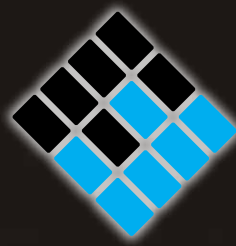


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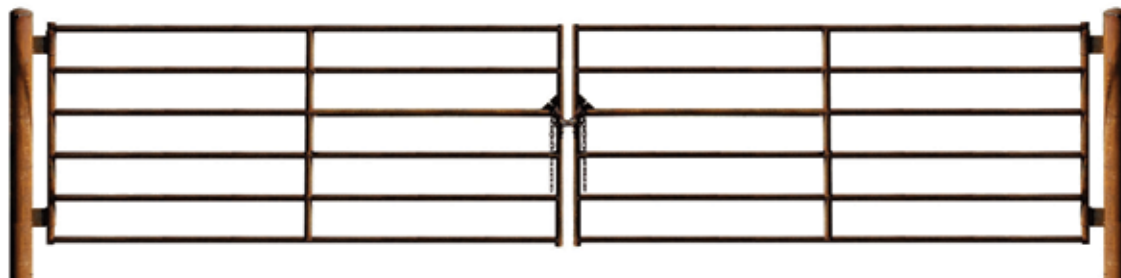
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ON THE BLOCK

Fat cattle trade has been better than any of us thought it would be, staying good in recent weeks. Overall, the market has been pretty much a steady affair. Yearling trade has been good the last month. Calves that have been weaned and have had some shots have also sold well. Of course, it is the dog days of summer, but those calves that come in not weaned and vaccinated, as well as the bull calves, have been a little tough to sell. Looking forward into August, it wouldn't surprise me to see the fat cattle come a little lower. It's also the time of year, though, that we see folks start buying some calves as they finish up on some of their work. I really look for the calf and feeder cattle market to be a steady affair through most of the rest of the year.



We're seeing a lot of the backgrounders buy cattle and lock them in for November or December delivery. A lot of those cattle pencil really well. Opportunity sure exists if you want to try and capture some value that way.

As we get closer to weaning those spring-born calves, it's really important for you to manage their health. Getting calves weaned and vaccinated is especially critical in the fall. Those calves that haven't been are simply hard to sell, and this year won't be any different. There's getting to be a huge difference between a weaned and an unweaned calf — \$10 or \$15 per hundredweight or \$50 to \$75 per head is a pretty good amount of money to wean one.

Good luck and God bless.

Jackie



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Get to know Corbitt Wall, the man behind Feeder Flash - real-time feeder cattle prices, reports and commentary heard five days a week. See page 21.

—Cover photo by Rural Route Creations.

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Less is More

The benefits of program or limit feeding

By Justin Sexten for Cattlemen's News

Fair to say we live in a time of more. Larger equipment, increased stocking rates, bigger cattle, and that's only naming a few. Most increases in size or scale are made in the name of efficiency. Cover more acres in less time, spread risk across more cattle or dilute cost with greater weight gain.

A recent paper by Tyler Spore and co-workers offers an interesting look at an alternative model where efficiency was achieved using less. Over the years, the K-State Beef Stocker Unit has explored a number of ways to improve growing cattle health and performance. In this experiment they revisited a concept first explored in the 1970s: feeding

high-energy diets to receiving calves.

This approach is based on the greatest challenge of starting high-risk calves: low energy intake due to stress. Our first goal should be to reduce stress. After that, only two ways exist to increase energy intake: consume more feed or increase the feed's energy density.



This experiment used four diets with a range of energy concentrations achieved by replacing hay with rolled corn. The highest energy diet was 39% rolled corn and 13% forage while the lowest energy diet was 45% hay and 8.5% corn. All diets contained 40% sweet bran. The group then limited feed intake to target a 2.2 ADG.

Limit feeding, or in this case program feeding, is where less was more. There were no differences in ADG (as expected based on programmed feeding for 2.2 ADG), yet feed efficiency was improved by 22% by using the high-energy diet. Over the 55-day experiment, the high-energy fed calves consumed 120 pounds less feed than the low-energy diet.

This improvement in feed efficiency could be attributed to improved dry matter digestibility and more favorable rumen fermentation products for gain. I realize few readers get as excited about rumen dynamics as the author, but you can do the math on the feed savings it caused above.

What should not go unnoticed in this efficiency discussion is the labor savings offered by program feeding. With improved diet digestibility and lower dietary forage, total manure output is reduced in this system. While a valuable fertilizer, few will argue with the labor and machinery savings of handling less manure, especially those of you who recall the bedding challenges of the most recent long, wet winter.

Another labor efficiency you might find in this model is an improved ability to find calves breaking with respiratory disease. While the authors didn't report on such data, if we think through the behavior of a limit-fed calf who gets fed once daily, it's not hard to see how this could work to your advantage. With adequate bunk space, you expect all cattle to come to the truck when limit or program fed.

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CONTINUED ON NEXT PAGE

**LESS IS MORE
FROM PREVIOUS PAGE**

Once you start supplementing calves, they come to the truck. Then, you start looking for those who don't because something is not normal. In a program-fed system you can feed and check calves at the same time taking advantage of this natural behavior.

Most feeders cite two drawbacks to program or limit feeding, and both are related to knowing how to limit or program feed the cattle. In the '70s and '80s, program feeding was challenging because acidosis was more common in higher energy diets. Now with co-product feeds like sweet bran (in this experiment) or distillers grains, this risk of acidosis can be reduced.

The challenge of developing a programmed feeding plan can be overcome by consulting with your nutritionist. Work to develop an energy-dense diet but perhaps more importantly, discuss a feeding and bunk management plan. With cloud-based feeding technologies like Performance Beef, both nutritionist and feeders can communicate in real time as feed intake changes over the feeding period.

Making a plan to do more with less makes sense in a normal year, yet this year appears anything but normal. For some, high-energy corn diets may give way to an abundance of prevent plant cover-crop feed options. In those areas where a corn crop is made, consider feeding systems that offer feed and labor efficiencies.

—Justin Sexten is vice president of strategy, Performance Livestock Analytics.

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DEALER INQUIRY INVITED

The Negative Consequences of Fetal Programming

The weather could affect your cows' performance

By David Rethorst for Cattlemen's News

One of my observations after 42 years of practicing predominantly beef cattle veterinary medicine is that spring-born calves weaned the fall after a tough winter can be an absolute wreck after they are weaned. About any respiratory bug can be involved, but it seems that Myco-



plasma and Histophilus are more prevalent in these calves.

Twenty years ago, I attributed this to tough winter, thin cows, poor colostrum, compromised immune system. While this is true, we now know that there is more to it than the quality of the colostrum. I bring this up because of the severity of this past winter and spring, which resulted in a number of thin cows, down cows, weak and dead calves. Just because the surviving calves are alive, does not mean they are normal. Perhaps this is the year to think outside the box on how you prepare your calves for weaning and/or sale.

I recently had the opportunity to hear my friend, Rick Funston, who is with the University of Nebraska and who has done a great deal of research on fetal programming, speak at a meet-

ing. Rick reminded us that their initial findings on the negative impacts of gestational nutrition were by accident. The gold standard for cow nutrition for years had been that if cows were in good enough shape at the beginning of calving season that they bred back in an acceptable manner. That was all that was needed.

Then, they were doing a study on winter supplementation of cows to determine how the cows bred back and found that the steers from the supplemented cows had better feedyard performance than the steers from the un-supplemented cows. In a similar manner, the yearling reproductive performance of the heifers out of the supplemented cows was better than that of the heifers out of the un-supplemented cows. It was a finding that was an unintended consequence.

Since that initial finding, Rick, as well as researchers such as Travis Mulliniks, Reinaldo Cook and others have looked at not only the performance impact of fetal programming, but also the health impact. As one reviews their research and even some old research by Larry Corah in the 1970s and Frank Blecha in the early 1980s, it is very evident that gestational nutrition impacts colostrum absorption and other immune function for the lifetime of that animal whether it be in the feedyard or the cow herd. Basically it takes a better nutrition plan to optimize the lifetime health and performance of the calf than it does to get the cows bred back. Now that is a paradigm shift.

With all being said, we have our work cut out for us as we start thinking about weaning the 2019 spring calves. These calves were not all created equally because of varying levels of nutrition the dams of these calves experienced last winter. Many of them appear to be normal, yet they have a compromised immune system. This means that normal respiratory tract inhabitants such as Mannheimia, Histophilus, and My-



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CONTINUED ON NEXT PAGE

NEGATIVE CONSEQUENCES FROM PREVIOUS PAGE

coplasma will rear their ugly heads in near epidemic-like fashion if we do not carefully plan how we are going to handle these calves.

It is my personal belief that we must do all that we can to care for the resources that God has entrusted to our care. This means that whether one is weaning calves at home or selling them off the cow, some practices should be done, all of which work to enhance the immune function of the calf. First, consider how stress can be reduced on these calves such as use of fence-line weaning or other low-stress weaning techniques. If the male calves have not been castrated, consider when to do that in order to minimize the stress associated with this practice.

Provide basic vaccinations such as respiratory vaccines without trying to see how many different antigens can be put in the calves in one time thru the chute. Avoid the endotoxin stacking associated with Gram-negative vaccines such as Mannheimia and Histophilus by limiting the number of these vaccines given at one time. I like to use an injectable avermectin to deworm the calves 21-28 days prior to weaning. These products will not only deworm the calf, which will enhance immune function, but will kill any worm larvae that might reinfect the calf prior to weaning. Depending on the area and the cows' mineral program, the use of an injectable trace mineral product could be indicated to help optimize immune function.

Please consult your veterinarian to see what they recommend for your area. Please do your part in reducing the morbidity and mortality associated with weaning in the beef industry by planning ahead and providing what is needed for the resources that God has entrusted to your care.

—Source: Dr. David Rethorst is a veterinary practitioner and consultant, BeefSolutions, Wamego, Kansas.

PASTURE PLANNING

Weed Eliminator

New tests by MU scientists will kill weed seeds before they become weeds

Kill seeds before they become hard-to-kill weeds. Kevin Bradley will study that plan with help from Missouri farmers.

The University of Missouri Extension weed specialist plans research on crushing seeds before they hit the ground. That stops weeds competing with crops next season. Over time, that depletes soil seed banks.

The task is big. Some herbicide-resistant weeds grow several hundred thousand seeds or more per plant.

At the annual Pest Management Day, July 9, at MU Bradford Research Center near Columbia, Bradley asked soybean farmers to volunteer to help.

Soon to arrive at the MU research farm is a Case IH combine with an attached "seed terminator." The mill grinds

seeds to dust. Tests in Australia with a similar system showed more than 90 percent of weed seed was not viable after exiting the terminator.

Bradley wants to test his idea and machine on weed-infested farm fields in Missouri. He's looking for soybean fields of 50 to 80 acres, preferably no more than 100 miles from Columbia.

Bradley has spent his research career at MU since 2003 studying all kinds of weed controls, including chemicals. But with repeated use of each new herbicide, farmers select more resistant weeds.

If only a few weeds escape control each year, those survivors produce thousands of seeds that farmers contend with in future years.

Bradley recently shifted gears in his research to look for alternative controls for problem weed species.

In addition to the seed terminator machine, Bradley evaluated the impact of windrow burning. Chaff and weed seed left behind the combine is windrowed and burned. The fire kills weed seeds.

Bradley's team conducts research on weed management at the Bradford Research Center as well as other MU research farms around the state.

Farmers wanting to cooperate can contact Bradley through their regional MU Extension agronomists. Every county has an MU Extension office.

Upcoming MU research farm field days: Aug. 6 at Greenley Research Center in Novelty; Aug. 27 (morning), Graves-Chapple Research Center, Rock Port; and Aug. 27 (evening), Hundley-Whaley Center, Albany.

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—Source: University of Missouri Cooperative Media Group.

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Under The Wire



by Gary Hodgson

Everything I know about people, I have learned from cows. This may be the 100th time I have begun an “Under The Wire” with that statement. Its accuracy continues to astound and amaze me.

Throughout my years of doing business, everything from trading horses and cattle, running a livestock auction, selling advertising on our radio network and hiring people for a variety of reasons, I have met a lot of types of people. Most were wonderful, trustworthy folks. Some became lifelong friends and business associates. Then there are the others. Some of them remain memorable, but for entirely different reasons. My problem has always been telling the two types apart. By nature, I want to trust them all.

Various ways exist for sorting them. Job applications, credit checks, references and interviews. All can be misleading and cause for disappointment from time to time. “There must be a better way,” I think after a disappointing encounter.

Finally, after decades of pondering, I found the answer right in front of my eyes. Once again, cattle have the answer: EPDs.

Cattlemen and women reading this immediately recognize these three letters. For those who have not written a check for a new bull, let me explain. EPD in the cattle world stands for Estimated Progeny Difference. This is a record-keeping system on cattle that compares an individual against all the rest of the individuals in his herd or breed association. Numbers are assigned so anyone who is interested can compare one animal against the rest for various traits such as birth weight, potential size at weaning and one year of age and my favorite, disposition.

Using EPDs I can choose a bull who will be just as advertised. No surprises or mistakes. All it takes is a bit of tracking his relatives, mother, father, aunts, uncles, cousins, brothers and sisters and offspring. In our “big brother” world where there seems to be no secrecy on nearly every level, why doesn’t someone begin developing EPDs for people? Think about it. We could choose wives, husbands, sons-in-law, business partners or used car salesmen, all based on their EPD for honesty, work ethic, longevity and more. Once again, we learn something from cows. I tell you, it’s uncanny how much one can learn from following old bossy around.

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Home on the farm

by Anne Kennison

Time.

The most precious, wasted, underappreciated, fleeting resource on earth. Where does it all go?

As Americans we love to multitask, and I am no exception.

When we are in the car, I force my family to listen to audiobooks.

As a homeschooling mom, I am adept at taking advantage of captive children. And learning through stories is the best and most effective way to educate, in my opinion. Plus, I just cannot stand to waste time in the car.

So they listen begrudgingly until they are hooked. You can tell the story has sunk deep when you catch all four of them gazing dumbly out the window. Their glazed eyes are open, but they don't see a thing. They are deep inside the tale that is floating through the air into their ears and into their minds.

Over the years I have used books many times to give myself a better viewpoint on my life. It is so hard to see things comprehensively when you are swimming in the muck. Books can lift you up to a new vantage point. Nothing is more eye-opening and grounding than reading a true tale of someone who had it bad (worse than you have it) and lived to tell about it.

Because in reality, my life is cheesy easy in comparison.

I have running water, electricity, indoor plumbing, grocery pickup (can I get an AMEN?!), appliances that wash/dry, central heat and air. This list could go on and on and on.

Yet, I complain constantly that I have no time to get stuff done. Or that life is so hard and overwhelming. Not enough time.

How is that? How can modern life be so hard? Where does all the time go?

I truly think the problem is that we have TOO much time. We don't work hard enough. Let me rephrase. We do work hard but not at things that satisfy the soul. Or maybe that's just me.

(This is in no way being spoken from a pedestal. I am speaking to myself!)

Time spent in the virtual world, whether it is TV or Internet, is a known time-suck and depressant. And as we scroll and compare and obsess or look for the next fix, our lives are falling apart around us. Our relationships suffer because we are "gone" mentally. Our houses are never clean because we are so tired from the constant brain barrage. We don't have time to cook from scratch so we eat out. Then we sit with our takeout and zone out to the TV.

It is not a satisfying life. I don't want to live this way.

This is why books are so important to me.

One of my favorite series to listen to is The Little House on the Prairie series by Laura Ingalls Wilder. I love these no-frills books for so many reasons. I love Laura's simple, unpretentious voice. I love the details about life from a time I will never know. Mostly, I love it for the perspective it gives the kids and me.

Books hoist me out of my

modern-day ruts and show me how life used to be. It is so important to read about the human struggle.

I try not to glorify the old days. I am very aware that we have many things today that do make life easier and better. Like antibiotics, for example. But, life spent like Ma Ingalls sure does seem enticing. Her chores surely put my paltry list of to-dos into a more manageable light.

Books can also light a fire under me. They help me realize that I can do hard things. That I am made to do hard things. That if "she" could do it, so can I.

At the end of the day we are all allotted the same 24 hours. These hours stack into days. Days turn into weeks and then months and years. A lifetime. One life.

My goal going forward is spend more of those priceless moments in my own reality. As far as I can tell, this is the only way to make our modern-day world as satisfying as the good old days.

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Not Your Usual Cover Crop

Seven tips for planting soybeans as cover crops

Soybeans make an excellent choice as a cover crop this year, says University of Missouri Extension Soybean Specialist Bill Wiebold.

Floods and heavy precipitation kept farmers from planting many Missouri acres in corn and soybeans in a timely manner this year. In unplanted fields, Wiebold urges using soybeans as a cover crop to protect the soil's surface. Soybeans protect from wind and water erosion, heavy weed growth that adds to the weed seed-bank, and detrimental effects on the soil microbiome. "These effects may influence the field well after this season," says Wiebold.

Cover crop management and crop choice differ between summer- and fall-planted cover crops. Heat dictates planting of warm season crops. Cool season crops, usually reserved for fall planting, do not fare well in summer. As a warm season crop, soybeans grow quickly. Seed and planting equipment are easily available. Farmers know how to manage soybeans, while many do not know how to manage cover crops. As a side benefit, the legume fixes nitrogen.

Before planting a cover crop this year, Wiebold urges farmers to read the latest Risk Management Agency (RMA) Fact Sheet on prevented planting insurance provisions. He also suggests that producers contact their insurance provider and understand deadlines.

"It is critical that producers who are contemplating planting any species of cover crop obtain permission from their crop insurance agent and follow RMA guidelines," says Wiebold. "Do not put prevented planting insurance benefits at risk by performing an unapproved action. In a year like 2019, with highly unusual weather affecting crop management, it is important to check with regulating agencies often because revised provisions are possible."

Wiebold offers these practices for best results in planting soy-

beans as cover crops:

1 Broadcast seeding, including by airplane, works for cover crops and with summer annuals such as soybeans. However, the soil surface must stay wet during the entire germination process. At a minimum, germination needs five days. Soil surface temperatures may exceed maximum for successful germination. Increase seeding rates if broadcast planting. Plant with a row unit or drill for better establishment. Broadcast planting is usually faster.

2 Consider costs when choosing varieties. Do not worry about maturity group or biotech trait. Remember that most patented seed agreements prevent use of grain for planting purposes. Check with your seed dealer.

3 For a cover crop to be successful, it must develop full canopy closure quickly. To help this, plant narrow rows. Choose 15-inch rows over 30-inch rows. Use a drill with row spacing less than 10 inches to increase canopy closure by a few days. Use a 30-inch row planter if that is all you have, says Wiebold.

4 Choose a seeding rate between 60,000 and 100,000 seeds per acre to balance seed expense and soil coverage. More seeds may seem needed for canopy closure advantage, but the difference is too small to balance increased cost.

5 You do not need to use pesticides. A small risk of seedling diseases exists with untreated soybean seeds.

6 Plant into a clean field and scout for weeds after emergence. Cover crops suppress weeds on flooded and prevented planting acres. Apply a post emergence herbicide if weed growth becomes excessive.

7 Check RMA and insurance guidelines before making any decisions.

—Source: MU Extension release. 

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TRENDING NOW

Farming the Right Loan

Farmers.gov feature helps producers find farm loans that fit their operations

A new online tool can help farmers and ranchers find information on U.S. Department of Agriculture (USDA) farm loans that may best fit their operations. USDA has launched the Farm Loan Discovery Tool as the newest feature on farmers.gov, the department's self-service website for farmers.

"Access to credit is critical in the agriculture industry, especially for new farmers," said Bill Northey, Under Secretary for Farm Production and Conservation. "This new interactive tool can help farmers find information on USDA farm loans within minutes. We are working to improve our customer service, and part of our solution is through improving how farmers can work with us online."

USDA's Farm Service Agency (FSA) offers a variety of loan options to help farmers finance their operations. From buying land to financing the purchase of equipment, FSA loans can help. Compared to this time last year, FSA has seen an 18 percent increase in the amount it has obligated for direct farm ownership loans, and through the 2018 Farm Bill, has increased the limits for several loan products.

USDA conducted field research in eight states, gathering input from farmers and FSA farm loan staff to better understand their needs and challenges.

How the Tool Works

Farmers who are looking for financing options to operate a farm or buy land can answer a few simple questions about what they are looking to fund and how much money they need to borrow. After submitting their answers, farmers will be provided information on farm loans that best fit their specific needs. The loan application and additional resources also will be provided.

Farmers can download application quick guides that outline what to expect from preparing an application to receiving a loan decision. Four guides cover loans to individuals, entities and youth, as well as information on microloans. The guides include general eligibility requirements and a list of required forms and documentation for each type of loan. These guides can help farmers prepare before the first USDA service center visit with a loan officer.

Farmers can access the Farm Loan Discovery Tool by visiting farmers.gov/fund and clicking the start button. Follow the prompts and answer five simple questions to receive loan information that is applicable to your agricultural operation. The tool is built to run on any modern browser like Chrome, Edge,


Firefox or the Safari browser, and is fully functional on mobile devices. It does not work in Internet Explorer.

About Farmers.gov

In 2018, USDA unveiled farmers.gov, a dynamic, mobile-friendly public website combined with an authenticated portal where farmers will be able to apply for programs, process transactions, and manage accounts.

The Farm Loan Discovery Tool is one of many resources on farmers.gov to help connect farmers to information that can help their operations. Earlier this year, USDA launched the My Financial Information feature, which enables farmers to view their loan information, history, payments and alerts by logging into the website.

Source: USDA release.



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PASTURE PLANNING

Filling the Forage Gap

Look to nitrogen for added fall fescue growth

Tall fescue, Missouri's most used pasture grass, can provide fall and winter grazing with proper management.

With growing concern about lack of stored forage, grazing offers potential feed this year.

Fescue grows in two distinct seasons, spring and fall. Although fall growth isn't as robust as in spring, fescue gives grazing well into winter – with good management.

An advantage of fall tall fescue growth is that it can stay standing and edible past frosts and even winter storms.

MU forage specialist Craig Roberts says August brings time for action, and much of needed growth comes in September. With fall fescue growth, thinking before acting improves benefits.

Fall grazing depends on Missouri weather. Lack of rain or early freeze changes growth dynamics.

A key part of increased production depends on a boost application of nitrogen fertilizer. That helps fall growth.

The other yield booster is to graze down existing pasture before fall growth starts. That includes lowering annual grasses and legumes in the fescue. "Clear the deck for the fall growth," Roberts says.

Unusual early rains this summer may have producers jumping the gun, he adds.

This isn't time to assume that if a little bit of fertilizer is good, then a lot must be better. Adding nitrogen to toxic tall fescue takes caution. Nitrogen does boost grass growth but also increases fescue toxicosis.

Fescue toxins bring a host of bad side effects. In extreme cases, the ergovaline causes fescue foot, which kills cows. More subtle losses are in lower gains, less milk, heat stress and other ills.

Toxins are low in summer months but can come in hot weather. Then cattle quit grazing and head to ponds or creeks to cool off. Early application of nitrogen in July increases toxins, detracting from fescue's advantages.

The cautions from forage specialists come in timing and limiting nitrogen spreading. "With toxicity, 50 pounds of N hits maximum limit," Roberts says.

Producers thinking ahead and killing their toxic K-31 fescue to seed non-toxic novel-endophyte fescue see great potential.

The new fescues take more fertility. "Go for 80 to 100 pounds of nitrogen per acre on novel endophyte," Roberts adds. "There's no threat of fescue foot and all of that."

Fertilizer timing varies across the state. "In mid-Missouri the target application date is Aug. 15. In northern Missouri, earlier at Aug. 10 works. In the Ozarks, closer to Arkansas, delay until late August."


Even if it looks like there'll never be another rain, Roberts urges applying nitrogen on suggested dates.

Usually, farmers count on fall rains starting Sept. 1. Sometimes Gulf Coast hurricanes change that date. Tropical storms bring extra rain to mid-America. That grows more grass.

—Source: University of Missouri Cooperative Media Group.


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TRENDING NOW

Cattle Inventory Reaches a Plateau

Stable numbers suggest little or no growth into 2020

By Derrell S. Peel

The July Cattle report shows that the inventory of all cattle and calves in the U.S. was unchanged year over year at 103 million head as of July 1. The inventory of beef cows was likewise unchanged at 32.4 million head while the dairy cow inventory was 9.3 million, down 1.1 percent year over year. Beef replacement heifers was down 4.3 percent at 4.4 million head, and dairy replacement heifers were down 2.4 percent to 4.1 million head compared to one year ago. The inventory of bulls was unchanged year over year at 2.1 million head.

The July 1 inventory of steers over 500 pounds was 14.7 million head, up 1.4 percent year over year. The inventory of other (not for replacement) heifers over 500 pounds was 7.9 million head, up 5.3 percent from one year ago. Total steer and heifer calves under 500 pounds was 28.1 million head, down 0.7 percent year over year. With an estimated total July 1 feedlot inventory of 13.6 million head, these inventory estimates lead to an estimated feeder supply outside of feedlots of 37.1 million head, up slightly by 0.3 percent compared to last year. The inventory report was well-anticipated and contained no surprises.

These inventory totals suggest that the U.S. cattle herd has reached a plateau. I contrast a plateau with a more typical cyclical peak inventory that historically has implied a liquidation phase to follow. The current inventory levels do not suggest a need for, or an inevitable, liquidation in cattle inventories at this time. Stable cow numbers and calf crop suggest that beef production will show little or no growth going into 2020. Current beef production levels and cattle prices are sustainable until something changes to provoke a new direction in cattle inventories.

Such changes could come sooner or later and could be positive or negative. If both domestic and international demand for U.S. beef continues at current levels, there will be little or no pressure on cattle markets. If something should happen to weaken beef demand in the U.S. or in global markets, lower beef and cattle prices could result

in some liquidation of cattle inventories. Impressive beef demand since 2017 is showing some signs of weakness that should be closely monitored going forward. Conversely, new growth in demand, most likely to occur if the myriad of trade disputes and issues in which the U.S. is currently embroiled are resolved, could provoke additional herd expansion and new growth in beef and cattle markets at some point.

The U.S. cattle and beef industry may be in the most stable situation that I can ever remember. This is pretty remarkable given the continued turbulence in external market

conditions. Numerous factors that could destabilize cattle markets should be monitored including corn prices and feed market conditions; the impacts of African Swine Fever on global protein markets; U.S. macroeconomic conditions; and exchange rates among others. Additionally, progress or lack thereof on current trade politics or new trade issues that could arise will have a large impact, positive or negative, on the overall climate for beef and cattle markets.

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



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Ramping Up Soil Fertility

Soil tests are important

By Kelsey Harmon for Cattlemen's News

Jill Scheidt, University of Missouri Extension field specialist in agronomy, compares her position to adult agriculture education. When farmers have questions, they call her for answers that are research-based and unbiased. Scheidt additionally teaches classes for extension. This time of year producers are concerned with enhancing soil fertility. Scheidt weighs in on what they should know.

"The first step with any soil fertility plan is to get a soil test," says Scheidt. "Soil testing is beneficial because you're getting the basis of current soil fertility levels so that you don't add too much fertilizer or not enough." Scheidt says over-fertilization can bind up other nutrients in the soil and can also cause nutrients to build up and even leach into water sources resulting in negative environmental effects.

She says for predominantly fescue or cool-season pasture, a minimum pH of 5.5 is needed for those grasses to sustain. However, with a 5.5 pH, not all nutrients are fully available to the plant. Scheidt explains that a pH between 6 and 7 is ideal so that the soil is not binding any of those nutrients and they're fully available for the plant to use.

When it comes to soil sampling, Scheidt says the easiest method is a soil probe.

"All of the Extension offices and a lot of the USDA offices have soil probes that you can

borrow or rent, and it's an easy tool to use," says Scheidt. "You can use a shovel but you have to do a little bit more work, and it's not as easy to get the soil out."

Scheidt says every soil sample using a soil probe includes ten probes of soil. "It's important to go in a zigzag pattern, selecting random spots in the field," says Scheidt. "Anywhere the lay of the land changes or management practices change will need a separate sample."

Scheidt provides an example. "If you are in a pasture that was once two paddocks and half of it is used just for pasture and the other half was for haying, you're going to want to sample those two areas differently and send off two samples." She also notes that it is important to avoid areas where cattle congregate like the shade or a hay pile or near a pond.

When it comes to a soil testing, many options exist for agriculture companies or crop consultants with laboratories. Scheidt explains that it's important for the producers to select soil labs that are certified by the Missouri Soil Testing Association Accreditation (MSTA) program for their soil testing needs. The MSTA is designed to assure that results provided by participating public and private labs serving citizens of Missouri agree with allowable statistical limits.

The University of Missouri Extension offers soil testing ser-

vices. "One benefit with getting your soil test done with the University of Missouri is that you can bring it into your local extension office, and we will send it off to Columbia, Missouri, where they will do the soil testing," says Scheidt. "We will tell you where your soil currently is and give it a star rating so you know if that current level is high, medium, low or very high."

She says that Extension will provide a fertilizer and lime recommendation based upon the yield that producers are striving for. Scheidt highlights that the producer will be provided with their county agronomy specialist contact so that they can call for questions or more information.

Scheidt says that adding lime can be effective in counteracting acidic soils, and most places that test soil will provide effective neutralizing material needs (ENM). She explains that the University of Missouri doesn't provide a lime recommendation in tons per acre because it depends upon the source of the lime producers are applying.

Scheidt explains the source of lime makes a difference in how many tons per acre are needed. She says the more finely ground that lime is, the higher the ENM guarantee and the coarser or the bigger particles, the lower the ENM number. "It's not just a ton-per-acre measurement," says Scheidt. "I sometimes hear people say that they just add a ton of lime every so many years for good measure, but you can have too much lime. She says that If pH is outside of a 6 to 7 range, then nutrients get tied up on either side of the pH spectrum.



Jill Scheidt

"I don't necessarily recommend a higher ENM guarantee over a lower one," says Scheidt. "The only time that I would say yes to buying lime with a higher ENM guarantee is if your soils are extremely acidic, below 5 pH. Those will kind of react with the soil a little bit faster to change your pH."

She notes that it takes lime anywhere from six to 12 months to break down. "The sooner you can add lime the better," says Scheidt. "Going into the fall with cool-season pastures, you should get your lime on so that it can start to condition the soil before spring, when you're doing the heavier amount of fertility."

Scheidt says other nutrients, like nitrogen, should be applied right before the plant is ramping up for growth because it's a mobile nutrient in the soil, meaning it doesn't stay in one place if there is heavy rain or if it gets dry. Whereas lime is not a fertilizer, it's a soil conditioner that takes a long time to break down.

The two biggest takeaways? "When you're thinking about fertility, you've got to soil sample," says Scheidt. Then, if your pH isn't in the 6 to 7 range, add lime, get your pH to the right place and start working on the other fertility needs. 🐾

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^{2,3}Data on file. Bayer, Shawnee Mission, KS.



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Time to stockpile tall fescue for your winter-feeding

“Even though winter is five months away, it is time to think about and plan your winter cattle feeding strategy,” says Patrick Davis, MU Extension regional livestock field specialist. “One of the main forages in southwest Missouri is fescue. Stockpiling tall fescue for winter feeding is an economical and useful tool for your winter cattle-feeding program,” says Davis.

It’s time for a discussion of growing and managing stockpiled tall fescue in a winter feeding program to reduce input cost and improve the profitability of your cattle operation.

“Begin stockpiling tall fescue by clipping or grazing the fescue pasture to 3 to 4 inches and adding 40 to 80 pounds of nitrogen in early August,” says

Davis. Remove these pastures from the grazing rotation until winter to allow fall fescue growth to accumulate. By adding the nitrogen and removing pasture from rotation in early August, there is an increase in pounds of dry matter yield compared to later in the fall. That results in more efficient use of the fertility and more pounds of forage to graze.



“In addition to adequate forage accumulation, management of stockpiled tall fescue during grazing is important to maintain high forage quality and get the most efficient utilization out of that forage,” says Davis. Maintenance of the waxy cuticle layer on the fescue helps to maintain its quality through the winter grazing season.

Strip grazing the stockpile is an efficient way to use forage and limit disturbance of the waxy layer, which helps maintain stockpile quality as long as possible. When strip grazing, use an electric wire to allocate

2% to 3% of cattle body weight on forage dry matter basis for grazing.

“Wait to graze fescue until later in the winter feeding season,” says Davis. Concentration of ergovaline, which is toxic to cattle, declines in the stockpile later in the winter. The University of Missouri reported that in mid-January through February concentrations of ergovaline are more likely to be below the cattle toxic threshold level of 200 ppb. By waiting until this time to graze the stockpile, cattle are less likely to exhibit fescue toxicosis symptoms and have improved health and performance.

For more information about producing and grazing stockpiled tall fescue, contact your local MU Extension agronomy or livestock field specialist. You may also find more information at <https://extension2.missouri.edu/programs/nrcs-mu-grasslands-project>.

—Source: University of Missouri Extension release.

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BULLS	3 times per year
BEEF COWS	4 weeks before breeding 4 weeks before calving
DAIRY COWS	4 weeks before calving 4 weeks before insemination at dry-off
CALVES	at birth at 3 months and/or weaning
HEIFERS	every 3 months – especially 4 weeks before breeding
(program gives planned dates that can be varied to suit management programs)	

DOSAGE TABLE			
ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 mL/100 lb BW	CATTLE 1 - 2 YEARS 1 mL/150 lb BW	CATTLE > 2 YEARS 1 mL/200 lb BW
50	0.5 ml	-	-
100	1 ml	-	-
150	1.5 ml	-	-
200	2 ml	-	-
300	3 ml	-	-
400	4 ml	-	-
500	5 ml	-	-
600	6 ml	-	-
700	7 ml	-	-
800	-	5.3 ml	-
900	-	6 ml	-
1000	-	6.6 ml	5 ml
1100	-	-	5.5 ml
1200	-	-	6 ml
1300	-	-	6.5 ml
1400	-	-	7 ml



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PASTURE PLANNING

Scouting for Bugs

Late-planted crops face potential insect damage

Late planting puts Missouri crops at risk of insect infestation this year, says University of Missouri Extension Entomologist Kevin Rice. He gave growers tips on what to look for at a recent field day at Bradford Research Center in Columbia.

Japanese beetles may cause more damage than usual this year, he says. The timing of peak emergence may coincide with silking and tasseling of corn to reduce pollination and ear fill. Small, late-planted soybeans face the most risk of leaf defoliation.

Japanese beetles feed on more than 300 plant species. Beetles aggregate in field edges, but farmers should scout inner rows also, Rice says.

Rice urged farmers to scout for thistle caterpillar, too. Scout 30 rows into the field for this insect also known as the painted lady butterfly. It lays eggs on soybeans and defoliates leaves before forming a chrysalis and becoming a butterfly. The pale green eggs are barrel-shaped with vertical ribs or spines. It aggregates toward the edge of fields.

Late-planted soybeans also face higher risk of damage from stink bugs.

These bugs use their piercing-sucking mouthparts to attack

corn in the blister to milk-dough stage and soybeans up to full seed.

Scout wooded areas near field margins first, Rice says.

Another emerging soybean pest to look for is gall midge. Its presence in Missouri was confirmed last month. Look for black, swollen soybean stems near the soil line. Affected plants break off and die.

Split suspected stem and the midge appears. The larvae are clear and turn bright orange as they mature. Contact Rice at ricekev@missouri.edu if you think your fields are infected.

More information, including recommended treatments, can be found at <https://ipm.missouri.edu/>.

—Source: University of Missouri Cooperative Media Group.



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The Right Prescription

Variable rate application can save money

By Macey Hurst for Cattleman's News

Fall means fertilizer. This is true for a lot of producers. Pasture maintenance and improvement are crucial parts of any cattle operation, and fertilizer is one tool to maximize success. But this tool is not to be used rarely or casually, and certainly not like grandpa did. Jason Weirich, director of agronomy at MFA Inc., gave insight on how to maximize results and return when using fertilizer.

"When we start thinking about pasture management from a soil fertility standpoint, we are going to start with a soil test. I'm a firm believer in soil tests," said Weirich. "As we look across our geography, we can see a deficiency in phosphorus and potassium and, more importantly, even on the pH side of things."

In production agriculture, a lot of producers fall into the rut of doing things like the generations before them. With quickly changing technology and increasing efficiencies, vast improvements can be made on those traditional practices. Weirich said soil tests are one of those technologies that can be implemented to save money and protect resources.

"So start with a soil test," said Weirich. "Once we get that soil test back, we can start looking at variable rate technology (VRT), or variable rate application, and make a game plan going forward to make sure we are meeting producer goals and taking care of the land."

Weirich says VRT is critical for getting the best results for the least money. It includes fertilizing fields and pastures individually based on their needs instead of standardizing fertilizer applications throughout entire farms or properties. Although it is more advanced than what some producers have used, the process proves to be worthwhile.

"The variable rate technol-

ogy has been widely adopted in row crops for quite a few years, but we are seeing an increasing adoption in our hay ground. That is where we are seeing the biggest efficiency gains for our cattle producers," said Weirich. "Through our soil sampling program, the service that we provide to our Nutri-

Track program, we are able to take soil samples and create a prescription for each field based off of the soil test results and then variable rate apply the fertilizer. I am not saying we are going to reduce your overall fertilizer costs, but we are going to even up your production across your fields."

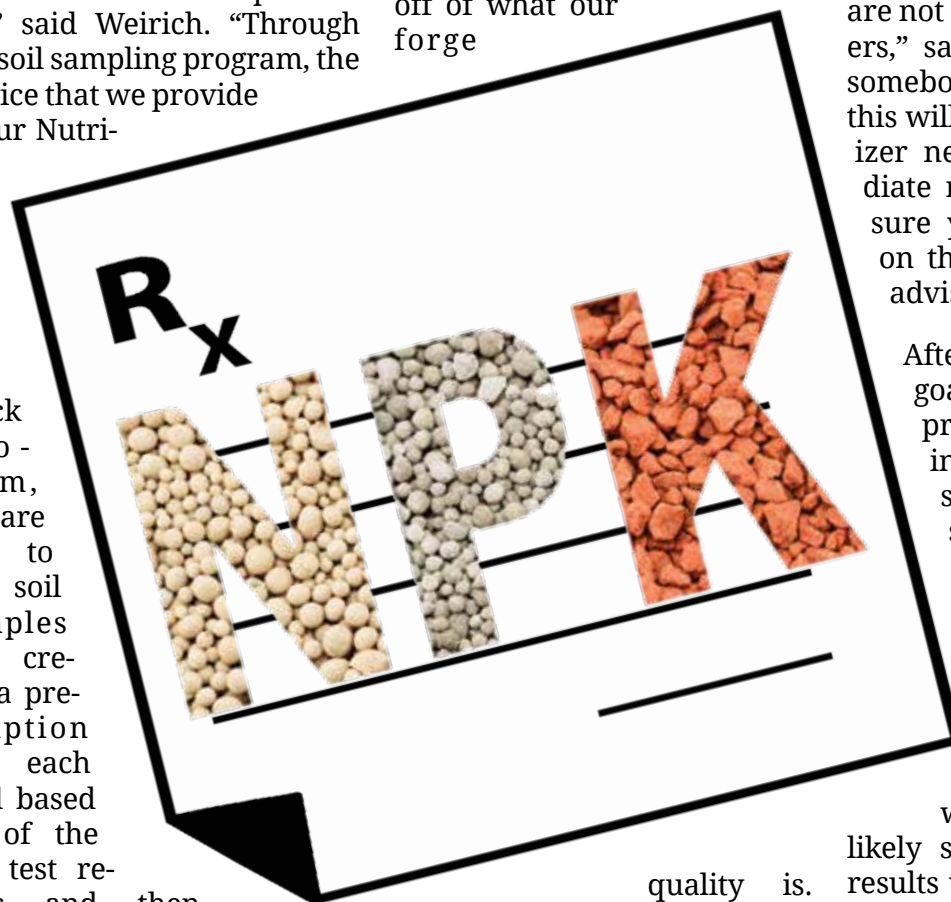
Through these steps, Weirich said they are able to make recommendations that use nutrients more efficiently and fertilizer more effectively. He said the application where necessary is important, but the overapplication where unnecessary is ultimately where money is wasted. He also recommended finding a fertilizer that meets pasture goals.

"A lot of times, producers think of nitrogen when plants turn out yellow, but most times it is a sulfur deficiency. With it being mobile in the soil, when we start looking at nutrients, sulfur is one of those that we recommend," said Weirich. "A little bit of ammonium sulfate and some nitrogen gives that nice dark, deep green appear-

ance to the grass crop, as well as making sure we are feeding that plant what it needs."

Choosing the right fertilizer is particularly important in years of weather recovery. Many Missouri producers came out of a year of drought and into a year of flooding, so, although hay yields may be good, hay quality has suffered.

"As we look at the hay stocks that are there, we are going to have to make sure that we are managing our herd based off of what our forge



quality is. When it comes strictly to fertility, we need to be thinking about fall fertilization. What we've seen through trials and through our programs where we put on the fall fertilization with the P and K, phosphorous and potassium, in the fall, we see that pasture green up a little bit better into the spring," said Weirich. "So we recommend going with the P and K out in the fall and coming back with a nitrogen split applied or nitrogen in the spring instead of putting it all out at one time."

The return for application in the spring is a vital part of the process, according to Weirich. Foregoing it could be the difference between useful results and no results.

"We kind of got into a habit in the past of just going out with the nitrogen in the spring and that's all," said Weirich. "That's not going to be sustainable or advantageous long term."

When purchasing those fertilizer products, producers should consider a few factors. Beware of marketing schemes and promises that seem too good to be true.

"Whether it be a pound of nitrogen, phosphorous or potassium, make sure we are comparing apples to apples. Make sure you get an equivalency quote, but then also look at some of the nutrient availability. We know that there are some situations where guys are selling some products that are not as good for the producers," said Weirich. "If there's somebody saying a gallon of this will replace all your fertilizer needs, those are immediate red flags to me. Make sure you do your research on those and ask a trusted advisor."

After setting production goals, finding appropriate products and implementing the process, Weirich says producers will see steadily high production in good fields and significantly higher production in medium fields. This is due to the fertilizer replenishing the nutritional areas where the plants were likely starving before. These results will appear almost immediately.

"We're putting the P and K out in the fall and coming back in the spring and seeing a faster green up in the spring. Obviously, there are some weather factors that influence it, but that's almost an immediate deal," said Weirich. "If you look at the VRT on the lime side alone, greater than 80% of the time we can save the producer enough money in lime savings to pay for the grid soil sampling in the end."

To keep the fertilizer effective and pastures productive, Weirich mentioned some basics.

"Controlling weeds and basic fertilization. We need to get those basics in line before we can start moving forward with some of those production practices," said Weirich. "That will hopefully take our producers to the next step."

Cowboy Commentary

Get to know Corbitt Wall, the man behind Feeder Flash

By Joann Pipkin, Editor

The delivery is purposely direct and unfiltered. The report is unapologetic. Direct, unfiltered, unapologetic – three words that match the persona of the man behind them perfectly.

Meet Corbitt Wall, everything cowboy, and the man behind Feeder Flash, an in-depth report of cattle market information. The tall, sometimes soft-spoken, market analyst speaks a language real cattlemen and women can appreciate. Wall's "tell-it-like-it-is" approach could be the most widely read, listened to and well-received cattle market commentary in the country.

Still, the cowboy behind the commentary is a visionary. His roots run deep in livestock markets and auction barns. Make no mistake, Corbitt Wall knows cattle, and he has a reputable resume' to stand behind the real-time narrative he remits.

A cowman at heart

A native of eastern New Mexico and west Texas, Wall is a fourth-generation cattlemen. Growing up at his father's side, he took delivery of country cattle purchases off New Mexico ranches and wheat pastures. Wall and his father were some of the first to order stocker calves from the Southeast, partnering with shippers from Louisiana, Mississippi and Florida.

"My father, George Wall, was the kind of guy that would rather starve to death trading than get rich doing anything else," Wall says.

Wall says at a young age his father bought a bobtail hay truck with removable racks that allowed him to haul livestock. George hauled hay during the day and any kind of livestock at night. "He began speculating on anything that he could find, from hay to all

classes of livestock or livestock equipment," Wall says.

When Wall was growing up, his father worked six sales a week in northeast New Mexico, an area where sale barns were sparse. "He would buy anything that was undervalued — from the best to the plainest cattle of any class, hogs, sheep goats or horses. There are always bargains at an auction, and things that are too high," Wall says. "He was usually looking for roping cattle, while the other guys were needing bad-eyed cows or Shetland ponies or whatever."

Sundays were often reserved for meeting with other traders on the road to swap stock,

Wall says. Eventually, he says his father graduated to buying strings of country cattle, and from the late 1970s to early 1990s, nobody bought more direct cattle in eastern New Mexico.

"In those days, he would travel with a contract book and give ranchers a down payment for what he bought," Wall says. "Market volatility was rarely a problem in those days. A 50-cent per hundred-weight move was huge, and the market was much more dependable."

Wall recalls being dragged out of bed at 4 in the morning to sleep on a pickup bench seat until he heard his father instruct truckers on his CB radio. "After the cattle were sorted and weighed, it was my job to know exactly how many head were on each truck, and it better (darn) well be right!" Wall says.

Without an order in hand, Wall says his father worked with other buyers that had feedlot orders; he just wanted

to buy the cattle and then resell them. "He was proud that he was able to buy one ranch's calves 25 years in a row," Wall says.

As time passed, Wall says buying cattle in the country became tougher as "college kids carrying check books and buyer's carrying video auction cameras" became more prevalent — something Wall's father never thought would gain popularity.

The gavel's tap

The auctioneer's chant rings like a bell in Wall's ears. Raised around auctions his entire life, his grandfather was an auctioneer with a singing chant long before Wall was born.

"He built and ran the sale barn in Clayton, New Mexico, after getting back from his time in the Army during World War II," Wall says of his grandfather. "He also sold other auctions but had long since retired."

Wall's father ran a successful farm auction business for many years during spring and summer weekends, though he didn't have formal training.

At 19 years old, a wild hair took Wall and a college buddy to Kansas City for the Missouri Auction School. "We had a blast and learned a lot," Wall recalls. "But our favorite thing was that the school was held at the old Kansas City Stockyards, which were still mostly standing although a smaller, modern sale barn had been built."

Wall reminisces about not being able to get enough of the old stockyards, showing up every morning to explore it. "We sold anything folks would let us sell after returning home," he says. "My dad and I had a sale barn in New Mexico for a few years, and I sold it every week."

With his father in failing health not long after the duo opened the barn, Wall ran the barn for most of its duration. The elder Wall took an opportunity to sell the barn to dairy interests, much to his son's dismay.

CONTINUED ON NEXT PAGE



COWBOY COMMENTARY FROM PREVIOUS PAGE

A degree, just because

"I went to college because that's what everyone else was doing," Wall says. Believing he would one day end up backgrounding and buying cattle with his dad, and as Wall grew older, he realized he and his father didn't always see eye-to-eye. Running the sale barn together, the reality set in.

Armed with a bachelor's degree in agribusiness and economics from West Texas A&M University (WTAMU), Wall landed a job with USDA's Ag Marketing Service, carving a niche in feeder cattle market

reporting as the author of the weekly National Feeder and Stocker Cattle Summary.

"I answered an ad for someone that could sort cattle according to breed types and judge weights for USDA Meat Grading in Amarillo, Texas," Wall says of his first gig. "I found out that the job was part of the Chicago Mercantile Exchange delivery process, which interested me a lot, but I hated Meat Grading."

Forced to wear a hard hat and starched shirts while dealing with feedlot guys in cowboy hats and starched shirts, Wall knew the picture was all wrong.

After learning about USDA Market News reporters traveling to sale barns and watching video sales, Wall thought it was time for a change. But those jobs only came through internships at the time, he says.

So, Wall headed to graduate school and applied for an internship. "I was the only one in the country they hired during that particular semester," Wall says. "I spent four months learning the ropes in South Georgia from an old school southern market man named Ernie Morgan. He could tell you the lean percentage of a fat hog from the highway. He used to say, 'We work for the government, but let's try not to act like we do.'" It was

a phrase Wall would take to heart during his 17-year tenure with USDA Market News.

Wall returned to WTAMU to complete a master's degree in agriculture science and worked full-time in the Amarillo, Texas, USDA Market News office calling feedyards and collecting fat cattle sales.

During the mid 1990s, Wall says more than 500,000 head of negotiated cash sales took place each week in the 5-Area Feeding Region. "Nowadays, they rarely break 100,000 head with the bulk of sales formulated or contract," he explains.

Following graduate school, Wall was transferred to St. Paul, Minnesota, to work at the South St. Paul Stockyards and the Minneapolis Grain Exchange cash trading floor. It was a time when St. Paul was the nation's slaughter cow market. Then, another transfer sent the southwest cowboy to New Holland, Pennsylvania, where he ran his own market news office and reported on every class of livestock including veal calves, feeder pigs, sheep, goats and oxen.

"The fat cattle I reported on in Pennsylvania were by far the finest and highest quality that I have ever seen," he recalls.

Three years later, Wall was transferred to St. Joseph, Missouri, where he became the supervisor of the Missouri Federal-State Livestock and Grain Market News and Grading Service. At the time, it was the most sought-after position for that particular grade level at USDA market news, he says.

"The Missouri Federal-State Market News had the best reputation and the best reporters of any program in the United States," Wall says. "We contributed the most cattle auction market data in the country and were considered the gold standard as to how a program should be run."

An information leader

Soon after taking over the St. Joseph Federal-State Livestock and Grain Market News

CONTINUED ON NEXT PAGE

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COWBOY COMMENTARY FROM PREVIOUS PAGE

office, Wall worked to revamp the Weekly National Feeder and Stocker Cattle Market Summary to include all the feeder cattle and calves that were reported each week, not just a few of the highlighted sales. Additionally, he wrote an extensive commentary section that told readers what was happening in the markets in a language that they could relate to and that included well-known trade terms.

Well-read and well-received in addition to being regularly published in a number of market publications and industry websites, the report quickly became the source of information for folks looking to receive it.

At the prompting of Rob Cook from the popular industry website, cattlenetwork.com, Wall began summarizing the report aloud in his own words on video.

After much deliberation at USDA, Wall was finally approved to do a feeder cattle video market report. In its infancy, Wall traveled to the American Angus Association so their videographer could edit and publish the report. As technology advanced, Wall was eventually able to record the report himself at a moment's notice.

While Wall's video reports grew in popularity, he sensed it was time for a change. In 2014, he left USDA for a position at DVAuction. There, his experience would help the livestock auction broadcaster launch a new automated market reporting system, Cattle Market Central, and draw online traffic with his video market reports, Feeder Flash and Cattle Market Summary.

"We are now receiving real-time auction market quotes from around 150 auction markets across the country," Wall explains. "Daily, I search through the quotes and talk to industry participants that I have established in every major cattle trade area to give my viewers the latest on mar-

ket conditions and factors that affect prices on every level of commercial cattle."


Today, Wall's Feeder Flash is published every business-day morning free and available both online and by email subscription. Viewers can subscribe at the National Beef Wire website, nationalbeefwire.com, and login with an email address to receive a daily newsletter that includes the video report and other valuable market information and news. Feeder Flash is also available on YouTube through the Cattle Market Summary channel or on The Stock Exchange website.

With his grass-roots upbringing, Wall's take on the cattle markets is as sharp and on-target as a pair of pointed-toe boots as he strives to give viewers the most current, honest and in-depth commercial cattle market information available. The report includes direct sales of both fed cattle and feeder cattle trade along with extensive real-time quotes from participating cattle auctions across the country.

"It quotes the 'Real-Time Index,' which is a precursor to the CME Feeder Cattle Index that cash settles the CME Feeder Cattle futures and is considered the accepted value of feeder cattle," Wall explains. "We also touch on futures markets, global trade, weather, meats and grains whenever appropriate as to how they affect the cattle market."

Bottom line, Corbitt Wall's Feeder Flash gives viewers the real story behind the cattle market using real words that producers, buyers and others in the cattle industry can relate to.

And that story isn't one that comes with an apology. Wall's take on the cattle market is much like his cowboy way — plain and simple. Yet, the man under that hat brings a flair of western heritage to the table as he works tirelessly to promote the auction method of marketing amid conservative values.



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Know the score.

Heavy Feeders Might See Brisk Fall Demand

Nutritional management and time are important

By Lisa Henderson for Cattlemen's News

Late summer is typically a time calf producers closely examine their options for marketing spring-born calves. While the extreme weather of 2019 created many challenges for farmers and ranchers, it may also present an opportunity to earn more from your calf sales this fall. Market analysts say that heavier forage-grown feeder cattle are likely to earn premiums.

“The wet weather has provided the best pasture and range conditions we’ve seen in a generation in some regions. That will influence marketing plans,” says John Nalivka, president of Sterling Marketing.

Unfortunately, that wet weather also prevented the planting of corn in many areas, and the result is corn prices that are already at least 15% higher than last year. And, Nalivka says, it’s logical to anticipate higher grain prices will negatively affect calf prices.

“But higher grain prices also mean cattle feeders will want to place heavier cattle on feed, ones that will reach finish weight with fewer days on feed,” Nalivka says. “That could drive demand higher for heavier feeders this fall.”

Market conditions are showing calf producers two strategies to add value to their calves – added weight along with weaning and preconditioning. This year’s wetter than average grazing season across the four-state area may provide opportunities to keep your calves in a forage-based backgrounding program to add additional pounds and income.

“We may see a better opportunity to wean and precondition calves on forages rather than grain this year,” says Justin Sexten, vice president of strategy for Performance Livestock Analytics. “Preconditioning programs may be different this

year than how we traditionally view them and they may offer more flexibility.”

Joplin Regional Stockyards offers a preconditioning and value-added program that makes those calves eligible for special sales held at JRS. Coupling those preconditioning programs with backgrounding on forages could provide additional premiums for calves this year.

If this year proved the weather to be unpredictable, market analysts also say a steady increase in demand is evident for weaned and preconditioned calves. Buyers continue to show resistance to unweaned calves, and hefty price premiums for preconditioned calves are the norm. Buyers say they are learning not all weaned calves and weaning dates have the same impact on future health.

In fact, many veterinarians and feedlot buyers stress that the minimum 45-day weaning program is just as important as the vaccinations in a preconditioning program. Still, weaning programs can be a hard sell to some producers as they believe it hasn’t always yielded a good return on investment.

“That doesn’t mean it can’t,” says Jason Smith, extension beef cattle specialist at the University of Tennessee. “It just means that if we aren’t focusing on adding additional value to the cattle above and beyond just being able to call them weaned and preconditioned, it may not seem like the juice is worth the squeeze.”

So, he asks, how do producers add enough additional value during that weaning and backgrounding period to increase the value? “Nutritional management and time,” he says.

This year may provide an excellent opportunity to adjust your nutritional management and earn a premium for the extra time it will require. If

your traditional preconditioning program involves vaccinating, weaning and then placing the calves in a backgrounding program to be fed grain, the economics of a forage-based backgrounding program may be more attractive.

Extending your backgrounding program from 45 to 60 days and managing the cattle on that same plane of nutrition often adds somewhere in the realm of an additional 120 pounds of weight gain during that 60-day period of time, Smith says.

“And we can expect that additional weight gain and value-added premium to add \$150 to \$200 in value per head. If we focus on utilizing high-quality forages (pasture or harvested),

an economical source of supplemental energy and protein, and a complementary mineral and vitamin supplement to do so, that will generally result in a \$30 to \$50 per head return over investment.”

“We know that calves that are no longer bawling adds value,” says Jason Smith, University of Tennessee extension beef specialist. We know bunk breaking and familiarity with a waterer adds value. And we know that marketing calves in a way that puts them in front of customers that recognize the benefit of these factors adds value. Unfortunately, a 4% to 5% value-added premium for weaned and preconditioned calves may not offer enough juice for many to justify the squeeze.”



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<i>Cooperia oncophora</i> – Adults and L ₄		<i>Bunostomum phlebotomum</i>	150 days
<i>Cooperia punctata</i> – Adults and L ₄		<i>Cooperia oncophora</i>	100 days
<i>Cooperia surabada</i> – Adults and L ₄		<i>Cooperia punctata</i>	100 days
<i>Haemonchus placei</i> – Adults	Grubs	<i>Haemonchus placei</i>	120 days
<i>Oesophagostomum radiatum</i> – Adults	<i>Hypoderma bovis</i>	<i>Oesophagostomum radiatum</i>	120 days
<i>Ostertagia lyrata</i> – Adults		<i>Ostertagia lyrata</i>	120 days
<i>Ostertagia ostertagi</i> – Adults, L ₄ , and inhibited L ₄		<i>Ostertagia ostertagi</i>	120 days
<i>Trichostrongylus axei</i> – Adults and L ₄	Mites	<i>Trichostrongylus axei</i>	100 days
<i>Trichostrongylus colubriformis</i> – Adults	<i>Sarcoptes scabiei</i> var. <i>bovis</i>	Lungworms	
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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

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MANAGEMENT MATTERS

Give Replacements a Boost

A sound nutrition program makes a difference

By Lisa Henderson for Cattlemen's News

Despite the unusually wet season and abundant forage supplies across the four-state region, the quality of warm season grasses such as native grass and Bermuda will decline in the hot, dry days of late summer. Since those grasses will begin reaching plant maturity, their decline in protein content will accelerate.

That scenario represents a challenge for producers with fall-born replacement heifers that will soon be weaned because

they are at a “very critical growing period,” says Glenn Selk, Oklahoma State University emeritus extension specialist. He and other beef specialists note that weaning healthy, high-performing calves and replacement females is enhanced with a sound nutrition program.

“It is important that replacement heifers grow at about 1.5 pounds per day from weaning until the start of the breeding season,” Selk says.

Extension specialists say a heifer that calves on time in her first and second calving season is more likely to keep a 365-day calving interval throughout her reproductive life. To achieve high percentage (greater than 90%) cycling rates at the start of the breeding season, heifers need to be at least 60% of their mature weight.

“Therefore, the young heifers must receive supplemental protein to continue to grow at the necessary pace of 1.5 pounds per head per day going into their first breeding season,” Selk says.

For fall-born heifers on native grass or Bermuda, extension specialists suggest you evaluate your forage. If the forage source is adequate in quantity and average in quality (6%-9% crude protein), heifers will need about 2 pounds of a high protein (38%-44% CP) supplement each day.

Selk says an economical solution for supplementing those replacement heifers is a protein supplement program called Oklahoma Gold. That is an Oklahoma State-developed protein supplement program that consists of a high protein (38% - 45%) pellet that contains the label-recommended dosage of one of the ionophores.

The protein supplement will allow microbial digestion of the average-quality late summer forage, which in turn provides the energy needed to support the desired amount of gain. If forage quantity is very limited, the protein supplement alone will not produce adequate gains. In this scenario, a rancher first needs to decide if keeping more replacement heifers is really in his or her best interest.

Selk says producers should not confuse protein supplementation with energy feeds.

“The protein supplement (small amounts) causes an increase in both forage intake and digestibility,” Selk says. “The added efficiency comes from the increased forage utilization. Energy supplements usually cause a slight drop in forage digestibility and either have no or a negative effect on forage intake.”

Supplements that include antibiotics such as Aureomycin® must be prescribed by a veterinarian and have an accompanying Veterinary Feed Directive in order to be mixed and fed.

Using the Oklahoma Gold program, Selk says the protein supplement must

CONTINUED ON NEXT PAGE



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GIVE REPLACEMENTS FROM PREVIOUS PAGE

contain at least 38% crude protein from natural sources, and it should contain at least 1% phosphorus. It should not contain feed grains or other feeds high in starch that may depress forage digestibility. It should contain 200-400 grams per ton of ionophores such as either Rumensin® or Bovatec® or 700 grams per ton of Aureomycin.

“Ionophores are feed additives (monensin or lasalocid) that improve feed utilization, inhibit coccidiosis, and enhance the onset of puberty in growing heifers,” Selk says. “Research from Texas A&M in the 1970s indicated that heifers receiving an ionophore reached puberty about two weeks earlier than counterparts that did not receive an ionophore. Inclusion of the ionophore in the growing program should cause a few more heifers to be cycling early in the breeding season.”

The Oklahoma Gold program was originally developed for stocker cattle and is used in conjunction with growth-promoting implants. But Selk emphasizes that replacement heifers must not be given growth-promoting implants. Research suggests that replacement heifers given an implant have decreased initial and subsequent pregnancy rates compared with heifers not implanted.

Selk also says lightweight or young, weaned heifers that need an added boost while still on late summer pasture may benefit more from the Oklahoma Super Gold supplementation program. “Super Gold” consists of feeding 2.5 pounds per head per day of a 25% crude protein pellet.

“Once again, an ionophore is included at the proper dosage and will be beneficial to these young growing heifers,” Selk says.

Extension specialists also note that producers must consider

the breed type of their cattle when developing replacement females. Some larger-framed breeds or breed types may need to be older to reach puberty compared to more moderate-framed breed or breed types. A heifer could obtain the weight necessary for puberty but be too young for puberty to be expressed.

To ensure that all heifers reach the weights recommended before the breeding season, it is also recommended to feed them separately from the cow herd and, if possible, sorted into feeding groups according to size and/or age at weaning.



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Set 'Em Up for Success

Get your calves bunk-broke, ready to gain

By Kelsey Harmon for Cattlemen's News

Once calves are loaded on the trailer for the first time, they often travel long distances and experience changes in lifestyle. Bunk breaking calves can help prepare them and keep them healthy for the journey ahead. It also make calves more appealing to buyers. Andrew McCorkill, field specialist in livestock, and Eric Bailey, assistant professor and MU Extension state beef extension specialist, offer expert advice on the best practices for bunk breaking calves.

According to Bailey, hand-feeding supplement on pasture (multiple times a week) and confinement in a pen or barn providing feed in the bunk are two common types of bunk breaking cattle. "If you ask 100 cattlemen how they go about bunk breaking their calves, you're likely going to get about as many unique answers," says McCorkill. "The wise ones look for a method that keeps stress levels low and the calves healthy."

Bailey says that bunk breaking is more than just putting out the most palatable feed possible and hoping they'll

take to eating it. It is a process of showing calves something they're used to and introducing something new. His preferred method for bunk breaking is to put hay in the bunks when weaning calves. "For the first three days, I'll put the new feed underneath 3 to 4 pounds of hay per head," says Bailey. "For the next three days, I'll put 3 to

4 pounds of the new feed on top of the hay. He says he takes the hay away on day seven and notes that ideally, the new feed is a total mixed ration. Bailey also highlights that bunk breaking can be used as a management tool for diagnosing sick calves. "If your calves are aggressive to the bunk (come running when you feed and all eat immediately), anything that is not rushing to get fed is worthy of closer examination."



McCorkill's preferred bunk-breaking method consists of rotating the herd around so they are close to the catch pen and working facilities. He will feed the cows a little grain there, even just a few times ahead of weaning day to allow the calves to acclimate to the environment without even knowing it.

He says the creep feeding method also helps to get them used to eating feed and reduces stress on the calves at weaning. At the same time, it can be cost-prohibitive in some instances. He recommends figuring the costs before extended periods of creep feeding.

"Most of the calves I deal with have had at least some exposure to feed prior to the dry lot, so my perspective is probably a little different from some folks," says McCorkill. "I like

to allow calves free-choice access to good, quality hay from a ring or rack and just make sure they're all up and to the bunk and eating together."

According to McCorkill, the placement of the bunks in the weaning pen is another aspect of importance. "Feed and water both need to be positioned in a heavier traffic area where calves will naturally find them, mostly along the fence," says McCorkill. "It can be helpful to put a slight amount of pressure on the calves to push them towards the bunks in the beginning as well."

He says that some producers that handle a lot of high-risk cattle will even have one or two old, gentle steers around to

turn in with a fresh set of calves and help train them.

As far as automatic waters go, "You have to assume that no calf entering your farm knows how to drink water from anything but a pond," says Bailey. "This seems like a simple deal, but it is very important for success." His tips are to let the waterers overflow the first day and take the balls out of the ball-top waterers.

When it comes to calf nutrition tips during bunk breaking, McCorkill says that regardless of the operation, calves should be started on a nutrient-dense feed source as quickly as possible once they hit the weaning pen. "Going 48 hours without feed can reduce the microbial population of the gut to as low as 10% to 15% of normal levels, adding yet another hurdle to



Andy McCorkill

the weaning process," says McCorkill. He recommends using good, quality forage whether it be quality grass, legume hay or haylage and a good grain-by-product-based feed to get them off to a good start at the bunks.

Bailey also weighs in on nutrition. "What I highly encourage is to make sure cattle are eating a minimum of 1% of body weight in supplement in a system where they have free-choice access to hay or pasture," says Bailey. "If you're trying to make more money by growing calves out, they need to gain 2.5 pounds per day."

He says that he has experienced producers holding their operations back worrying about calves getting too fleshy. "Our genetics are much better these days and we need to push calves to grow more," says Bailey. "That's a major low hanging fruit in generating more income from cattle operations." He notes that if calves are getting too fleshy, it is because they're not eating a properly balanced diet.

"High-quality grass hay is my secret to a successful transition from pasture and milk to a total mixed ration," says Bailey. "Young calves learn to graze from their momma early in life, and forage is the first thing the learn to eat other than milk. This happens on farms across the United States. Regardless of where the calves come from and if you put good hay out, they're going to try to eat it."

The last bits of advice Bailey offers are for producers to get a feeder for their pickups or UTVs and to remember that the best investment in bunk breaking calves is your time. "Take the time to handle the calves and gently coerce them toward feed for the first couple of days," says Bailey. "That will help the stragglers take to it faster."



Eric Bailey

take to eating it. It is a process of showing calves something they're used to and introducing something new. His preferred method for bunk breaking is to put hay in the bunks when weaning calves. "For the first three days, I'll put the new feed underneath 3 to 4 pounds of hay per head," says Bailey. "For the next three days, I'll put 3 to

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zoetis

Weeding Out the Weeds

Advancements in pasture herbicide forthcoming

By Cattlemen's News Staff

During a recent Innovation Showcase field tour hosted by Corteva Agriscience near Stotts City, Missouri, beef producers and ag retailers got their first glimpses of two pasture herbicides that are yet to be released for commercial use.

DuraCor® composed of two active ingredients, is powered by Rinskor® active, the first new active ingredient introduced in the range and pasture market in nearly 15 years. While regulatory approval has not been granted at this time, Corteva anticipates a release in time for the 2020 growing season.

DuraCor has a broader control of broadleaf weeds, lower use rate and more application flexibility when compared to GrazonNext HL, Corteva's current standard in broadleaf weed control, according to Scott Flynn, Corteva field scientist.

The ability of DuraCor to easily go into solution, and stay in solution, when mixed into UAN liquid fertilizer is a vast improvement compared to GrazonNext HL. DuraCor can also be use as a foliar application and will be the go-to product for an impregnated dry fertilizer scenario.

It's anticipated that DuraCor will be labeled to provide control on approximately 140 broadleaf weed species with increased activity on hard-to-control weeds, such as ironweed, poison hemlock, wild carrot and plantain.

"With DuraCor you get extended broadleaf weed control and you're still going to get weeks and months of control on some of the key weeds," Flynn said.

Paired with a lower use rate of half of what producers are used to with GrazonNext HL, Duracor is safer on grass than other herbicide options and is deemed a reduced-risk her-

bicide by the Environmental Protection Agency.

Going forward, DuraCor will be Corteva's primary recommendation to use with impregnated fertilizer.

Impregnated fertilizer proved to be a really good tool to have this spring because of all the moisture the four states area received, according to Brant Mettler, Missouri range and pasture territory manager with Corteva.

"It's a lot easier to get dry fertilizer out when you have springs like we've had. There are a lot of benefits to fertilizer impregnation, including less time and one less trip across the field, which means less cost," Mettler said. "It's just a more efficient option."

Other Developments

Perhaps one of the more exciting advances in pasture herbicide technologies in years was also featured at the plot tour. Dubbed "the clover concept" until an official name is released; it's the first product to provide broad-spectrum control of broadleaf weeds without killing white clover and annual lespedeza. The product is expected to be released for the 2021 growing season.

Flynn explains that the clover concept has been a long time in the making and something that shows great potential to transform pasture herbicide applications.

"What is the No. 1 barrier for people making an application in this area? It's that they don't want to get rid of the clover," Flynn said.

The Rinskor molecule, in another formulation, provides the safety to white clover and annual lespedeza in a non-residual herbicide application.

It's important to note that while the clover concept product is safe on white clover, it is not recommended for weed control in the presence of red clover varieties.

"You will see red clover come back at the end of the season, but it (the herbicide) will take your red clover population down," Flynn said.

The herbicide has a really good spectrum of control, according to Flynn. It's active on musk thistle, members of the plantain and carrot species, cocklebur and annual ragweed to name a few.

"There are a couple of things that we will have to accept with the Rinskor active. When we first make the application, the white clover is going to lodge and you're going to see some chlorotic tissue for two to three weeks," Flynn said.

After two to three weeks post-application, the yellowing of the leaves and lodging will dissipate.

"It seems that in grazed situations the stand restores more quickly than when you let it sit ungrazed. Grazing somehow rebounds it," Flynn said.

Flynn has worked with several varieties of white clover and has observed more resilient varieties in Alice and Barblanca by Barenbrug and Durana by Pennington.

"These varieties have more tolerance, less lodging and less chlorosis. The newer varieties have the ability to handle Rinskor better and with less downtime, and I think that's key," Flynn stated.

Ultimately, providing cattle producers with more progressive herbicide options is beneficial for pasture management and can greatly influence the amount of available forage for grazing cattle. More grass equates to more pounds of beef.

During a recent Innovation Showcase field tour near Stotts City, Missouri, Corteva Agriscience gave beef producers a first look at two new pasture herbicides that the company hopes to release in time for the 2020 growing season.



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Summer School

Ag education is IN for the summer

School may be out for the summer, but for the Ag Education on the Move® program (AEOTM), efforts continue through the summer months and provide fun and unique opportunities for all ages.

“During the summer, we have high participation in events. Between June and August, we will have implemented a

total of 20,000 hours of agriculture education across the state. Traditional classroom settings transition to summer school programs, afterschool clubs, summer camps and other unique partnerships. The venue and audience may slightly differ, but the important message of agriculture remains the same,” says Program Director Luella Gregory.



Maddie Bader

and educational,” Gregory added.


Summer Outreach Coordinator Maddie Bader is working with the AEOTM program this summer to do just that.

Maddie is no stranger to agriculture and grew up on a small family farm near Hermann, Missouri. Maddie is a former state FFA officer and has a passion for agriculture education and policy.

“Summer allows us to expand our message to a new audience, where organizations and programs are seeking content. We can provide hands-on exploratory learning that is fun

"I am excited to share my passion for agriculture with future generations and hope to instill in them the importance of our industry," Bader says.

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MOUNTAIN GROVE - Hwy 95, 244 Acres. Beautiful cattle farm, 3 BR brick home, all open, excellent pasture/hay ground, 3 wells, 2 ponds, 8 waterers, pipe corral, large livestock barn & machinery shed \$1,339,000

STOUTLAND - 661 Ac., Starling Dr., rolling pasture land, nice pipe corrals & pens, covered working chute, fenced & cross fenced, ponds, springs, well & waterers \$1,386,000

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OZARK - 476 Ac., Tennessee Road, Beautiful rolling pasture, fenced & crossed fenced, several ponds & waterers, pipe corrals, livestock barns, hay barns, 4 BR brick home \$3,332,000

VERONA - 79 Ac., Law. 2210, good pasture, 3/4 open, 2 ponds, cross fenced, well, automatic waterers, great views \$237,000

HOUSTON - 38 Ac., Hwy. B, mostly open, nice pasture, pipe corrals, barn with office, waterers, run-in sheds, 3 bed home \$259,900

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SUMMER SCHOOL
FROM PREVIOUS PAGE

Maddie has been engaged in education outreach workshops at FFA camp and participated in professional development career days in Kansas City, Missouri, as part of her internship. She led the classroom program series at Camp Mihaska, reaching St. Louis campers. Campers learned about soybean, wheat, cotton and rice production, while connecting the dots between beef and dairy products.

Like St. Louis campers, many other students are learning about agriculture for the first time. AEOTM partnered with Platte County University of Missouri Extension to offer an agriculture education Youth Explorer Series. AEOTM shared information about beef production while students engaged in a DNA extraction activity to highlight beef genetics.

As fall quickly approaches, AEOTM will begin working with FFA chapters to implement ag education programs in Agri-Ready counties and strengthen rural communities.

AEOTM, a program of Missouri Farmers Care, is a proactive, educational effort that brings passionate, trained educators to the classroom to build agricultural literacy at elementary ages and explore the important process from farm to store. Through the 10-week program, students learn about crops, livestock, soil and water conservation, nutrition and careers in agriculture. Students are exposed to real Missouri farm families

and learn about their dedication, compassion, sacrifice and work ethic on the farm.

AEOTM also hosts career-ready programs, opportunities to engage educators and share the message of agricul-

ture careers with influencers.

To learn more about the program, visit MoFarmersCare.com.

—Source: Missouri Farmers Care, Ag Education on the Move. 🤠

Ag Education on the Move (AEOTM) recently partnered with Platte County University of Missouri Extension to share information about beef production while students took in a DNA extraction activity highlighting beef genetics.



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—Source: Dale Blasi, Kansas State University Extension beef specialist.

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MANAGEMENT MATTERS

Hitting 90%

Make concurrent deworming a herd must-have

By Harold Newcomb

Parasite control should be the cornerstone of your animal health program because parasites negatively impact the overall health and performance of cattle. They decrease feed intake, reduce average daily gain, lower milk production and impair the immune response to vaccines and diseases.

To help make people aware of parasite resistance, the U.S. Food and Drug Administration recently announced that it is requesting that animal drug companies voluntarily revise the labels of drugs intended to treat certain internal parasites in livestock and horses. Merck Animal Health shares the U.S. Food and Drug Administration's concern and the need for transparency as it relates to parasite resistance.

For more than a decade, Merck Animal Health has maintained the world's largest Fecal Egg Count Reduction Test (FECRT) database to monitor field use efficacy of anthelmintics approved for use in cattle in the U.S. today. The results document that certain classes of dewormers are not as effective today as they have been in the past.

90% reduction in egg count sought

The FECRT protocol includes taking 20 samples the day of the deworming followed by another 20 samples taken 14 days after the treatment. In the samples taken 14 days after the treatment, at least a 90% reduction in egg content should be observed in order to know the anthelmintics are working properly. From 2009-18, results from 721 trials and more than 24,000 samples, representing more than 24 states, have been compiled. See Table 1 on next page.

Both the endectocide pour-on and the endectocide injectable products performed well below the 90% threshold that is critical to ensuring proper parasite management, including:

- In more than 2,700 fecal samples from cattle that were treated solely with an endectocide pour-on product, a mere 51% efficacy was attained. Nearly half of the eggs remained 14 days after receiving the respective pour-on.
- When evaluating the efficacy of more than 4,400 fecal samples that were treated with an endectocide injectable pour-on, only a small uptick in the effectiveness was recorded – specifically, 57.4%.

Various Safe-Guard® and Panacur® formulations were evaluated – all of which contain the active ingredient fenbendazole. In more than 7,500 fecal samples tested, an efficacy of 98.7% was accomplished. While these results are greater than the baseline of 90%, adding a second dewormer to concurrently treat cattle resulted in the highest percentage. When analyzing more than 2,700 fecal samples treated with a combination of fenbendazole along with either a pour-on or injectable endectocide, an efficacy of 99.1% was achieved.

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RESIDUE WARNING: Cattle must not be slaughtered within 8 days following last treatment. For dairy cattle, the milk discard time is zero hours. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

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CONTINUED ON NEXT PAGE

A multi-pronged approach

For maximum efficacy, take these four steps:

1 Concurrently use two or more classes of anthelmintics. Not only does a concurrent deworming program most effectively control internal parasites, it also ensures a sustainable anthelmintic program that helps keep resistance to a minimum.

Three classes of dewormers are approved for use in U.S. cattle – benzimidazoles, endectocides or macrocyclic lactones and imidazothiazoles. The two most commonly used are endectocides and benzimidazoles.

2 Properly estimate animal weights so a full dose of dewormer is used. Administering less than the recommended amount may not fully treat the parasites.

3 Conduct a FECRT annually to monitor efficacy.

4 Consult your veterinarian for assistance in diagnosis, treatment and control.

Altogether, these anthelmintic best practices, coupled with proper animal and forage management, are important to the overall stewardship of cattle. Learn more at SafeGuardWorks.com.

—Source: Harold Newcomb is a veterinarian and technical services manager for Merck Animal Health. Copyright ©2019 Intervet Inc., d/b/a Merck Animal Health, a subsidiary of Merck & Co., Inc. All rights reserved.



- Only keep heifers that conceive on first service and only give mature cows two cycles to breed.

—Source: Eldon Cole, University of Missouri Extension livestock specialist, Key takeaway from Beef Improvement Federation annual meeting.


TABLE 1

Fecal Egg Count Reduction Test Database* Efficacy Summary	
Treatment	Percent Efficacy
Endectocide Pour-On	51.0%
Endectocide Injectable	57.4%
Various Safe-Guard Formulations	98.7%
Safe-Guard in combination with various endectocides	99.1%

*Merck Animal Health maintains the world’s largest FECRT database to monitor field use efficacy of anthelmintic classes. Through 2018, there were 24,186 samples were analyzed – 12,171 pre-treatment and 12,015 post-treatment.

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Camping with Cameo

The county fair is more than just livestock shows

By Erin Hull for Cattleman's News

I grew up on a dairy farm, but we never went to fairs – not local county fairs and certainly not the state fair. My cousins all showed cows, but my family focused on crop production and showing cattle just wasn't in our wheelhouse.

I remember looking back at pictures and being confused. Why are these people dressed in head-to-toe white? How can a cow be so well-trained? How much time does that take? Isn't that so much work? That must be exhausting. I never understood any of it.

I never understood any of it until my daughter joined our local 4-H dairy chapter. In a very short amount of time, all of it made sense. My daughter is a very active kid. She's 12, athletic, very social and always into the next thing. She loves skiing, lacrosse and soccer, but she isn't much of a farm kid. She prefers to be on a lacrosse field rather than in the pasture or at the barn. She loves to travel and gets to go on some pretty amazing vacations.

Yet, if you ask my daughter what her favorite time of year is, without missing a beat her response is always "The county fair". Most people hear that response and look at her cross-eyed. The county fair? Why on earth is her favorite time of year the county fair? She sleeps in the barn, is exhausted 95% of the time, is dirty 99% of the time (which makes keeping "show whites" actually white quite a feat) and has to be up at the crack of dawn to prepare her calf to be shown. So, I did a little investigating and interviewed her.

Why is the county fair your favorite thing to do every year?

Elsa: Oh, there are so many reasons. I get to meet new people. I have a lot of fun. I get to interact with lots of animals (if I can't find her, I will guarantee you that she's in "the bunny barn"). I love the free-



dom we all have to just be kids and have fun. It's a pretty safe place, and all the adults work together to keep us safe. It is usually pretty chaotic, and I actually like that. And I love that you buy me iced coffees in the morning because I'm so tired.



What do you do at the county fair?

Elsa: I show my Jersey calf that I lease from our family's dairy farm. (This farm is big into genetics, and it always gives us a bit of an advantage when going into the show ring.) Last year I also showed market broilers (meat chickens) and sold them for \$360. (She sold three chickens for \$120 per bird.) This year I am also showing my guinea pigs, Trevor and Finch.

Besides showing animals, what do you enjoy doing at the fair?

Elsa: I love all the activities the fair board has planned. I love

the Iron Chef competition that I do with my friends. (Her team won it this year, which was unexpected, but apparently their pork fajitas were amazing.) Costume class with our animals is always fun. I'm really good at the pedal tractor races, so I love those. (She pulled 600 pounds with ease and handily won first place in her weight class this year). Plus, the scavenger hunts are always super fun.

Wow, all this sounds very tiring. Aren't you tired when you're there?

As her mother, I can attest to the fact that she is exhausted. Elsa: Yup. I am tired during that week. But it's because I'm having so much fun that I can't stop and rest. It's not because I'm doing hard work. I'm just having too much fun, and that is tiring. Those iced coffees help keep me energized.

Do you care how well your calf and you do in the show ring?

Elsa: Yes. I do care. I really want to go to show at the state fair, and my calf must do well at the county fair to make that happen. One year my calf made it, but I was out of town during the state fair and couldn't be there to show her. Hopefully this year Cameo (the calf) does well, and I'll get to experience showing at the state fair. But if my calf doesn't do well, that's okay because I'm having so much fun all week.

Update: her calf did okay. But from a mother's point of view, Elsa was having too much fun to properly put the time into her calf to take her to the state

fair. I wiped her tears away, and then she promptly returned to "the bunny barn," and life was fun once again.

As a mother, I generally see an overtired kid who is very frustrated in the show ring for a couple reasons.

She hasn't put in the time needed before the fair in order to have a well-behaved calf.

She is competitive and wants to do well. I wipe away the tears when she doesn't do well.

I focus on those reasons. But she doesn't. No matter how many tears are shed after she leaves the show ring, the positives far outweigh the negatives.

Personally, I've learned a lot about showing cows that I never imagined I needed to know. Aside from all the technical things the kids must know in the ring, I've learned why cattle are shown. First and foremost, our 4-H club shows cattle for the experience and the responsibility it takes to get an animal to the fair. That includes the hours walking a calf, the hours giving them baths, the hours preparing the animal to look the best it can look.

On a greater scale, cattle are shown to highlight the genetics you have in your herd and make a name for yourself. It's a tight-knit group of individuals who have camaraderie and share a passion: cattle. It's a passion they are proud of and love to showcase. And it shows.

My daughter is a very lucky girl. Not all kids get to experience the fabric of rural America: our agriculture community and how well we all come together. She is blessed to have these years to look back on and smile. It's for those reasons that I'm willing to live in a camper at a county fairgrounds during the heat of the summer. It's for those reasons I help her with halter training a beast that generally doesn't want to be tamed. It's for those reasons I grin and bear it when my toes get stepped on several times by a 400-lbs. calf. It's for those reasons that I wipe away the tears and ignore the overtired child laid out before me and "Keep Calm and Farm On."



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PASTURE PLANNING

Unusual Forage Alternatives

Rules allow corn, soybean cover crops to provide fall forage for cattle herds

Corn and soybean crops planted on “prevented acres” not planted last spring may provide corn and soybean forage for cattle this fall.

With a wet spring many farmers failed to make quality hay for cow herds. Now, cover crops needed on bare crop ground may produce quality forage.

Earlier regulations on unplanted cropland restricted using cover crop for feed. For 2019, however, the U.S. Department of Agriculture has relaxed rules on double use. Farmers still collect prevented-planting insurance payments when harvesting forage after Sept. 1.

This time the rules allow planting corn and soybean crops for cover. Other crops, such

as grain sorghum, Sudangrass and cereal grains still make covers.

Corn offers nutritious high-tonnage forage. Soybeans grow less but higher quality forage.

These two crops, or other cover crops, cannot be planted for grain or seed. Extended prevented-planting deadlines expired July 15 in Missouri. Now, planting times become critical for those cover crops.

Prevented-planting cover crop rules require close attention to details by farmers. University of Missouri Extension specialists offer ideas to help, says Rob Kallenbach, MU Extension senior program

director and associate dean in agriculture and environment. Previously he was a state forage specialist.

The USDA Risk Management Agency makes rules for the new approach. Actual insurance coverage comes from local company agents. Always check on rules before acting.

Ray Massey, MU Extension economist, also emphasizes that first steps are to check with local USDA office and your local insurance agent. Rules must be followed.

Topics on corn and soybean cover crops come up in University of Missouri Extension weekly teleconferences when state specialists answer questions from regional agronomists across the state. Teleconferences are held in growing seasons every year.

On June 29, farmers received a letter releasing the land for corn and soybean cover crops.

In recent years, cover crops became part of farming for many growers. They offer more benefits than erosion protection, says Greg Luce, MU Extension corn specialist. Cover crops also control weeds. Plus, an unplanted field loses microbiotic growth in the root-zone. Corn planted in a field not planted the prior year loses yields.

Specialists expect more questions than answers for using corn and soybean cover crops. Little research exists.

Chopping or grazing corn for forage brings easier questions. It's done often.

Making soybean hay hasn't been widespread since the 1930s. Then MU Extension helped bring soybeans from China as a hay crop. It wasn't until later that use switched to growing oil seed and protein feeds. “We're rarely asked about soybean planting for forage,” Luce says.

Kallenbach says soybeans mowed for hay must be crimped to dry faster. “Properly adjusted mower conditioners crimp soybean stems about every 2 inches,” he adds.

CONTINUED ON NEXT PAGE

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Stressing Over Heat

The impact of hot weather on bull fertility

By Glenn Selk

Let's look at the effect of heat stress on each side of the reproduction equation. First, we examine the impact on the male. In a future article, we will look at research on the heat-stressed cow.

Throughout the years, several research trials have been conducted looking at the effect of high temperatures on bull fertility. Certainly that research has importance to many Oklahoma and Southern Plains cattlemen in the summer of 2019.

As far back as 1963, researchers exposed bulls to temperatures of 104 degrees F and 54% humidity for an 8-hour period and then allowed the temperature to drop to 82 degrees F with 72% humidity for the remainder of the 24-hour period. This temperature regimen was continued for seven days and was designed to resemble natural conditions in the sub-tropics.

They found the high temperatures resulted in major detrimental effects on initial sperm motility, sperm concentration and total numbers of sperm per ejaculate. One cannot escape the conclusion that high ambient temperatures can result in detrimental effects on fertility by effects on both the cow and the bull.

Oklahoma scientists placed bulls in controlled environments of 95 degrees F for 8 hours and 87 degrees for the remaining 16 hours while similar bulls were placed in environments of 73 degrees constantly. These treatments were applied to the bulls for eight weeks, and then all bulls were allowed to be in the 73-degree environment for another eight weeks.

During the treatment the heat-stressed bulls had rectal temperatures of 101.7 degrees F, and non-stressed bulls had rectal temperatures of 100.8 degrees F. The percentage of motile sperm cells decreased

significantly in the stressed bulls by two weeks of heat stress.

Sperm motility did NOT return to normal values until eight weeks after the end of the heat stress. This explains some of the reduction in fertility that is often associated with summer and early fall breedings.

—Source: Glenn Selk is an Oklahoma State University emeritus animal scientist.

UNUSUAL FORAGE FROM PREVIOUS PAGE

Eric Bailey, MU Extension state beef specialist, reacted positively to news of soybean forage: "It's super hay," he says. "Compare it to alfalfa. Legume hay gives nutrient balance to offset bad hay we've baled and bagged this year."

In earlier teleconferences, specialists called hay this year the "worst ever." A cool, wet spring slowed growth, and

frequent rains fell on most hay after mowing.

Both Massey and Kallenbach reiterated the importance of contacting local USDA and insurance offices before using corn or soybean cover crops on any acres whether covered or not by insurance. Lost payments happen by not following rules and meeting deadlines.

—Source: University of Missouri Cooperative Media Group.

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- * The Amazing Rumen
- * How Good is Your Hay or Grass?
- * Criteria for Culling Cows - Dr. Eric Bailey
- * Ribeye Fabrication & the Versatility of Beef Cuts - Laura Hagen, Chef & Senior Director, Culinary National Cattlemen's Beef Association
- * What's New in Purina® Research
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ON THE CALENDAR

Expand Your Knowledge

MU Southwest Center event slated for Sept. 12

The 56th annual University of Missouri College of Agriculture, Food and Natural Resources Southwest Research Center Ag Education and Field Day is set for 8:30 a.m. to 2 p.m. on Thursday, Sept. 12, 2019. This long-standing tradition has been a great place for agriculture experts to join with those seeking information in a shared atmosphere.

While one can learn in many ways, talking in person is still

the preferred method. Specialists and experts in their fields enjoy spending the day interacting with others and truly want to help by problem-solving and answering questions.

This year's field day will highlight current and past university research. In addition, speakers will address a variety of issues including beef industry ones. This year's field day focus will be on technology, beef reproduction and hemp production.

An horticulture tour, beef tour and industrial hemp tour will take place starting at 12:30 pm. These tours will have great information about current Southwest Center research.

In addition to the field day speakers, Career Exploration Day (formerly Ag Education Day) will feature 35 presentations on a variety of topics. This popular FFA day draws around 50 schools from surrounding counties in southwest Missouri. All speakers are accessible to visitors this year. In addition to the speakers, the Southwest Center will have its fistulated steers on hand for students and the public alike to learn more about how a rumen functions.

Schreiber Foods will cook lunch this year. A generous supporter of the Center, Schreiber Foods has donated both time and resources to provide a delicious meal for all visitors. Lunch is a \$5 donation to the Southwest Research Center. Lunch tickets can be purchased at the registration table.

Combining both the Southwest Center Field Day and Career Exploration Day helps maximize outreach while reducing spending. In addition to events held on Sept. 12, this will be a great opportunity for stakeholders to tour the new Southwest Center conference and education facility.

—Source: University of Missouri Southwest Research Center.

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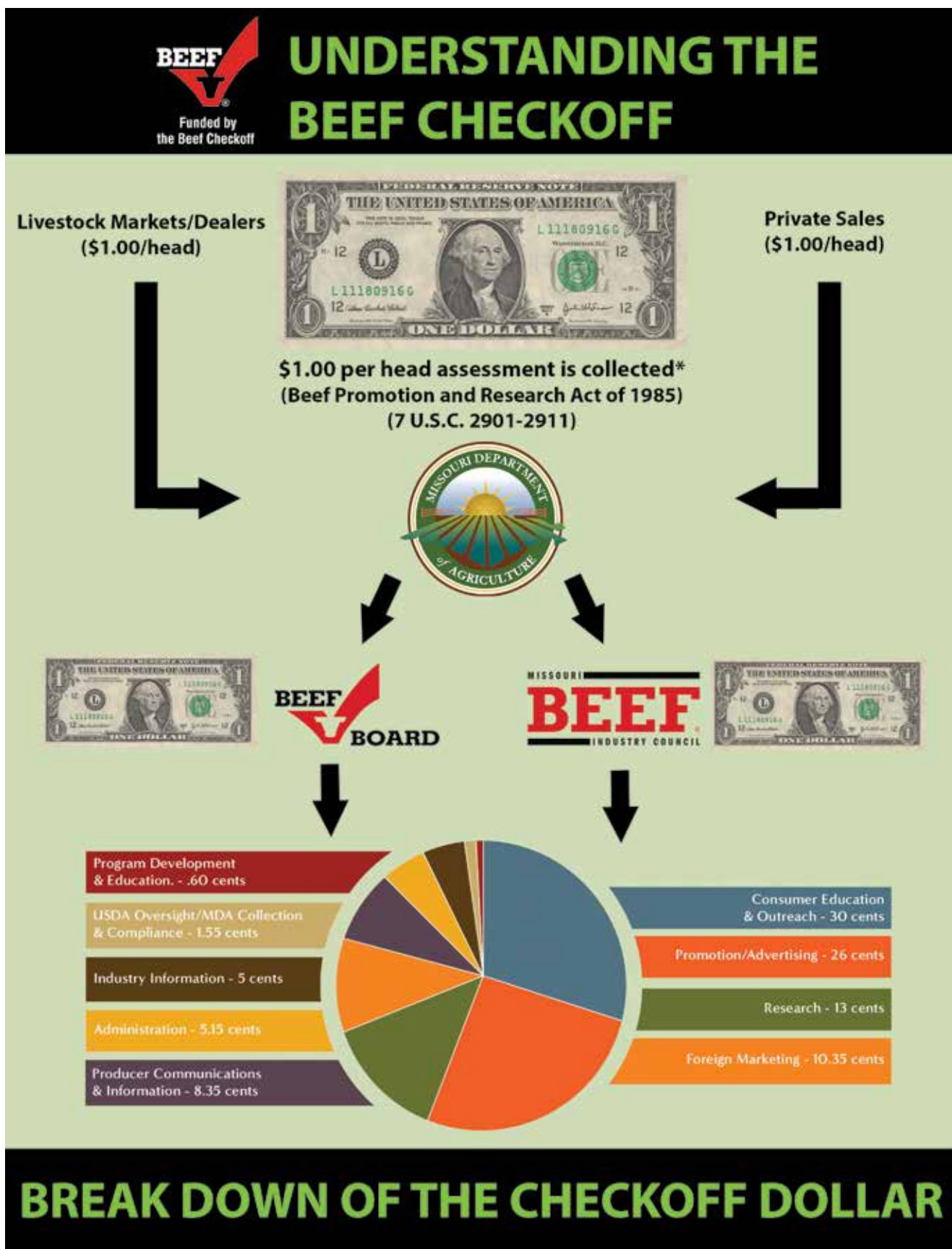
Breeding the Best

Key takeaways from the Beef Improvement Federation annual meeting

- 1 The beef industry needs to get data sooner on young bulls and heifers. Genomic enhanced EPDs helps.
- 2 Only keep heifers that conceive on first service and only give mature cows two cycles to breed.
- 3 Cattle need to develop heat tolerance due to global warming.
- 4 Cows that are depreciated out are the most profitable ones in the herd and are usually 7 to 9 years of age.
- 5 Heifer pregnancy rates need to indicate when she became pregnant and not just that she is pregnant.
- 6 We need to come up with better terms when communicating with consumers.
- 7 Heterosis works! That last statement seemed to come out of several genetic researchers' and producers mouths.

—Source: Eldon Cole, livestock specialist, Univ. of Missouri Ext.

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EVENT ROUNDUP

August

- 15 Prime Time Livestock Video Sale
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Colby Flatt, video manager, 620-870-9100
- 26 Prime Time Livestock Video Sale
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- 29 Purina Cattlemen's Clinic
Green Springs Bull Test, Nevada, Missouri
FMI: 417-448-7416
- 29-31 Arkansas Cattlemen's Assoc. Convention & Trade Show
Hot Springs, Arkansas
FMI: 501-224-2114
- 30 Midwest Fleckvieh Event
Osawatomie, Kansas
FMI: 913-636-2540

September

- 5-6 Farm, Family & ME! Conference
Jefferson City, Missouri
FMI: <http://www.cvent.com/d/tyqq9z>
- 11 Replacement Cow and Bull Highlight Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 12 MU Southwest Research Center Field Day
Near Mount Vernon, Missouri
FMI: 417-466-2148
- 19 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
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October

- 10 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
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- 17-19 Mushrush Red Angus Online Replacement Heifer Sale
FMI: 620-273-8581
- 21 Hinkle's Prime Cut Angus Fall Bull Sale
at the farm, Nevada, Missouri
FMI: 417-448-4127
- 30 Fink Beef Genetics Angus and Charolais Bull Sale
Randolph, Kansas
FMI: 785-532-9936

November

- 9 MM Cattle & Moriondo Farms Production Sale
Mount Vernon, Missouri
FMI: 417-366-1249
- 21 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
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December

- 5 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
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ON THE CALENDAR

Farm, Family & ME! Conference Set for Sept. 5-6

FarmHer founder to speak

The president and founder of FarmHer shares her story at the Farm, Family & ME! Summit for Women Sept. 5-6, 2019.

Marji Guyler-Alaniz will tell how she began sharing the story of everyday farm life through photographs and videos.

The two-day summit offers sessions on how to remain resilient through a crisis and everyday stress. Robert Bertsch, North Dakota State University Extension specialist, gives advice on how to build a support circle.

Kalena Bruce, a fifth-generation Stockton farmer, owns a certified public accounting firm for rural taxpayers. She and her husband own a commercial cow/calf ranch and U-pick berry farm. She will share her thoughts on listening, power,

acceptance and advocating for agriculture.

Sessions will be held on estate planning, home and farm finances, electric fences, grain marketing, cattle pricing, crop insurance, flexible grazing systems, container gardening, agri-tourism, cover crops, meal planning, communications and stress.

The event will be at the Missouri Farm Bureau Building, 701 S. Country Club Dr., Jefferson City. Register at <http://www.cvent.com/d/tyqq9z> or mail a check to University of Missouri Extension, Knox County, 110 N. 4th St., Edina, MO 63537. There is a \$75 fee. Student fee is \$50.

MU Extension and USDA fund this event.

—Source: Univ of Missouri Cooperative Media release.

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Market Recap | Prime Time Livestock Video Sale
July 18, 2019 • Receipts 6,547

Demand was moderate to good for cattle offered at this Prime Time Video auction held at the Joplin Regional Stockyards. The cattle offered are in Missouri, Texas, Oklahoma, Kansas and Arkansas. An 8- to 10-cent slide or an 80-cent right slide along with a 2% to 3% pencil shrink will apply. Deliveries are current through December. Current deliveries are cattle that will deliver up to 14 days from the video sale date. Current delivery is through Aug. 1, 2019. The feeder supply included 81% steers, 19% heifers, with 97% over 600 lbs.



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Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
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300	700	700	146.00	146.00	Jul-Aug
378	825	825	140.50	140.50	Jul-Aug
53	950	950	129.00	129.00	Jul-Aug
73	700	700	151.25	151.25	Aug
311	800-825	805	138.25-139.50	139.25	Aug
2000	840	840	138.50	138.50	Aug-Sep
57	900	900	140.00	140.00	Sep
67	775	775	141.25	141.25	Nov
244	825	825	140.00	140.00	Nov

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
184	825	825	137.50	137.50	Aug
235	850	850	135.25	135.25	Aug
210	725	725	143.75	143.75	Aug-Sep
40	775	775	142.50	142.50	Oct Split Loads

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
60	825	825	124.10	124.10	Current
140	725	725	137.50	137.50	Aug
467	750	750	133.75-137.50	136.38	Sep
70	725	725	134.00	134.00	Nov
350	700	700	135.50	135.50	Nov-Dec

Southcentral States: Texas, Oklahoma, New Mexico

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
65	775	775	129.25	129.25	Aug
25	750	750	132.50	132.50	Oct Split Loads

Feeder Heifers: Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
70	700	700	129.50	129.50	Current

Northcentral States: Colorado, Wyoming, Nebraska, Montana, Iowa and North and South Dakota

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
300	875	875	133.25	133.25	Sep

Eastern States: All states east of the Mississippi, Louisiana and Arkansas

Feeder Steers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
176	550-575	562	164.50-165.00	164.75	Current
80	625	625	155.00	155.00	Current
252	800	800	139.25	139.25	Current

—Source: MO Dept of Ag/USDA Market News Service, Tony Hancock, market reporter, 573-751-5618. 24 Hour Market Report 1-573-522-9244. www.ams.usda.gov/mnreports/JC_LS770.txt



MARKET WATCH

Market Recap | Feeder Cattle Auction

July 29, 2019 • Receipts 4,985

Compared to last week, steers and heifers steady to 3.00 higher. Most weights and classes traded within a dollar or two of last week's ranges throughout the day with the market improving as the sale went on. Demand was good for all weights and at times very good for long time weaned yearlings, including a string of 139 head of 1075 lb steers bringing just over \$1350 per head. Most of the cattle on offer were in good greed condition. Supply moderate. Supply included: 100% Feeder Cattle (46% Steers, 0% Dairy Steers, 51% Heifers, 3% Bulls). Feeder cattle supply over 600 lbs was 56 percent.

Feeder Steers: Medium and Large 1 400-500 lbs 171.00-183.00; 500-600 lbs 159.00-179.00; 600-700 lbs 149.00-159.50; 700-800 lbs 141.00-152.00; 800-900 lbs 132.00-141.00. **Medium and Large 1-2** 350-400 lbs 175.00; 400-500 lbs 160.00-174.00; 500-600 lbs 145.00-165.00; 600-700 lbs 143.00-153.00; 700-800 lbs 140.00-142.50; 800-900 lbs 134.50-141.00.

Feeder Heifers: Medium and Large 1 pkg 397 lbs 156.00; 400-500 lbs 146.00-156.00; 500-600 lbs 138.00-148.00; 600-700 lbs 132.50-143.00; 700-800 lbs 130.00-137.00; pkg 815 lbs 125.00. **Medium and Large 1-2** 350-400 lbs 144.00-153.00; 400-500 lbs 138.00-150.00; 500-600 lbs 127.00-145.00; 600-700 lbs 126.00-139.00; 700-800 lbs 120.00-132.00; pkg 815 lbs 116.00.

Feeder Bulls Medium and Large 1-2 lot 397 lbs 157.00; 500-600 lbs 134.00-150.00; 600-700 lbs 133.00-147.00; 750-800 lbs 112.50-119.00; 800-900 lbs 106.00-111.00.

Source: USDA-MO Dept of Ag Market News Service. Steve Gill, Market Reporter, (573) 751-5618. 24 Hour Market Report 1-573-522-9244

Tune in to the JRS Market Report

Station	Frequency	Day	Time
KKOW	860 AM	M/W	12:50 p.m. & 4:45 p.m.
KRMO	990 AM	M-F	9:55-10:05 a.m.
KRMO	990 AM	M/W/F	Noon Hour
KRMO	990 AM	T/Th	Noon Hour
Outlaw	106.5 FM	M/W	11:45 a.m.
The Z	102.9 FM	M/W	12:40 p.m.
KTTS	94.7 FM	M/W	11:30 a.m. & 12:30 p.m.
KGGF	690 AM	M/W	11:30 a.m. & 12:30 p.m.
KWOZ	103.3 FM	M/W	11:30 a.m.
KHOZ	900 AM	M/W	12:15 p.m.



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AUG. 15, 2019

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AUG. 26, 2019

AT JOPLIN REGIONAL STOCKYARDS
CONTRACTS & VIDEOS DUE AUG. 19

SEPT. 19, 2019

AT JOPLIN REGIONAL STOCKYARDS
CONTRACTS & VIDEOS DUE SEPT. 12

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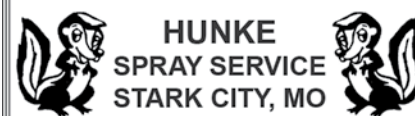
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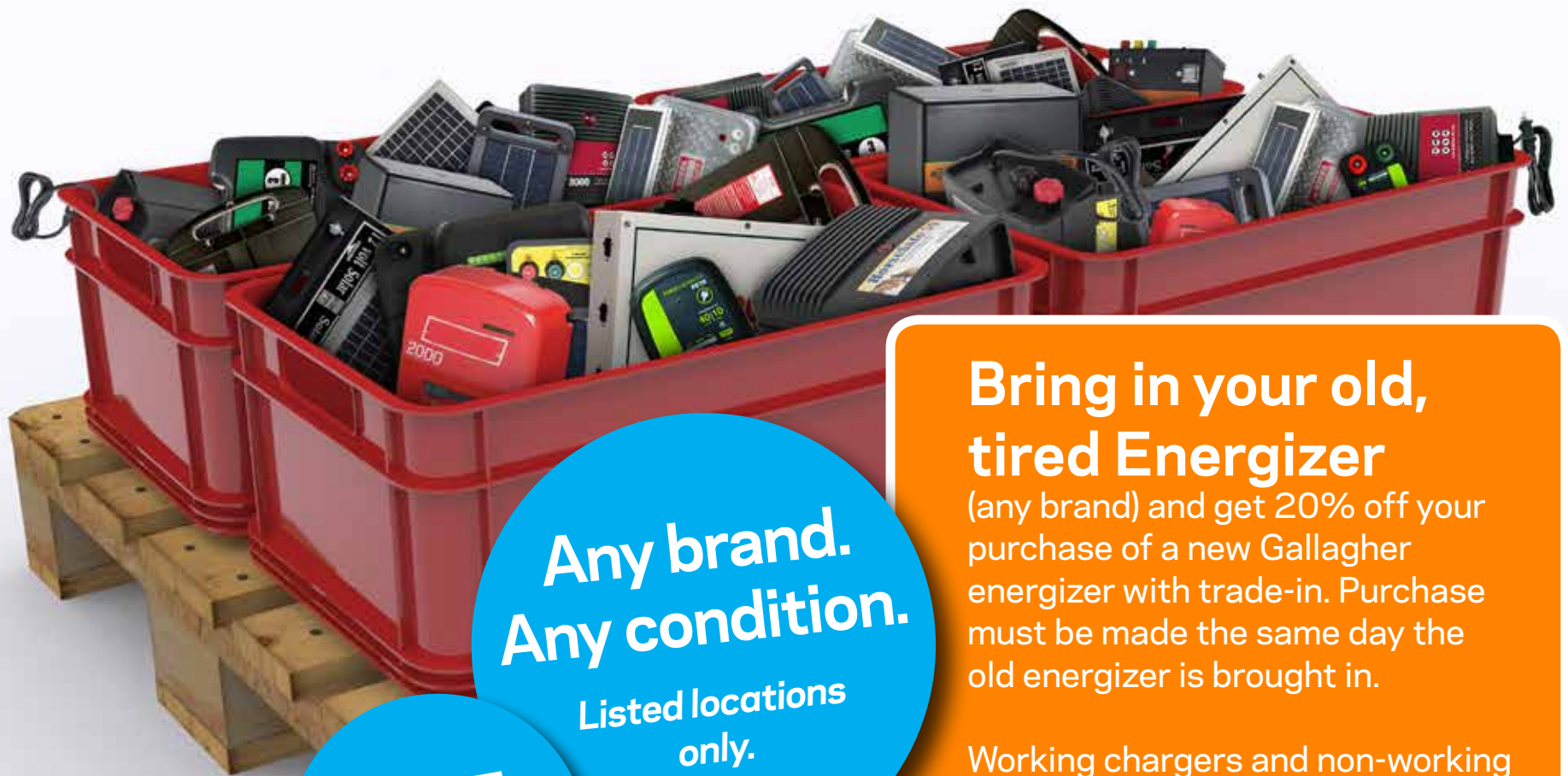
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Offer valid August 1-31, 2019 at the locations below. Cannot be combined with other offers.

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417-862-4378

Race Brothers - Carthage
2309 Fairlawn Drive
Carthage, MO 64836
417-358-3529

Race Brothers - Monett
210 S Hwy 37
Monett, MO 65708
417-235-7739

SoMo Farm and Ranch
2850 W Kearney Street
Springfield, MO 65803
417-865-0312

MFA - Ozark
1616 State Hwy 14 East
Ozark, MO 65721
417-581-3523

MFA - Marshfield
221 East Commercial
Marshfield, MO 65706
417-859-2505

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Cattle Charge®



8:1
Other
Commodities



One ton of Cattle Charge or Full Throttle will put as much weight on beef cattle as **two tons** of an 8:1 competitive product.

Beef producers talk about the need for low-cost feed to support their bottom line. We all want the best return on every dollar. Efficiency supports the bottom line.

In hundreds of on-farm trials, MFA has shown that Cattle Charge and Full Throttle convert 4 pounds of feed into 1 pound of beef. At about \$280 per ton in feed cost, that equates to \$0.56 per pound of gain on the animal.

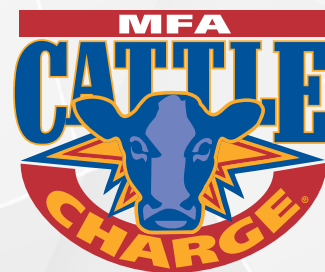
Three-way commodity blends won't do that. At best, it takes 8 pounds of feed to make 1 pound of beef. At about \$180 per ton, that's \$0.72 per pound of gain. Plus, blends typically don't have the minerals and vitamins needed to meet the animal's dietary requirements, so conversion can be closer to 10 pounds of feed per pound of gain.

If cattle on a three-way mix have access to mineral, they will heavily consume it. When you account for that additional intake, the "low-cost feed" turns into something not quite so low-cost and not quite so supportive to the bottom line.

Also consider feed waste (shrink) when comparing products. Every time you feed livestock, there is feed waste. If Cattle Charge or Full Throttle had the same shrink rate as a three-way mix, let's say 2%, the waste on 100 head of cattle could be as much as 1,600 pounds. But it would be 3,200 pounds with a three-way mix because it takes twice as much feed to achieve the same gain.

Costs for both programs for 100 days to put on 200 pounds per calf are as follows:

MFA feed	\$112
MFA shrink	\$2.24
	\$114.24
Three-way mix	\$140
Three-way shrink	\$2.88
Mineral needed	\$15+
	\$157.88



**Run the numbers yourself.
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