beef® brand

**CONTINUED ON PAGE 35**

# REPLACEMENT COW SALE

**6 p.m. | Fri. | Nov. 22, 2013**

**Joplin Regional Stockyards**

**Carthage, Missouri | I-44 & Exit 22**

**EXPECTING 1000 HEAD WITH THESE EARLY LISTINGS**

**85 Spring Calving Cows, 4-7 years old**

Blacks & Reds. Bred to Charolais bulls.

**48 Red Angus Coming 2-Year-Olds**

AI bred to LBW Red Angus bulls. Cleaned up with Circle A LBW Angus bulls.

**90 Spring Calving Cows, 3-6 years old**

Bred to Red Angus bulls.

**20 Fall Pairs, 3-6 years old**

Running back with Red Angus bulls.

**72 Angus Plus Heifers**

Bred to Express Ranch calving-ease bulls. Start calving March 1st.

**30 Beefmaster Heifers**

Bred to Express Ranch calving-ease bulls. Start calving March 1st.

**7 Red Angus Bulls, 2 years old**



Bailey Moore  
417.540.4343

Skyler Moore  
417.737.2615

**Call Today to Consign!**



**www.joplinstockyards.com**



Jackie Moore  
417.825.0948

Chris Byerly  
417.850.3813



# I wish to enroll in JRS Value Added Program

Document No: JRS 1 Revised March 19, 2009

Check Protocol: ☐ JRS Calf / ☐ JRS Vac 45 / ☐ JRS Vac 45 / ☐ JRS PVP

Vac Sourced / Weaned Sourced / Non-Sourced / Aged & Sourced

You are required to show vaccine receipts and complete this form 7 DAYS

## PRIOR TO SALE DATE to:

JRS Value Added Enrollment, P.O. Box 634, Carthage, MO 64836 or fax to 417-548-2370: For more info or questions please call Mark Harmon or Troy Watson at 417-548-2333. Info is also available on our website: [www.joplinstockyards.com](http://www.joplinstockyards.com)

### RANCH/OPERATION INFORMATION

Name cattle will be check in as or sold as: \_\_\_\_\_

Owner/Manager \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Cell \_\_\_\_\_ Fax \_\_\_\_\_

Field Representative \_\_\_\_\_

Location of where value added tags were purchased \_\_\_\_\_

### VALUE ADDED SALE DATES

Thursday, December 5, 2013  
Thursday, January 2, 2014  
(Wean Date: Nov. 18, 2013)  
Thursday, January 9, 2014  
(Wean Date: Nov. 25, 2013)

### Marketing Information

Total Number of Head Enrolling (est) \_\_\_\_\_ Steers \_\_\_\_\_ Heifers \_\_\_\_\_

Weaning Date, if applicable (mm/dd/yy) \_\_\_\_\_

Approximate Marketing Date (mm/dd/yy) \_\_\_\_\_

### Birth dates of calves for producers in the GAM-1 or JRS/PVP program:

Birth date of oldest calf in group (mm/dd/yy) \_\_\_\_\_ (example: 02/01/07 – 04/01/07)

### Other Management Practice Information

Please check and date all that apply:

☐ Dehorned \_\_\_\_\_ ☐ Bunk-broke \_\_\_\_\_ ☐ Tank broke \_\_\_\_\_  
(date) (date) (date)

Vaccinations should be administered in the neck area following Beef Quality Assurance guidelines.  
Write date of administration for each product used in appropriate area, month and day.

PRODUCT ADMINISTERED				
Vaccine Protocol	List Product and Brand Name	JRS Calf Vac Sourced	JRS Vac 45 Weaned Sourced	JRS Vac 45 Non-Sourced
Respiratory Virals IBR-BVD-PI3-BRSV 1 <sup>st</sup> Round MLV or Killed Booster Dose MLV only		X 1 <sup>st</sup> Dose Date	X 1 <sup>st</sup> Dose Date X Booster Date	X 1 <sup>st</sup> Dose Date X Booster Date
Clostridia/Blackleg		X	X X	X X
Haemophilus Somnus (Optional)				
Mannheimia (Pasteurella)		X	X	X
Haemolytica			X	X
Parasite Control (Dewormer)				
Implant				
PRODUCT ADMINISTERED				
Vaccine Protocol	List Product and Brand Name	JRS/PVP Calf Aged & Sourced	JRS/PVP Vac 45 Aged & Sourced	X indicates required shots. Calves enrolling in the Calf Vac program need to be processed 4-6 weeks prior to selling. Calves worked and processed for the Vac 45 weaning period are REQUIRED to have the BOOSTER 2-5 weeks after first round of shots.
Respiratory Virals IBR-BVD-PI3-BRSV 1 <sup>st</sup> Round MLV or Killed Booster Dose MLV only		X 1 <sup>st</sup> Dose Date	X 1 <sup>st</sup> Dose Date X Booster Date	
Clostridia/Blackleg		X	X X	
Haemophilus Somnus (Optional)				
Mannheimia (Pasteurella)		X	X	
Haemolytica			X	
Parasite Control (Dewormer)				
Implant				

All males are to be guaranteed steers and all heifers are guaranteed "open". If any bull(s) are found, seller will be billed for the loss of the buyer, sellers of any bred heifer(s) will be given the option to take home the bred heifers or billed the loss after the re-sale of bred heifer(s)

### PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES

I certify that the calves listed meet or will meet JRS requirements and products have been or will be administered according to label directions and BQA guidelines. I also certify that the information on this form is true and accurate.

Signature of either OWNER/MANAGER OR VETERINARIAN IS REQUIRED

Signature of Owner/Manager /Veterinarian \_\_\_\_\_ Ranch/Operation Name \_\_\_\_\_ Date \_\_\_\_\_

### JRS Source and Age Verification Program

For Producers wanting to enroll in our Age and Source Verification, JRS has teamed up with Global Animal Management (GAM) PVP (Process Verified Program) for age & sourced cattle.

No Premise number or on-site evaluation is required, only a simple 24 question form will need to be completed and faxed or mailed to JRS. After filling out the questionnaire, a representative from GAM will contact you for any additional information pertaining to the questionnaire. This information will include calving records, bull turn-in date, farm product receipts, etc. For any questions call Troy or Mark @ (417) 548-2333.

Call JRS to obtain questionnaire.



BUSINESS BEAT

USDA Approves First Combination  
MLV Vaccine for BVD 1b

Research shows 1b now the most common  
BVD virus strain

The U.S. Department of Agriculture (USDA) has issued the Veterinary Biological License for Viralign 6®, the first combination modified-live virus (MLV) vaccine to provide targeted protection against bovine viral diarrhea (BVD) virus 1b — the most predominant BVD virus strain in the United States. Marketed by Elanco, Viralign 6 also provides protection against BVD viral strains 1a and 2, bovine respiratory syncytial virus (BRSV), infectious bovine rhinotracheitis (IBR) virus and parainfluenza<sub>3</sub> (PI<sub>3</sub>) virus.

“Until now, veterinarians and producers have relied on combination vaccines with BVD 1a and 2 to cross protect against what is now the most predominant strain: 1b,” says Carl Guthrie, D.V.M. and director of Elanco beef technical services. “We are pleased that Elanco’s debut cattle vaccine is the very first USDA-approved MLV vaccine to include antigens for all three major BVD viruses, including 1b.”

This first-of-its-kind vaccine enables low-volume, subcutaneous administration in cattle 5 months of age or older.

“Even though producers have vaccinated for the BVD virus for years, research shows its incidence has not gone down, and 1b has replaced 1a as the most predominant BVD strain,” says Guthrie. “The good news is that ongoing vaccination programs appear to have decreased the predominance of 1a in the United States. But, it also suggests current modified-live 1a vaccines may not adequately protect calves from 1b infections. Since BVD is the most costly viral disease in cattle, Viralign 6 is an important herd-health tool that will help combat all three major BVD strains.”

BVD is evolving, highly  
contagious

The BVD virus is an RNA virus, which means it is more

susceptible to mutation. That’s why researchers monitor BVD viral strains to identify changes in predominance. In fact, a USDA Agriculture Research Service analysis of diagnostic samples shows there has been a shift in predominance of BVD viral strains in the United States. In 1988, subtype 1a was predominant at 51 percent. Twenty years later, 1a ranked third at 18 percent, while subtype 1b had increased in predominance from 41 percent to 61 percent. At the same time 1a was decreasing, the overall incidence of BVD virus did not decline.

“One of the primary sources of the BVD virus is exposure to persistently infected (PI) animals — cattle that are few in number, but shed large amounts of the virus throughout their lives,” says Brad Williams, D.V.M., MBA and Elanco senior technical consultant. “Comprehensive research involving 21,743 head shows that 78 percent of PI cattle were infected with 1b.”

According to another study, calves exposed to a PI calf are 43 percent more likely to require treatment for bovine respiratory disease (BRD). And, due to the immune-suppressing nature of BVD, cattle might not show signs of infection even though they suffer from subclinical respiratory and other profit-robbing diseases.

New six-way vaccine  
proven safe, effective

The USDA has reviewed studies documenting no adverse effects attributable to Viralign 6. Additional research shows calves vaccinated with Viralign 6 and then exposed to 1b had no clinical signs of BVD, unlike their control counterparts — 80 percent of which showed signs including diarrhea, nasal discharge, rapid respiration and watery eyes.

“Elanco has a long history of bringing respiratory disease management innovation to the

CERTIFIED ANGUS BEEF  
CONTINUED FROM PAGE 33

found strong growth in South America’s Columbia, Chile and Peru. Canada, Mexico, Hong Kong and Japan represent the highest volume markets.

Record started with focused  
supply

The acceptance rate, which tracks those Angus-type cattle meeting all 10 of the brand’s specifications, rose to a record 24.2% last year. Cattlemen and women aim for those standards because of the higher prices they command, so despite a relatively static number of Angus cattle, their

focus on quality genetics and management netted another 200,000 head that qualified for the brand. That was the equivalent of an extra three weeks of production in the year, and 66 million more pounds of product going into Certified Angus Beef® brand boxes.

“It’s clear that we have a hallmark opportunity to drive taste to consumers,” said Stika. “Their increasing demand equals increasing trust in the brand. Our responsibility is to stay focused on providing the flavorful, quality beef consumers want, and to understand the value it has to them.”

— Source: Certified Angus Beef

industry. Viralign 6 represents a new health management solution that can make a profit-enhancing impact on our customers’ operations. Viralign 6 can help beef producers more effectively manage BVD by providing more targeted protection against 1b,” says Guthrie.

Viralign 6 is available in convenient 10-dose and

50-dose packages through veterinarians and animal-health distributors. See the product label for more information or contact your Elanco sales representative or technical consultant, or visit Elanco.us.

— Release from Elanco Animal Health.

JOPLIN REGIONAL STOCKYARDS  
Process Verified Program Tags  
for Value Added Sales

May be purchased from:

- JRS – Monday thru Thursday 8 to 4 pm
- Animal Clinic of Monett (417) 235-4088
- Vet Office on Sale days (417) 548-3074
- Mac’s Vet Supply-Monett (417) 235-6226
- Feed & More-Mt. Vernon (417) 471-1410

Only visual tag required for JRS Vac-45,  
JRS Calf Vac and JRS Stocker Vac.  
Age & Source / PVP qualifications & tags  
are handled through JRS

For More Information Call  
Mark Harmon or Troy Watson

417.548.2333

Value Added Sales:

Dec. 5, 2013  
Jan. 2, 2014  
(wean date Nov. 18, 2013)  
Jan. 9, 2014  
(wean date Nov. 25, 2013)



# Feeder Cattle & Calf Auction

September Receipts 15,647 • Last Month 15,145 • Last Year 16,130

## October Video Sales

Video Sales from 9/30, 10/07, 10/21, & 10/28 • Total Video Receipts: 1,903

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 condtions 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: 09/30/13		South Central States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering: 967							
		FEEDER STEERS		MED & LG 1				FEEDER HEIFERS		MED & LG 1-2		
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
80	625	625	\$174.00	\$174.00	Dec	250	760	760	\$150.00	\$150.00	Current	
		FEEDER HEIFERS		MED & LG 1-2				Eastern States	All States	East of the	Miss., La.,	& Ark.
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			FEEDER STEERS		MED & LG 1		
239	845	845	\$156.00	\$156.00	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
340	880	880	\$152.35	\$152.35	Current	58	825	825	\$153.50	\$153.50	Nov	

Date: 10/07/13		South Central States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering: 447							
		FEEDER STEERS		MED & LG 1				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	
83	600	600	\$176.00	\$176.00	Dec	65	750	750	\$151.50	\$151.50	Dec-Jan	
		FEEDER HEIFERS		MED & LG 1-2				Eastern States	All States	East of the	Miss., La.,	& Ark.
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			FEEDER STEERS		MED & LG 1-2		
61	820	820	\$159.00	\$159.00	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
59	850	850	\$155.75	\$155.75	Current							
120	825	825	\$157.00	\$157.00	Nov							
59	850	850	\$156.00	\$156.00	Nov							

Date: 10/21/13		South Central States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering: 276							
		FEEDER STEERS		MED & LG 1				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	
65	750	750	\$164.00	\$164.00	Nov-Dec	82	580	580	\$172.50	\$172.50	Mar Value Added	
		FEEDER HEIFERS		MED & LG 1-2				Eastern States	All States	East of the	Miss., La.,	& Ark.
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			FEEDER STEERS		MED & LG 1-2		
61	825	825	\$156.00	\$156.00	Jan	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	
68	725	725	\$160.00	\$160.00	Feb							

Date: 10/28/13		South Central States	Texas, Okla.,	New Mexico, Kansas, Mo.	Offering: 213							
		FEEDER STEERS		MED & LG 1				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	
68	820	820	161,25	\$161.25	Current	85	580	580	\$171.00	\$171.00	Mar Value Added	
		FEEDER HEIFERS		MED & LG 1-2				Eastern States	All States	East of the	Miss., La.,	& Ark.
HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY			FEEDER STEERS		MED & LG 1-2		
60	835	835	\$158.50	\$158.50	Current	HEAD	WT RANGE	AVG WT	PRICE RANGE	AVG PRICE	DELIVERY	

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

## Tune in to the JRS Market Report



Monday 11:38 a.m.  
Wednesday 11:38 a.m.



Monday 12:15 p.m.  
Wednesday 12:15 p.m.



Monday 12:40 p.m.  
Wednesday 12:40 p.m.



M-F 9:55-10:05  
(during break before AgriTalk)  
M/W/F Noon Hour  
(during Farming in the Four States)  
T/Th Noon Hour (after news block)



Monday 12:50 p.m. & 4:45 p.m.  
Wednesday 12:50 p.m. & 4:45 p.m.



## ON THE CALENDAR

### KOMA Beef Conference Set

#### Joplin Regional Stockyards to host Jan. 14 event

**P**roduction practices and animal welfare are among the topics for the annual KOMA Beef Conference, slated for Jan. 14, 2014 at Joplin Regional Stockyards, near Carthage, Mo. University of Missouri Extension Regional Livestock Specialists and Oklahoma Cooperative Extension Area Livestock Specialists are working together to put on the event.

Speakers for the meeting will be Dr. David Rethorst, director of outreach, The Beef Cattle Institute, Kansas State University, discussing production practices and animal welfare as it relates to sustainability of your beef cattle operation; Dr. Justin Sexten, MU extension state beef cattle nutrition specialist, discussing alternative feedstuffs; and Scott Clawson, Oklahoma Cooperative Extension Service

northeast area agriculture economist, providing a beef cattle economic outlook as well as discussing the future of herd expansion in the beef cattle industry. In addition, a panel of speakers will be on hand to address artificial insemination, producing quality baleage, commingling cattle and video marketing of cattle. A question and answer session will follow the panel.

The conference This event will begin in the afternoon and last into the evening with a meal being catered by Joplin Regional Stockyards. Also during the meeting there will be vendors there to discuss their products that might be helpful to your beef cattle operation.

The cost of the event will be \$25 in advance and \$30 at the door. If you have any questions on the meeting or are interested

#### FARMER'S AGE • CONTINUED FROM PAGE 30

15.4 years (see Figure 3). This difference has not changed much since 1980, implying that U.S. farmers and the U.S. labor force are aging in concert -- if anything, farmers are aging somewhat slower. However, it is worth noting that in 2010, only 4% of the U.S. labor force was 65 or older.

#### Summary Observations

U.S. farmers are aging, but their aging mirrors the U.S. labor force. The U.S. farmer population is older than the U.S. labor force, but this has been true since 1980 and likely much earlier. The older age of farmers is consistent with farming being capital intensive. It takes time for someone to accumulate the capital necessary to compete in U.S.-style farming, either

through inheritance or savings or both. While much is written about the need to replace the aging U.S. farmer population, the 1970 period of farm prosperity suggest the current period of prosperity will lead to an influx of younger farmers, sons and daughters of existing farmers and from non-farm backgrounds. This influx will likely occur over a number of years and its magnitude will depend on the staying power of the current farm prosperity. In short, putting the age of farmers in perspective suggests the U.S. will likely have little problem replacing its aging farmer population.

This publication is also available at <http://aede.osu.edu/publications>.

— Source: University of Illinois and The Ohio State University.

in being a vendor at the meeting please contact the Cedar County MU Extension Center at 417-276-3313 or by email at [davismp@missouri.edu](mailto:davismp@missouri.edu).

— Source: University of Missouri Extension.

Check Out the JRS Page on  
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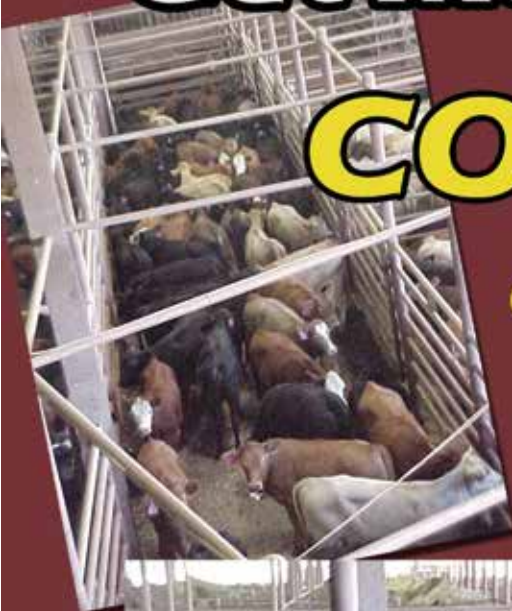
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## Event Roundup

### November

- 8 Genex Customer Appreciation Open House - Strafford, Mo. PH: 417-736-2125
- 9 Ratcliff Ranches Fall Production & Customer Appreciation Sale • Vinita, Okla. • PH: 918-256-5561
- 9 Moser Ranch Bull Sale • Wheaton, Kan. PH: 785-396-4328
- 15 Oklahoma Select Replacement Heifer Sale Buford Ranch Sale Pavilion, near Welch, Okla. PH: 918-944-0270
- 15 Show-Me-Select Replacement Heifer Sale Joplin Regional Stockyards, Carthage, Mo. PH: 417-466-3102
- 21 Video Special • Joplin Regional Stockyards, Carthage, Mo. • PH: 417-548-2333
- 23 Sydenstricker Genetics Annual Angus Production Sale Mexico, Mo. • PH: 573-581-1225
- 25 Green Springs Bull Test Sale • Mo-Kan Livestock Auction, Passaic, Mo. • 417-448-7416
- 25 Yearling Special • Joplin Regional Stockyards Carthage, Mo. • PH: 417-548-2333

### December

- 5 Value Added Feeder Calf Sale • Joplin Regional Stockyards Carthage, Mo. • PH: 417-548-2333
- 14 Finley Bros. Cattle Co. Complete Dispersal Sale of Angus Cattle & Equipment • Joplin Regional Stockyards, Carthage, Mo. • PH: 918-540-4973
- 18 Last sale of 2013 at Joplin Regional Stockyards
- 19-31 JOPLIN REGIONAL STOCKYARDS CLOSED

### January

- 1 Joplin Regional Stockyards Open to Receive Cattle
- 2 Regular Feeder Cattle, Yearling & Value Added Sale Joplin Regional Stockyards, Carthage, Mo. PH: 417-548-2333
- 2-4 Missouri Cattlemen's Association Annual Convention & Trade Show • Tan-Tar-A, Osage Beach, Mo. PH: 573-499-9162
- 9 Value Added Feeder Calf Sale • Joplin Regional Stockyards Carthage, Mo. • PH: 417-548-2333
- 14 KOMA Beef Conference • Joplin Regional Stockyards Carthage, Mo. • PH: 417-548-2333



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A photograph of a brown cow and her calf in a field. The cow is on the left, looking towards the camera. The calf is on the right, looking up at the cow. The text "WHAT ARE YOU WAITING FOR?" is overlaid on the left side of the image in large, white, bold, sans-serif capital letters.

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