

JOPLIN REGIONAL STOCKYARDS

CATTLEMEN'S NEWS



DECEMBER 2019 • VOLUME 23 | ISSUE 5

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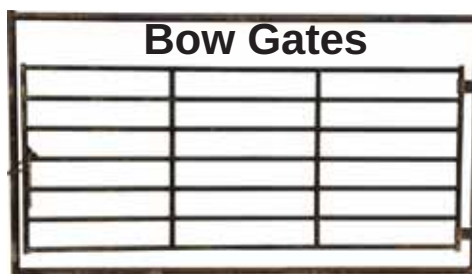
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Matt Bales

ON THE BLOCK

What a great time of year! “CHRISTMAS”... So many blessings and so much to be thankful for! It's a season where we all gather with family and friends to celebrate the birth of our Lord and Savior, Jesus Christ. We have the presents, the trees, and the lights that all of our children get so excited about. This time last year, I had eight grandchildren here and one in heaven. Now, we've added to that number with a new grandson, Maverick Thomas Moore, born Nov. 17 to Skyler and Ashlee. We've had some tough times in years past that have had a major effect on our family but with God's grace, we've managed to go on with life and the birth of a new grandson is a big deal. I think it's all to show us we are not in control, but God is. We have to sit back and look at the bright side of things. No matter how rough life and business can be sometimes, we have to trust and know that He has His own plan for us.



of those farmers that generally take on some calves have struggled to get their work done so they've drug their feet on buying those calves which has created an on-going problem for the last three months.

As we turn the corner and head into the New Year where we get into a lot of weaned calves I think we'll see the calf market start trending some higher. Not a great deal but definitely trending some higher. As we start into a new calendar year, I think we see this market continue to rebound and get a little better as we go. The cow slaughter is up 11%, the heifer slaughter is up 10-11% which means we are not retaining many heifers; we are killing a lot of cows and I think we will see this market continue to get better as time goes on. I'm bullish on the cattle market into the second half of the new year, especially if we can get some of these trade agreements done with these other countries. With the African Swine flu in many parts of those countries I think we could have the opportunity to make a lot of money in this next year, and I'm optimistic the markets will continue to improve.

As we close out 2019, I want to take this opportunity to thank all of our great employees who make our operation a success. We couldn't do this business without you! I also want to thank our many customers and friends for your business and trusting Joplin Regional Stockyards with your cattle sales. Your loyalty and friendship are very much appreciated!

Here's wishing all of you a very Merry Christmas and a blessed New Year!

Good luck and God Bless!

Jackie



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Merry Christmas and Happy New Year from all of us at Joplin Regional Stockyards. We appreciate your business!

—Cover photo by Cattlemen's News staff.

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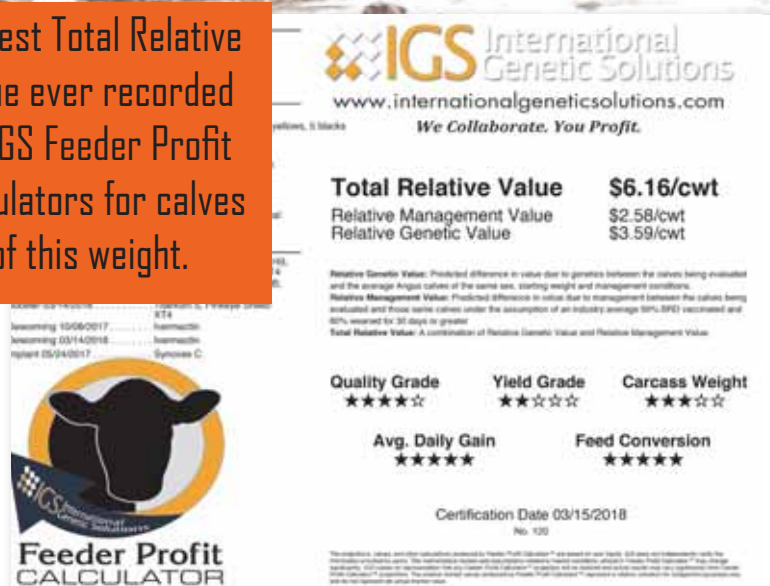
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DATA-DRIVEN DECISIONS

Get the Competitive Advantage

Predictive technologies give producers an edge

By Justin Sexten for Cattlemen's News

Technological breakthroughs promise to satisfy the consumers' goals of increased traceability, less greenhouse gas emissions and more naturally raised meat products. What is often excluded in this discussion is the reality that those demands are often paired with the exact same willingness to pay as the conventional products of today.

If we evaluate technology assuming the payback must come from operational efficiency rather than a premium beef product, we need to use a more conservative payback model. It should ultimately be one in which we have more control.

Using that assumption, technology must provide the user a competitive advantage by

reducing production costs or simply make life easier. Many factors influence the overall cost of production, and pinpointing the cost:benefit tradeoff of technology can be a challenge.

Many technologies simplify one's daily workflow in a way where ease of use overshadows true return on investment calculations. In agriculture,



we often fail to factor our time into the equation, so products making life easier are often adopted under this idea.

Behavior monitoring systems have been promoted as a way to reduce overall antibiotic use, a critical goal that fits the scenario above. It's an important goal with little economic incentive to those who bear the cost of implementation. These early detection behavior models reduce the need for preventative antibiotic use while enhancing antibiotic efficacy due to early disease detection.

A new paper in *Animals* by Mohammed Belaid and co-workers highlights the ability of behavior monitoring to predict disease while enhancing health outcomes and making the pen rider's job easier.

The technology the authors used were activity trackers capable of recording step counts, lying and feeding time and frequency. Before dismissing this as another special sensor, wait to read the results to see what this data offers for future adaptations.

Healthy bulls visited the bunk eight times a day spending a total of 95 minutes each day eating. Cattle rested for a total of 14 hours and 49 minutes a day, lying down over 27 times a day. I have referenced the importance of knowing what a normal, healthy animal does in order to predict those developing illness. In this experiment the authors observed behavior deviations as early as 10 days prior to when cattle were treated by the doctor crew.

Treated calves took 15% fewer steps, lied down 22% fewer times, visited the bunk 15% less resulting in 18% less time eating when compared against healthy bulls. A key point in this data was the step count in treated animals while lower, was not required to predict sick cattle.

As a result all one may need to measure and predict health events is whether the animal is moving or not coupled with bunk or waterer visits and length of visit time. This tech-

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CONTINUED ON NEXT PAGE

COMPETITIVE ADVANTAGE FROM PREVIOUS PAGE

nology requirement is much lower and scalable across multiple animals and pens using an ear tag.

The idea of predicting treatments confidently 10 days earlier may be met with some skepticism by a good doctor crew. The false positive rate in this experiment was 50% with a false negative rate of 12.5%. So using only the predictive data, one would treat twice as many calves than are actually ill and fail to treat 12.5% that were in need of treatment.

Contrast that to 100% preventative antibiotic use when producers use metaphylaxis. So in a pen with 10% respiratory disease we actually treat 20% earlier. In effect we achieve 80% reduction in overall antibiotic use and likely use less expensive products due to early detection rather than mass treatments.

Cowboy crews fear not. The technology while predictive, still requires the stockmans' eye to find those who don't change behavior with sickness. But in this case 87.5% of the cattle in need of treatment showed up as an alert for closer inspection 10 days before they would look sick to the trained eye. Some might argue if they don't change behavior even a well-trained eye may miss pulling them until disease has progressed.

With trained labor an increasing challenge, new predictive technologies will continue to find market adoption. In many cases it may not completely replace the labor but simply make pulling cattle easier and offer cost savings in treatment products due to early detection. This would ultimately benefit the entire supply chain.

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

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Feeder Cattle Sale

Wed., Dec. 18, 2019

Cow & Bull Sale

Thurs., Dec. 19, 2019

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Nutrition: Build a Firm Foundation

Take care in constructing calf health

By David Rethorst for Cattlemen's News



Over the course of the nearly six years that I have been writing this column, I have talked about good animal husbandry practices numerous times. Nutrition is arguably the most important of these husbandry practices. In order to better understand the role that nutrition plays in beef production, let's compare building a healthy calf to building a house.

We all know that building a house requires two-by-fours, plywood, trim, siding and various other materials. Before two-by-fours can be placed, a good foundation is necessary. Nails and screws are needed to secure the various components together. Labor is required to assemble the materials. If quality materials and knowledgeable labor are used in the construction of this house, we have a house that

will last many years. If not, we have a house that will require constant, costly repair. In other words, not all houses are created equally.

A similar statement can be in beef production in that not all calves are created equally. This usually relates to how the construction materials for the calf, protein, energy and trace minerals, are managed during a calf's lifetime. Pro-

tein is necessary in all tissues of the calf, so let's call protein the two-by-fours, plywood and other materials necessary for our calf. This protein is derived from feed sources and rumen microbial protein. Energy (labor) to put this calf together will come from the rumen breakdown of fiber and/or supplemental grain. Trace minerals will be the nails and screws that hold the calf together and make all systems function properly.

Building the foundation for a healthy calf that performs well throughout its life begins at conception. Several fetal programming studies have shown us that the cow's energy levels must be at optimal levels during early pregnancy in order for the fetus to develop to optimal number of muscle and fat cells. If the energy levels are either below or above the cow's requirement, a smaller number of both muscle and fat cells will develop. If the proper number of cells does not develop, it can impact quality and yield grade of the calf at harvest.

Other studies have shown that providing adequate protein late in pregnancy will have a positive influence on the carcass grade of steers at harvest and the reproductive performance of yearling heifers. Trace minerals are mobilized from the cow to the developing fetus during the last three months of pregnancy. This mobilization is necessary for the calf's immune system to function properly during the first 60 days of life. It is imperative that the cow consumes the proper amount of trace mineral in the last trimester not only to improve the calf's immune function but for her to have adequate trace mineral storage to cycle and breed back.

Two studies in recent years indicate that the way protein and trace minerals are supplemented have a significant impact on respiratory health in the feedyard after a 45-day preconditioning program on the ranch. This shows the need for a solid foundation.

Nutrition also plays a significant role in the quality of colostrum a cow produces. Co-

CONTINUED ON NEXT PAGE

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BUILD A FIRM FOUNDATION • FROM PREVIOUS PAGE

lostrum is most commonly thought of as a source of antibodies. Protein is the primary building block of antibodies, so colostrum is also influenced by our protein supplementation strategy during the last trimester. Fat is another major component of colostrum as it serves as an energy source to warm calves. Providing adequate energy to the cow to maintain a 5.5 to 6 body condition score at calving will provide adequate fat in the colostrum. Protein supplementation during the last trimester also has an impact on the absorption of colostrum by the newborn calf. Inadequate protein to the cow will decrease the calf's ability to absorb those lifesaving antibodies.

While we are discussing colostrum, a few sidenotes:

- Studies in the dairy world indicate that the primary impact of colostrum is not on health but on growth. This is due to the impact of immunoglobulins in the colostrum on the cells of the small intestine.
- Acellular (without white blood cells) colostrum, for example colostrum replacers, causes calves to program more stress receptors, thus being more susceptible to stressful situations.
- Other colostrum tidbits not commonly discussed include the fact that colostrum quality decreases with both over and undercondition of the dam (BCS greater than 6 and less than 3.5).
- A 3% to 4% decrease in colostrum quality for each hour that a cow is not nursed following calving has been demonstrated.

Now that we have a good foundation, once the calf is born we can proceed with construction. The calf needs protein and energy, which are supplied by milk in order to grow. The cow's requirement for both protein and energy go up dramatically following the birth of the calf so she can not only produce adequate milk but also come into heat and become pregnant again in a timely manner.

Construction is still underway so we still need building materials, protein and energy, along with some screws and nails, trace minerals, as we get the calf ready to wean. Trace minerals are still needed so the calf's immune system is ready for weaning. The protein and energy needs of the cow decrease as milk production begins to decline as the calf gets older.

Up until the time the calf is weaned, we have basically been putting up the walls of our construction project. Cow-calf nutrition is based on the fact that cattle and other ruminants have the unique ability to break down plant fiber, using it to make protein and energy, thus producing high-quality, red-meat protein. If forage quality is low, small amounts of supplemental protein may be necessary to drive this conversion.

Once the calf is successfully weaned, the details of our nutrition plan become more defined as we put on the siding, trim and paint. Average daily gain and feed efficiency become important as we strive for profitability in the finishing phase of the industry.

If we get this done properly, we have cattle that will produce safe, wholesome beef that provides an enjoyable eating experience and comes from cattle that have been properly cared for from conception to consumption. Practices used in this construction should be socially acceptable, environmentally sound and create value for both the producer and consumer. How are your cattle built?

—Source: Dr. David Rethorst is a veterinary practitioner and consultant, Beef Health Solutions, Wamego, Kansas. 🤠



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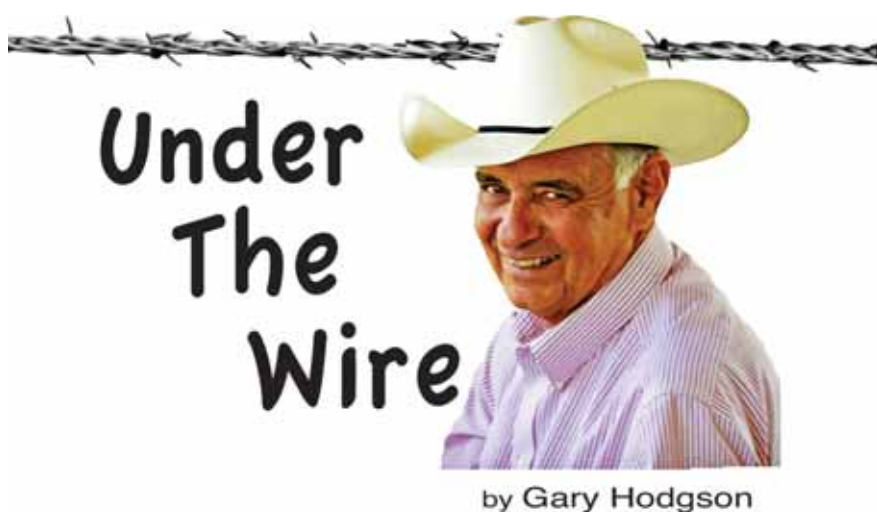


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I Better Be Careful

I have a lot of old friends. Now, that sentence can be taken one of two ways. It either means I have known a lot of my friends a long time, or a lot of my friends

are old. Guess it's a mix of the two. Most do have one thing in common. They were, or still are, cowboys. Fact is, if they weren't, they never made my list of permanent pals.

Please understand. I'm not prejudiced. I just can't hold a very long conversation with a dentist, car mechanic or nuclear physicist. Heck, I couldn't even spell that last one. I had to look it up.

With cowboys though, the conversation can go on for hours, especially with the truly elder ones. I like talking to these guys until they say something like, "Do you remember that time when we were seniors in high school and ..."

What in the world is this guy talking about? In high school with him? Impossible. Must be dementia setting in. He then goes on to say, "Come on. We were at a jackpot roping in Livermore and a little bit-

ty calf came up the rope and cleaned your clock. Funniest thing I've ever seen. Crowd laughed and laughed."

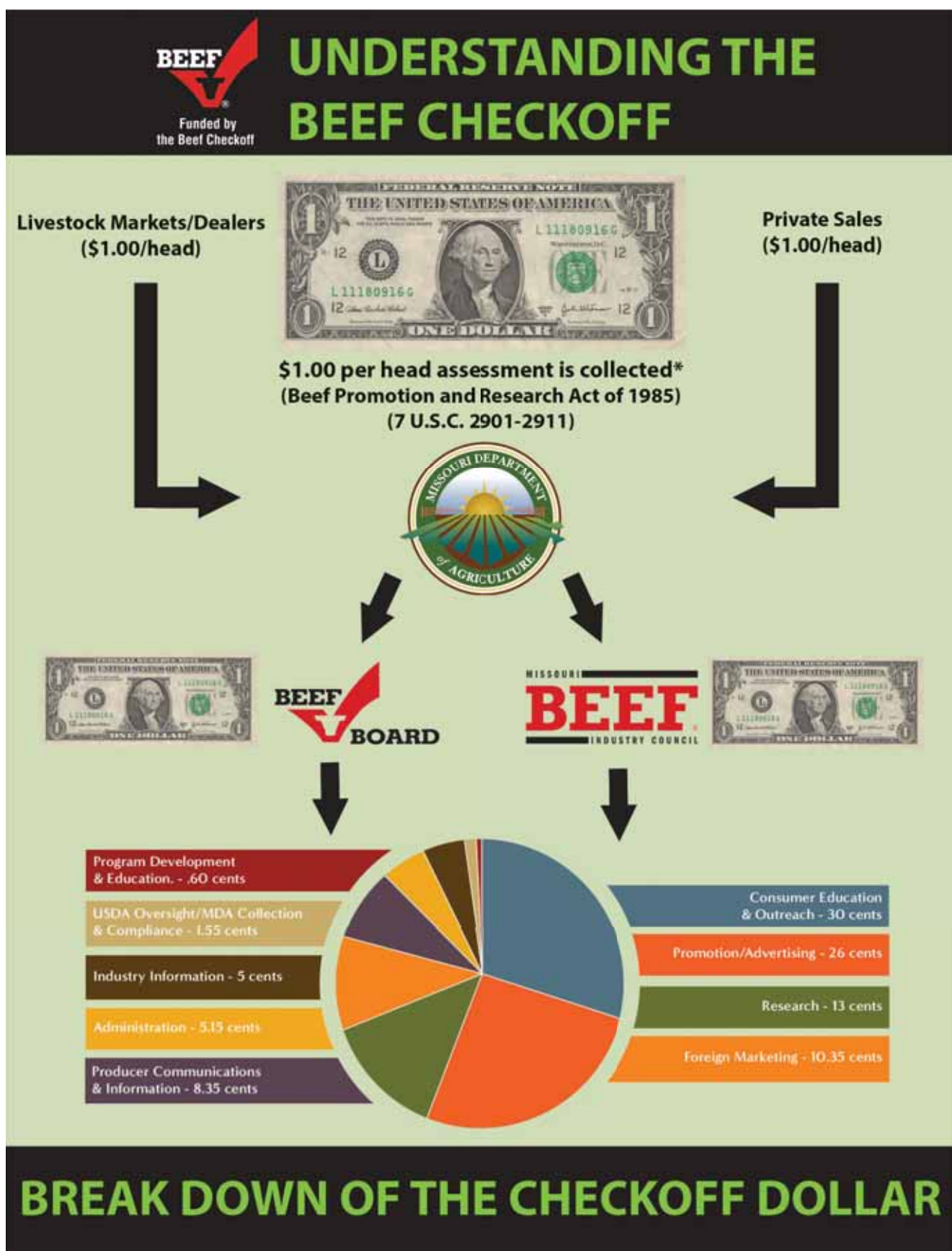
My mind raced, "How in the world could this old guy know about one of my most embarrassing moments?" Grudgingly it comes to me. We did graduate high school together. How did he get so old-looking while I haven't changed much at all? Guess that explains why my grandfather's reflection in the mirror watches me shave every morning.

Then it happens. I start to recall those days. I remember our family's version of a family picnic. We always were driving cows somewhere and stopped at a water hole for the cows around noon. Everyone dismounted, tied our horses to one side of the trailer and gathered on the other shady side to eat, using the fender as a serving table for sandwiches my mother and aunt had packed. Best picnic a kid could ever have. Laughing, talking about how good our horses were doing and making fun of whoever's horse had bucked them off crossing the creek. I hated that part when it was me. The rest of the time, it was funny.

I guess those days were a while back. Maybe there is a reason I know so many "old cowboys." Guess I had better start avoiding them. I might begin acting and talking like them if I'm not careful.

Did I mention I must have been really young when I began high school?

— Gary and Sue Hodgson ranch near Brush, Colorado. While Gary is writing his "Under The Wire" column, Sue works at her award-winning photography and oil paintings. Together they team up to produce Livestock News Network, available Monday through Friday in Colorado and nine surrounding states plus the internet version, www.livestock-today.com. They can be reached at (970) 842-2902 or office@hodgson-media.com.





In the past when my husband and sons have shot deer, we have taken them to the butcher shop. But when our youngest shot a buck a few weekends ago, I had the bright idea to process it ourselves.

Like most decisions I make, it was an on-the-fly idea with little thought to how it all would actually work.

When Monday rolled around, I began to realize my folly. My husband was going to be late that night, and we had swimming in a different town, and I had never processed anything bigger than a chicken by myself. The temps that day were pretty warm so the carcass had to be dealt with. By me. What a great idea this was!

I did have some options. I could load the deer, with the help of my older son, onto tarps into my mini van and drive the 45 minutes to the butcher. Or, I could fire up the YouTube app

on my phone and whip out the new butcher knife I got for Christmas last year. I took the path less travelled (at least by me) and headed to the garage to handle the beast.

All in all it went well, which is more than I can say about my first butchering attempt.

Several years ago, I was determined to dispatch one of the meanest roosters to ever walk the earth. This spawn of Satan was a special evil. His name was Jerry, and he had to go!

Some family came over on the day of his scheduled execution to "help" and also eat some barbecued chicken.

We had locked Jerry inside the chicken house, and the husband and his brother bravely secured him (even without the paintball masks that I had wisely recommended).

I remember it clear as day. I held the ax as the family gathered in a circle around me.

The moment was intense. It was all new. And Jerry was not happy. I dropped the ax making contact despite my toddler-like upper body strength. Poor Jerry escaped the clutches of the men and took off running across the yard like a chicken with his head cut off. The problem was that his head wasn't cut off!

It. Was. Awful. You can imagine the scene. Children screaming. Men laughing. The blood!

Catching him took some effort, but when the men took over, poor (but still very evil) Jerry was put out of his misery and was soon resting on the grill.

Jerry did get the last laugh, though. See, nobody told us chicken butcher amateurs that there is nothing tougher (and more inedible) than a mean, old rooster. Well played, Jerry.

A few years after this I decided to save time and shipping costs by ordering our new laying hens along with our butcher birds. I was so excited to also save some cash by taking advantage of the "grab bag" and "pan-fry" specials. The promise was to get some speciality and rarer laying breeds at a cheaper rate. Sold!

The birds arrived all mixed into one little box. Opening

the box was the exact moment I realized my folly. How was I supposed to know which birds were which? According to the professionals I called, there isn't a way!

If you know anything about birds, you know that meat birds get a totally different diet from laying hens. To further exacerbate the problem, I was informed that the pan-fry special is filled with slower growing male meat birds and not the cornish cross that we are all used to. Great!

But the show had to go on.


I did my best to split the birds into two groups and crossed my fingers that all would work out. We never could really tell which birds were which and when it came time to butcher we just had to choose and hope for the best.

About a month or so later, our newest "hens" started to undergo some interesting changes. Turns out we did a pretty poor job sorting the two hatchery specials and had butchered mostly the wrong group!

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ECONOMIC INDICATORS

Clock Ticking to Year-End

Many still adjusting to tax changes made in 2018

By Joann Pipkin, Editor

With the end of another year fast approaching, farmers and ranchers have only a couple of weeks to make any financial decisions for the 2019 tax year.

While a lot of changes won't be in effect for this year's tax code, University of Missouri Extension Agricultural Business Specialist Wesley Tucker says many folks are still getting accustomed to all of the changes that came last year as a result of

the Tax Cuts & Jobs Act (TCJA) that went into effect in 2018. "TCJA changed a lot of things such as tax rates, depreciation schedules, standard deductions and personal exemptions, bonus depreciation options and even brought us new deductions such as QBID or Qualified Business Income Deduction," he says.

When it comes to making donations this year, Tucker says many individuals that itemized and deducted charitable contributions will no longer have a benefit to itemization. This is as a result of the doubling of the standard deduction.



However, Tucker says livestock producers should consider donating commodities like livestock directly to their charitable organization. "If done properly, the sale of those animals is no longer included in income, allowing the producer to give an even larger donation," he explains. "Not only does the producer save federal and state income tax, but since the sale is not included in income, the producer also saves self-employment tax, which is an even greater benefit than they would have received when they itemized to take advantage of the donation."

As a result of the TCJA, the rates have changed, Tucker says. The current rates are: 10%, 12%, 22%, 24%, 32%, 35% and 37% brackets. These rates reflect a decrease from previous tax brackets, he notes. "In addition, the income levels continue to change," Tucker says. "For instance, in 2019, a married couple filing jointly income below \$19,400 is taxed at 10%. Once income goes above that, it is taxed at 12% until it reaches \$78,951 at which point it moves up into the 22% tax bracket, and so on."

Tucker adds that many of the limits — such as the Section 179 deduction limit and the estate tax limit — are indexed for inflation. So, each year those limits go up based on the rate of inflation, he says.

On the state level, Tucker says as a result of 2018 HB 2540, Missourians should be aware that the maximum state income tax rate falls to 5.4% in 2019, which is down from 5.9% in 2018.

Continued on next page

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CLOCK TICKING FROM PREVIOUS PAGE

2018 Farm Bill

From an income tax perspective, Tucker says not a lot of changes exist for producers in the farm bill.

"Government payments are generally still taxable income and need to be reported on your schedule F, and are usually subject to self-employment tax," Tucker explains.

He cautions farmers to not be confused since Missouri does not require many disaster payments to be included in income or taxed. However, those payments are still taxed at the federal level.

"So, just because we do not have to claim them on our state return, we still have to include them on the federal form," Tucker says. "However, if you are receiving crop insurance payments for crops that you would have traditionally held over until the following year to sell, you may be able to postpone claiming those payments until the following year."

Likewise, Tucker adds that livestock producers that had to sell more livestock early on in 2019 as a result of the 2018 drought conditions will have options about postponing the income from those sales as well.

Taxes and Retirement

Often, when a farmer decides to retire, fear of the tax burden that will result sets in. Tucker says careful planning and making the transition a process rather than a single event in time can help lighten the burden.

For example, he says not selling all the cattle, machinery and land in the same year can help lessen financial implications. Possibly selling some of the assets and renting others out for a short time helps spread out sales, he adds.

"Some producers may choose to do a share arrangement with a young producer rather than sell, while the assets use up some of their remaining life," Tucker says. "If an

all-out dispersal is desired, configuring the sale as an installment sale allows the gain to only have to be taxed in the year the payments are received greatly reducing the income tax burden."

Also, Tucker says to remember that long-term capital gains rates are much more favorable than ordinary income rates. Consider this example. In 2019 for a married couple filing jointly with income of \$78,750 or below, the long-term capital gain rate is 0%.

While that might seem shocking, he says above that level, the rate goes to 15% up to \$488,850 in income and 20% for amounts over that.

"So, although 15% is still a good rate, spreading sales out over time to keep the sales low may allow a producer to sell off assets and pay very little in taxes," Tucker explains.

The Bottom Line

Farmers have until midnight Dec. 31 to make adjustments to this year's income tax burden, Tucker says. At that point, options become limited. He encourages producers to use the remaining time in this year to work with your tax preparer to make an income tax estimate and see if changes are needed.

Still, 2019 has been a challenging year for many ag pro-

ducers. "Whether it was the high hay prices of last winter, not being able to get crops planted or volatile cattle prices this year, income is low for many," Tucker says. "So, don't automatically assume you need to prepay expenses or postpone income for another year. Make sure those adjustments are needed before you lock them in."

Finally, deductions used this year might save you more in the years to come, he says. "Seek to save the most over time, not just getting the maximum return in any one year." 🤠

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MANAGEMENT MATTERS

Using Stockpiled Pasture

Think about these factors for herd health

By Macey Hurst for Cattlemen's News

With winter weighing heavy on the minds and fields of Missouri cattle producers, they should consider several factors to ensure herd health maintenance. Part of that includes deciding how and when to use stockpiled pastures, and that comes with variables and uncertainties. "Stockpiled pasture is a higher quality, cheaper feed resource than hay, which results in less supplemen-

tal feed leading to improved profit potential for the cattle operation," said Patrick Davis, MU Cedar County extension specialist. "If developed and managed right, it produces a high-quality forage source for your cattle through the winter that will reduce feed supplementation compared to hay, which reduces input costs on the cattle operation."

Davis continued, adding that using stockpiled pasture also

reduces hay input decreasing operational cost and increasing producers' bottom line. Cost efficiency also comes from proper distribution of the pastures, a process Davis said is more of an art than a science.

"Best use of stockpiled pasture is by strip grazing and proper allocation," Davis said. "Watch cattle closely, and be ready to increase or decrease the allocation daily based on their consumption of the stockpile."

Another important aspect of using these pastures is evaluating the nutrients available. Davis said representative sampling is the way to assess forage quality.

"Analysis of each grazing pasture can lead to a more accurate determination of supplemental needs as cattle move through the stockpile pastures," Davis said. "If there is a lot of variation in soil type or production in a pasture, then you might want to analyze multiple samples from various spots in that pasture to account for that variation in your supplementation strategy as cattle move through the pasture."

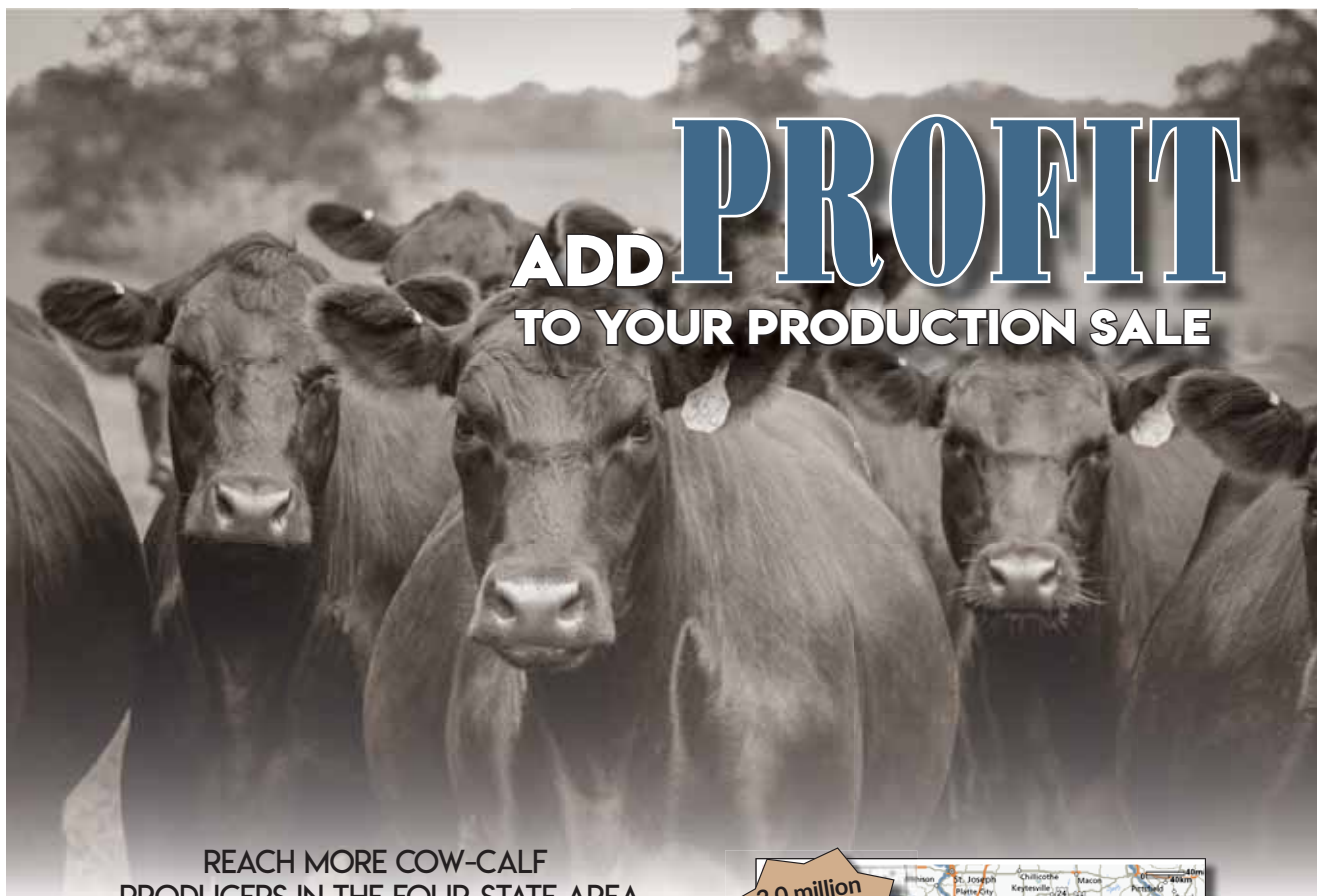
To aid in quality of the forage, Davis said to wait as long as possible to use the stockpiled pasture. This gives the ergovaline concentrations in the forages time to reduce, causing less fescue toxicosis in cattle. However, a fine line exists between the best time and too late as winter weather can deteriorate the quality of the forages.

"Try to wait to graze the stockpile until Dec. 1," Davis said. "Always strip graze with daily allocation of approximately 2% to 3% of cattle body weight. Allocate approximately 2% for dry cows while approximately 3% for stocker calves and lactating cows."

Davis said that cool season grasses typically offer sufficient to excessive protein but lack energy. The first step, though, is still an analysis of forage and current herd needs.

"The only way to know is a forage test and comparison to the nutrient needs of the cattle you are grazing," Davis said. "Since many of our by-product energy supplements are high in protein, usually if you supplement to meet the energy need, the protein need will be met. Make sure that you have free-choice vitamin/mineral/trace mineral supplement available to meet those needs."

Taking all factors into account, stockpiled pastures can aid in herd health and cost efficiency. For more information, visit extension.missouri.edu.



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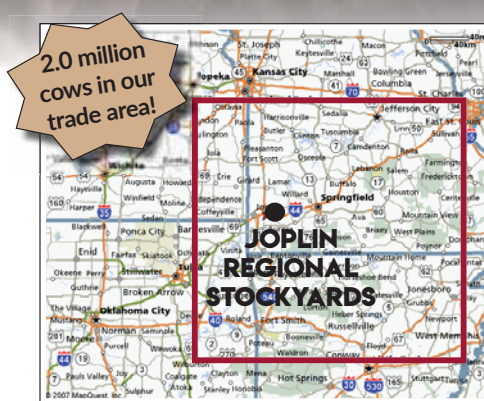
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Missouri Land Values Up 4% on Average

Survey says little change expected in the next year

University of Missouri Extension's recent land value survey shows that average land prices for non-irrigated cropland across the state increased about 4% or \$204 per acre from last year.

The study shows averages of \$5,421 per acre for good non-irrigated cropland. Survey respondents rated good irrigated cropland at \$6,148 per acre, \$634 more per acre than last year.

MU Extension economist Ray Massey says the web-based survey considered the average value of three classes of cropland and pasture as of July 2019. It also considered timberland as well as hunting and recreational land.

Demand remains strong and rental rates decreased little. Broadband internet expansion might influence some sales near metropolitan areas. Massey also points to low interest rates and low rates of return on "safe" investments such as certificates of deposit causing people to put their money in land.

Bootheel area land topped statewide values at \$7,090 for good non-irrigated cropland and \$7,353 for good irrigated cropland while even poor cropland ranked at \$4,051.

Respondents estimated good pastureland at a statewide

average of \$3,174 per acre, up \$259 or 9% from 2018 estimates.

Reported changes in value varied greatly, from a 6% decrease to a 22% increase. Pastureland in counties bordering the Missouri and Mississippi rivers showed the highest values.

Hunting/recreational property in those same counties also ranked at the top, with timberland values at \$2,789 and hunting/recreational land values at \$2,700.

Overall, Missouri hunting/recreational land and timberland posted a 12% increase in value.

Central Missouri timber/hunting and recreational land grew the most in value, according to the survey, with a 32% positive change. Good cropland and pastureland in central Missouri posted upward changes of 22%.

The Lake of the Ozarks region posted the highest changes in land values in the state for timber/hunting and recreational land at 34%.

The survey also reports a growing trend of buyers planning to farm the land themselves. As many as 62% of buyers plan to farm the land; 27% intend to rent out the land; 10% plan to use the land for non-farming purposes.

Massey says survey respondents expect little change in land values in the coming year. "In 2018, the respondents to this survey expected land values to decrease slightly. This year, while some regions show decreases and some increases, the average value of cropland, pastureland, timberland and recreational land across the state is expected to hold where it is now," he says.

—Source: University of Missouri Extension release.

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TRENDING NOW

Looking Ahead To 2020

Better days could lie in the near future

By Lisa Henderson for Cattlemen's News

Blizzards, floods, a packing plant fire – 2019 brought a lot of woes to cattlemen, some of which were softened by a substantial fall rally in cattle prices that has helped boost morale in cattle country. As the year draws to a close many are looking for better days ahead in 2020.

Market fundamentals suggest such a positive outlook for 2020 is warranted. That's the opinion of Scott Brown, extension economist and director of strategic partnerships for the University of Missouri's College of Agriculture, Food and Natural Resources (CAFNR).

"I am becoming more optimistic that finished cattle prices will increase in 2020," Brown said in an interview with Cattlemen's News just before Thanksgiving. "In fact, I have seen some recent estimates for 2020 finished cattle prices that show prices more than \$15 per hundredweight above 2019 levels. I am not that bullish, but higher fed cattle prices should help feedyards pay more for feeder cattle in 2020 as well."

Cattle markets entered December on a four-week rally that saw cash fed cattle trading 16% higher than the September lows. Packers were aggressive bidders in mid-November as Tyson announced it would begin receiving cattle again at its Finney County, Kansas, facility after the plant was idled by an August fire. Tyson officials said the plant would be running at full capacity by Jan. 1, 2020.

Aggressive packers and strong beef demand prior to the holidays helped shift market leverage back toward cattlemen. Yet, packers continued to earn near-historic profits on cattle even as their bids went higher.

Most analysts believe the fundamentals support a steady to higher market for cattle into the early months of 2020. Bullish ideas for cattle prices in 2020 stem from the fact cow (+2.5%) and heifer (+7%) slaughter were both higher in 2019, suggesting the expansion phase of the cattle cycle is ending.

"The data available from USDA does provide strong evidence that the growth in

beef cow inventory is coming to an end," Brown says. "The percentage of heifers on feed of total cattle on feed reached 39% this year, the highest level in years. Recent weekly beef cow slaughter has been running at some of the highest levels since May 2013. Based completely on the USDA data available, I won't be surprised for the Jan. 1, 2020 beef cow inventory to be lower when USDA releases their estimate."

The data related to beef cow inventory suggests that feeder cattle supplies should become tighter in the next couple of years, Brown says.

"My only concern related to the future size of the beef cow herd is that many groups of producers I have spoken to over the past few months tend to answer that they have more cows today than they had a year ago. Additionally, grass supplies have been better in some parts of the country this year, and that often encourages additional cows."

With the increases in both cow and heifer slaughter in 2019, producers would likely have fewer females to go back into their herds as replacements in 2020. Could that produce increasing prices for bred females in 2020 and beyond?

"I do think that bred females will become worth more over the next couple of years," Brown says. "That is a result

of tighter supplies of bred females and higher cattle prices driven in part by my expectation that export demand for U.S. beef will expand for the next couple of years."

Market forecasts are always susceptible to unknown influences, such as a weather event. Excluding weather, Brown suggests cattle producers watch for these influences in 2020.

"Passage of the United States-Mexico-Canada Agreement remains important to complete in 2019 before the Presidential election prevents focus on finishing the agreement in 2020," he says. "The current discussions surrounding a U.S.-Japanese agreement could be very important to additional exports of U.S. beef in 2020 and beyond. Many U.S. beef products currently face a tariff of 38.5% going to Japan. Some reports suggest that tariffs could drop to 26% with a successful U.S.-Japanese agreement in the first year and continue to decline in years after that. U.S. beef exports to Japan should increase, potentially significantly, under that outcome. African Swine Fever (ASF) in China has wreaked havoc in global pork markets. I anticipate that the ASF issues will have positive spillover effects for beef markets and could push cattle prices higher in 2020 and beyond."

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TRENDING NOW

Brown: Grain Prices Expected to be Flat Next Year

What does that mean for cattlemen?

By Lisa Henderson for Cattlemen's News

Cattlemen's News asked Scott Brown, extension economist and director of strategic partnerships for the University of Missouri's College of Agriculture, Food and Natural Resources (CAFNR), for his analysis of important 2020 grain factors for cattlemen.

CN: Cattle (and hog) markets are often impacted by the grain markets. Early indications are that grain prices are likely to be flat for the next year – barring some new trade deal. What are your expectations for 2020 grain markets, recognizing that weather remains an unknown?

Brown: I expect we will see more area planted to a combination of corn and soybeans next spring than in 2019, barring any major weather events. In fact, many early projections have pegged corn planted area in the mid 90 million acre range for next spring. If that projection holds true, corn supplies will grow and corn prices could move lower in 2020.

A China – U.S. trade deal between now and next spring will likely affect producers' choice in corn versus soybean acreage. Although discussions continue around the financial health of some farming operations today, I expect that will not mean a significant reduction in total planted area as others will step up to farm the land even if some producers are financially unable to continue.

CN: Do you anticipate much deviation in domestic feed use for 2020?

Brown: I expect domestic feed use will remain strong in 2020. More pork, chicken and milk production coupled with flat beef production will keep feed use strong. It is good to remind readers that USDA's corn feed use data includes

both actual feed use as well as a residual component that keeps the corn supply and utilization table in balance. In years with large corn crops, the residual component of feed use tends to grow. That could happen in 2020 if we have a good growing season.

CN: What are grain risk management strategies cattle producers should consider for 2020?

Brown: Cattle producers should continue to keep a close eye on how the weather is affecting the planting and growing season for corn and soybeans. They should be able to navigate short-term periods of higher crop prices that accompany periods when dry weather has feed markets concerned. At this point, there appears to be more downside

possible in feed markets than upside potential. So there may be little need to have too much risk management on the feed cost side of the equation. I remind cattle producers that physical storage of feed needs is a risk management strategy and one to consider in 2020 if they have excess grain storage.

CN: Grain markets, obviously, are a broad and continuously changing subject. Any other concerns livestock producers should watch for in the grain markets?

Brown: It appears that the Market Facilitation Program (MFP) that is now in its second year of operation has been important in providing some financial stability for crop farmers. If the MFP program continues for a third year with the 2020 crop, that should continue to keep crop producers in business. A successful conclusion to U.S. – China trade issues that doesn't move crop prices higher coupled with the end of the MFP program could quickly change the financial situation for many crop farmers across the country.



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Weather Impacts on Winter Hay Feeding

Overall, quality should remain typical

By Rebecca Mettler for Cattlemen's News

Last summer's wet weather plagued four-states hay harvesters as they dodged thunderstorm after thunderstorm. With so many opportunities for moisture-related nutrient loss during harvest and beyond, some producers may be questioning the quality of this year's hay as they feed it this winter.

Hay quality for this year's hay harvest is all over the board, according to Eldon Cole, livestock specialist with the University of Missouri Extension.

"A few 'early-bird' hay harvesters that had alfalfa and some alfalfa grass mixes cut in late April were fortunate and put up some high-quality, high-testing hay," Cole said.

After the first of May, haymaking conditions were touch and go as the rains set in and the legume and grass hays matured. Though yields were heavier than normal with later cut hay, quality suffered.

"Folks who harvested haylage and beat some rains probably fared the best as far as quality was concerned," Cole said.

Light rain, a quarter of an inch or less, falling shortly after cutting does not drastically reduce the nutrient value of the hay. However, if rain measures closer to the half-inch mark and above, producers start seeing a marked reduction in nutrition, especially where total digestible nutrients (TDN) is concerned.

Now, as producers move into hay feeding season, some may be questioning whether or not their hay will be up to snuff in the nutrient department, if supplementation is necessary and if so, at what level.

"The best way to determine the need to supplement or not supplement is about a \$20 investment in a forage analysis," Cole said. "That \$20 can

save hundreds of dollars in unnecessary supplements."

Forage analysis results usually take less than a week because of convenient access to local labs. Producers can get a jumpstart on winter by forage testing barn-stored hay now. However, Cole suggests producers wait to test outdoor-stored hay closer to the time of feeding because as time progresses, continued nutrient loss occurs.

Moldy hay might be an issue for some cattlemen this winter. Molds can reduce both the nutritional value and palatability of hay, and can affect forage waste from 8% up to 30%.

—Photo by Joann Pipkin for Cattlemen's News.



Some producers may also be dealing with moldy hay, which can offer lower palatability, lower nutritional value, and more hay waste. Mold is common, and most molds are not highly toxic and are refused by the cattle unless they're very hungry.

"For sure, molds reduce the nutritional value of the hay and its palatability. Any way you look at it, it's a waste anywhere from 8% up to 30% plus," Cole said.

Cole says that most moldiness probably results from baling the hay too high in moisture. Small square bales should have minimal mold damage if the moisture level is below 20%, preferably 18% or lower when baled. Big round bales need to be baled at 16% moisture.

"The best way to determine the need to supplement or not supplement is about a \$20 investment in a forage analysis."

—Eldon Cole

University of Missouri
Extension Livestock Specialist

Another prevalent source of mold comes from moisture introduced while round bales are stored outside. Mold presence can be caused not only by rain, but also because of a poor choice in bale yard location.

"The location needs to be out in the open, away from trees or buildings that block good air movement," Cole said. "Use a rock base for the ground surface, and make sure there's good water drainage, as most of the mold problem and dry matter loss comes from the bottom of the bale."

Oftentimes, producers try to mask undesirable hay with liquid molasses products applied to the bales. That can be a messy, time-consuming job. If the forage test indicates a need for the molasses-based supplement, producers are better off to feed them separately, according to Cole.

Certainly, producers will deal with some low-quality hay, but on average, 2019 offered typical hay quality. Plus, the quantity of hay is much more abundant, especially after 2018, which led some producers to skim by on a limited hay supply throughout last winter.

"We started out the (2019) season thinking about sorry hay, but it turns out that there was a lot of pretty decent hay with the abundant rains as we progressed into haying season," Cole said.

As a closing note, Cole offers another piece of hay feeding advice: "One of the smartest things cattle producers can do is match the nutrition level of the hay to the needs of the class of cattle being fed. This requires sorting the herd into groups according to their needs."

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¹ Data on file, Study Report No. MC013-06-AULA13 (Colorado study), Zoetis Inc.

² Data on file, Study Report No. MC014-06-AULA13 (South Dakota study), Zoetis Inc.

³ Data on file, Study Report No. MC015-06-AULA13 (Oklahoma study), Zoetis Inc.

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Preserving Hay Quality

Decrease waste, save money

By Kelsey Harmon for Cattlemen's News

This year's hay harvest yielded ample forage to supply producers with winter feeding options. With the cold months approaching, Eric Bailey, University of Missouri Extension beef nutrition specialist, provides tips for producers to preserve the quality of their hay and decrease waste.

Bailey explains that hay can only lose quality once it is baled and that factors influencing quality decline are environmental, or related to exposure to the elements. Letting hay rot in the field prior to storage can quickly decrease the quality. Hay should ideally be sheltered from the environment in a barn.

"The ideal conditions for storing hay is on pallets off the ground in a barn and away from the elements," says Bailey. "Your goal should be to preserve the quality of hay you harvested." Bailey notes that hay quality will regress over time, regardless of conditions. However, the shelf life of hay is much greater when stored under ideal conditions.

When it comes to being able to improve hay quality this time of year, Bailey says two schools of thought exist. The first, rather than improving hay quality, producers can at-

tempt to improve the overall quality of the diet fed to cattle.

"This means producers acknowledge that hay is only a piece of the puzzle and are willing to provide supplemental feed to their cattle, with the goal of increasing the overall quality of the diet," says Bailey. "For example, if I provide my cows with 3 pounds of dried distillers grains (DDGS) daily in addition to free-choice hay, the cows will eat around 25 pounds of hay and 3 pounds of DDGS, instead of around 25 pounds of hay alone."

He says the energy and protein content of DDGS is greater than that of the hay and improves the overall quality of the diet consumed.

The second school of thought for improving hay quality is to coat or inject liquid feed into the bales. "This method generally increases the energy content of the bale, but I am skeptical that producers come out ahead in the long run," says Bailey. "I do not think most who do this account for equipment, labor and waste (both hay and liquid feed) in their calculations."

He explains that this method is usually undertaken for convenience. "The thought process by proponents of this

method is that the upgraded hay bales can be fed without need for further supplementation," says Bailey. "Far too many beef producers in this state (and across the country) only look at convenience when making significant nutritional decisions for their cowherd."

Although it is unlikely for producers to eliminate hay waste, keeping it to a minimum is one way that can help producers save money. "Technological advances such as the round baler have made wonderful strides in reducing labor needs in agriculture," Bailey says. "Today, this is as important as ever, due to the increasingly difficult nature of hiring quality employees to work on farms, but it is important to point out some of the unintended consequences of the increased mechanization of storing forage."

According to Bailey, while the round bale is more convenient to make, haul, store and feed, some of the downsides are sloppier hay feeding by most producers and the investment in intricate types of hay feeders that have been designed to reduce hay removed from the feeder without being consumed. Bailey lists some of the unintended consequences of these feeders as equipment cost, lifespan of the feeders and in rare cases, livestock injury from getting tangled in these feeders.

"Back when small square bales were the norm, it was common to feed hay frequently and what the cattle needed

and not a bale more," says Bailey. "Only feeding one days' worth of hay at a time is the No. 1 way to reduce hay waste, but most producers will not do that today because our lives are busier than ever."

Bailey values simplicity and shares an idea given to him by a farmer at an extension meeting. "Put old tires in the bottom of the ring feeder," says Bailey. "This gets the hay off the ground and reduces moisture wicking into the bale from wet ground." Another idea he shares is for producers to put a metal skirt around the bottom half of open ring feeders to keep hay from escaping the confines of the bale and become bedding.

"Bottom line, I advocate for feeding one days' worth of hay at a time," says Bailey. "My analysis of Missouri hay and grazing systems suggests that it costs twice as much to feed hay as it does to let the cow graze that forage herself."

If feeding one days' worth of hay at a time, is not possible he encourages producers to evaluate their resources. "If you are feeding hay for more than 100 days a year consistently, you likely have more cattle than your land base can support," he says. "Cattle have undoubtedly gotten bigger in the last 50 years, yet most still use historical generalizations of stocking rate, such as three acres per cow in Missouri." He suggests for producers to consider running fewer cows or reducing the size (weight) of the cows in their herds.





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An Itchy Situation

Managing lice in our cattle herds

By A.J. Tarpoff

Cattle lice infections can affect the health and performance of our cows, stockers and feedlot cattle during the winter months. These months generally range from December through March. The USDA has estimated that livestock producers lose up to \$125 million per year due to effects of lice infestations. Not only can they be the cause of direct animal performance losses, but lice also increases wear and tear on our facilities and fences. The direct losses to cattle come in forms of decreased average daily gains (documented 0.25 lbs./day reduction in growing calves), skin infections, and potential blood loss and anemia.

Two types of lice infect cattle. Biting lice feed on the skin

and secretions on the outside of the animal. The other type is known as sucking lice. These species are blood feeders and pierce the skin. Both types of lice spend their entire lifecycles on the cattle hosts. They survive off cattle very poorly and generally only last a few days. Yet, they can live up to 10 days off-host in the right environment leading to reinfection in groups of animals. It is important to note that lice are host species specific. This means that cattle lice cannot affect people, horses, or any other species.

In general, every herd has some level of lice infestation. Lice are carried from season to season by a small percentage of the herd that act as reservoir hosts. Adults lay eggs on the hair of infected animals. Overall lifecycle for an

egg to mature into an adult and lay eggs is roughly 28 days. Most females lay one egg per day.

Clinical signs of lice-infected cattle generally begin with constant rubbing and scratching within the herd. Fences, posts, water troughs, trees and any other stationary object could be subject to damage from this rubbing. As the infection and irritation continues, large hairless patches will become evident on animals.

Further diagnosing the issue beyond the clinical signs requires seeing the adult lice on the skin. Parting the hair will reveal the lice. They are very small but can still be seen. They are roughly the size of a grain of sand. The economic threshold for treatment is roughly 10 lice per square inch.

You have several options when it comes to treatment of lice in your cow herds. One option is the macrocyclic lactone class of endectocides. Examples of products in this class include ivermectin, doramectin, eprinomectin and

moxidectin. These products come in pour-on formulations and injectable formulations. Macrocyclic lactones treat internal intestinal nematodes, but also work on external parasites such as lice. It is important to note that the injectable formulations do not work on biting lice since they do not blood feed. These products are most often used on a herd basis at the end of summer grazing going into winter. Even with herd treatment in the fall, later season lice infections can still occur. This can be due to fence line contact with other animals, or introduction of new animals.

The other option is topical treatments that are non-systemic. These products are typically pyrethroid products similar to what is commonly used to control horn flies during the summer months. These products are very effective against the adult lice but do not affect the larvae or eggs. Retreatment is often indicated 14 days after initial treatment. A product is

CONTINUED ON NEXT PAGE

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FROM ALL OF US
*Merry Christmas
and
Happy New Year*



TRENDING NOW

Missouri Family to Serve Cattlemen Through Custom Collection Facility

ShowMe Genetic Services, LLC, purchases GENEX in Strafford, Missouri

ShowMe Genetic Services, LLC, announces its purchase of the GENEX Custom Collection facility, Strafford, Missouri, from GENEX Cooperative. The agreement was finalized in October 2019.


Locally owned and operated by the Steven and Jamie Rogers family, ShowMe Genetic Services, LLC, will focus on custom semen collection, freezing, semen and embryo storage, shipping, liquid nitrogen tank refills and retail sales of artificial insemination breeding supplies. ShowMe Genetic Services is accredited through Certified Semen Services, which allows the collection, freezing and shipment of bull semen for export. At capacity, the facility can house 78 bulls.

“We are dedicated to serving the agriculture industry,” said Steven Rogers. “We hope to help farmers and ranchers succeed by adding value to the beef industry, and the purchase of the GENEX Custom Collection facility in Strafford is a natural fit for us.”

ShowMeGenetic Services plans to retain the current staff in the day-to-day business operations to maintain the highest level of customer service and satisfaction to provide a seamless management transition.

“We are proud to serve our fellow cattle producers here in the heart of cow/calf country as they continue to improve the genetic base of their operations,” Rogers said. “Providing custom bull semen collection services allows our customers to protect their investments in high-quality herd bulls.”


The Rogers farm near Strafford, Missouri, and have been long-time breeders of

registered and commercial Red Angus cattle with Jamie’s parents, Jim and Jan Lile. The Rogers are also involved in the family’s quarry business and maintain leadership roles in a number of local, state and national agricultural organizations. 

AN ITCHY SITUATION FROM PREVIOUS PAGE

tial treatment. A product is available that is a pyrethroid in combination with an IGR (insect growth regulator) that not only works very well against the adults, but also works against the eggs and larvae. Use of this particular product eliminates the need to retreat in 14 days. Since these topical formulations kill lice by contact, it is extremely important to apply them appropriately to cattle. Most formations call for the pour-on to be applied with full coverage on the topline of animals, from poll to the tailhead.

When treating cattle, it is also important to treat the entire group. Missing one animal could serve as the reservoir for reinfecting the entire herd. The same thought should be given to new additions to the herd from an outside source. Basic biosecurity such as treating and segregating new additions for 30 days is not only good to reduce risk of lice, it is also a great tool in decreasing introduction of other diseases.

—Source: A.J. Tarpoff is an extension veterinarian with Kansas State University. 



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MANAGEMENT MATTERS

Propane Shortage Grips the Heartland

Southwest Missouri suppliers lend a helping hand

Propane has become a valued commodity in America's heartland.

Early season frigid temperatures and high moisture content in harvested grains has created the perfect storm with the supply chain. Propane supplies were depleted in the upper Midwest almost before the grain drying season for the fall harvest had started.

Logistically, the quickest way to help solve this problem is to search out trucking companies and supply points that are capable in helping assist with the delivery of propane to the affected areas. One such company in Southwest Missouri answered the call when asked to help. Propane supplier Ozark Mountain Energy and logistics provider Petroleum Express, both Mount Vernon, Missouri-based sister companies responded.

Eric Wilmoth, co-owner of the companies, has responded over the last month with more than 300 transport deliveries to the affected areas. Iowa, Nebraska, South and North Dakota, Minnesota, Wisconsin and Illinois have all felt the crunch.

"We have delivered propane from as far away as western Kansas to the producers who have needed it," Wilmoth said. "However, most of the propane was delivered from Southwest Missouri supply points along with the Midwest propane supply hub of Conway, Kansas."

Pricing for the commodity has risen the past 30 days by approximately 20 cents because of the increased demand, but seems to have stabilized.

"We have the needed supplies of propane nationwide," Wilmoth added. "They just didn't

happen to be in the areas that they were needed the most."

Wilmoth's company motto is "Pride in our Service," and over

the last month they have delivered on that promise with assistance in a time of need to the American farmer. 🤠



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Vitalix® is an American family-owned company that specializes in quality low-moisture cooked molasses supplement tubs, made from the best all-natural ingredients available. Vitalix was established in 1989 by owner and president, Greg Olson. Greg, was raised on the family farm near Minden, Nebraska, where he learned about the ranching business and how supplements affected their cattle, both in terms of profitability and performance. After doing some research around supplements, he felt the tub business provided itself a great opportunity. As Greg said, he got into the tub market because he saw the need for supplement tubs and what it would do for the health and profit of those animals.

Since 1989, Vitalix has been at the forefront of the tub business, committed to leading the way in how controlled consistent nutrition is delivered to almost all species of livestock. The first plant was opened in Alliance, Nebraska, and that is where it all began. The beginning wasn't easy as not a lot of feed tub companies existed at the time. It took a lot of time and education to teach the farming and ranching community the benefits of these tubs and what they could provide to their operations. Once got word out about the quality of the product. Customers started seeing the benefits business began to take off.

As operations and distribution began to increase, we decided to expand our production facilities to keep up with the growth. In 2011 Vitalix opened an additional plant in Quincy, Washington, and then opened our third plant in Wilton, Iowa, in 2013. However in June 2018, the Vitalix plant in Alliance, Nebraska, caught fire, which completely destroyed the warehouse and plant. After reviewing all options, the decision was to move the warehouse, plant and corporate office to Sidney, Nebraska, 80 miles south. Vitalix took possession of the building on Sept. 1, 2018, and got to work on rebuilding the entire plant. By Oct. 2, 2018, only 32 days later, the first tub was manufactured out of our new facility where we are still headquartered today.

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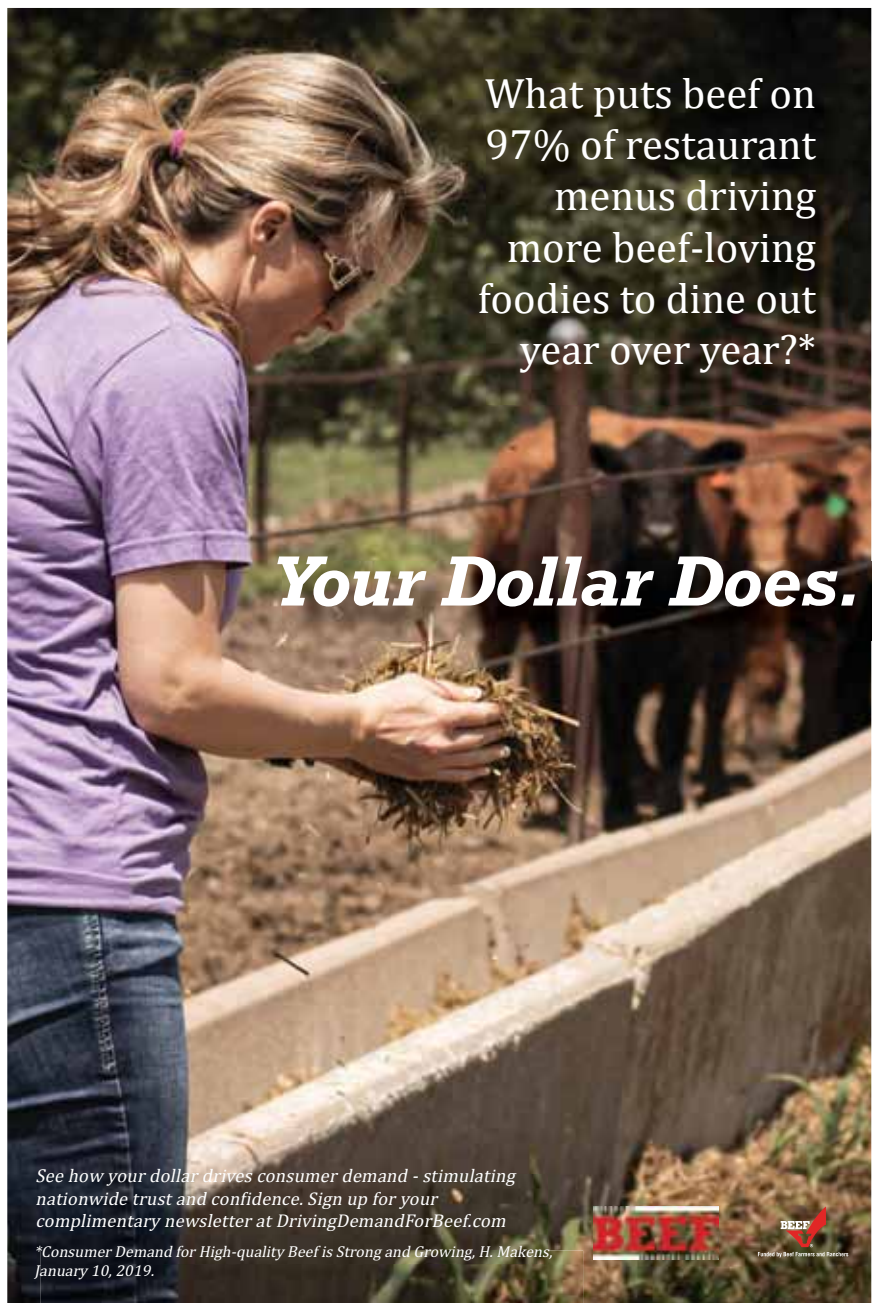


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*Consumer Demand for High-quality Beef is Strong and Growing, H. Makens, January 10, 2019.



EVENT ROUNDUP

December

- 19 Feeder Cattle & Value-Added Cattle Sale
Video Highlight Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 20-29 Joplin Regional Stockyards Closed for Christmas
- 30 Joplin Regional Stockyards Open to Receive Cattle for Jan. 2 Value-Added Sale

January

- 2 Value-Added Feeder Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 6 Regular Feeder Cattle Auction
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 9 Prime Time Livestock Video Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: JRS office 417-548-2333 or
Colby Flatt, video manager, 620-870-9100
- 10-12 Missouri Cattlemen's Association Convention
Holiday Inn Executive Center, Columbia, Missouri
FMI: 573-499-9162
- 14 9 a.m.-12 p.m. or 2 p.m.-5 p.m. Spring Calving Clinic
MU Southwest Research Center, Mount Vernon, Missouri
FMI: 417-466-3102
- 16 5 p.m. Replacement Cow & Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 23 Prime Time Livestock Video Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
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- 20 Prime Time Livestock Video Sale
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Missouri Beef is for Missouri Kids

Education brings beef school lunch program full circle



On average, beef is served one in 10 school lunches nationwide. Studies show that there is an important connection between beef, strength and cognitive development from infancy to aging adults. We want to bring those benefits to our young people and share an important message along the way.

As classrooms participate in the Mo Beef Mo Kids Mo Fit (MoBKF) program, students are eating more beef, but the journey doesn't end there.

Equally important to getting additional protein on the plates of young people, is ensuring they understand the story behind today's sophisticated farm families. As part of one of the program components, students take a journey to learn the story behind our beef--exploring cow calf, backgrounding, feedyard and more. They are asked to make connections between feed and nutrition, byproducts and beef cuts. In addition, students learn about today's farmers and ranchers and how they play a vital role in sustainability, conservation and meeting global food demands.

As part of MoBKF, participating schools have access to the following programs:

Beef in the Classroom

Beef in the Classroom is a reimbursement educational

program for junior and senior high school instructors. The Missouri Beef Industry Council offers reimbursement for the cost of beef used in beef-related classroom lessons, such as beef storage, selection, preparation and nutrition. These lessons are typically, but not limited to, part of family consumer science or culinary classes.

Pasture to Plate Series

Participating schools engage in a three-week, fifth-grade beef elementary education series. This series is an in-depth look at the beef cattle industry and the farmers and ranchers who provide us with

delicious beef. The curriculum highlights beef's journey from pasture to plate and allows students to explore beef via virtual farm tours. Plus, students learn how beef's impressive nutrition profile aides in healthy bodies and minds!

Agriculture Education

Ag Education on the Move® (AEOTM) is a 10-week interactive third-grade agriculture education program through Missouri Farmers Care. Students learn about crops, livestock, nutrition and agriculture careers while engaging in hands-on STEM activities. Passionate educators visit participating classrooms and share the important message of today's farm families.

Nutrition and Active Lifestyle

A high-protein diet goes hand in hand with a healthy and active lifestyle. Physical activity and outdoor exercise are important elements of MoBKF. This component is a key focus as the program expands.



Food Insecurity

Beef is full of essential nutrients including zinc, iron and protein, making it an excellent nutritional source for youth who face food insecurity challenges. Through this program, students are offered additional protein to fill their tummies and help them focus on their academics.

ABOUT--The Mo Beef Mo Kids Mo Fit (MoBKF) program connects schools and their food service professionals to cattle farmers and ranchers to "beef" up school lunches. Our goal is to double the amount of beef volume in the lunchroom, while implementing food and nutrition education in the classroom.

MoBKF is supported through the beef checkoff and by more than 50,000 Missouri farmers and ranchers in cooperation with the Missouri Department of Agriculture. For more information or to get involved, please contact Brandelyn Twellman at info@mobeefkids.com.



Subscribe today at the National Beef Wire website, nationalbeefwire.com or view it on YouTube through the Cattle Market Summary channel.



In addition to doubling beef in the lunchroom, this program partnership offers educational resources to participating schools, including:

- Beef in the Classroom**, a reimbursement educational program for junior and senior high school instructors.
- Pasture to Plate Series**, a three-week beef elementary education series.
- Agriculture Education through Ag Education on the Move™ (AEOTM)**, a 10-week interactive third grade agriculture education program.

Contact info@mobeefkids.com to learn more, or visit www.mobeefkids.com.

All educational components offer curriculum that meet state standards.

How to Keep the Family in the Ranch

A look at the Brown family's generational transfer

By Joann Pipkin, Editor

Fifth-generation Texas rancher Donnell Brown is thankful he never had to endure the division of a family business or an estate while mourning the loss of his loved ones.

He doesn't know what that's like because his parents developed a plan for generational transfer while still in good health and sound mind.

"Have you provided a pathway for your family to create a fresh start in the next generation of your family?" Brown asked.

Cattlemen gathered at the University of Missouri Southwest Research Center in Mount Vernon, Missouri, on a rainy Friday night last month to learn how Brown's family planned for the generational transfer of the RA Brown Ranch in Throckmorton, Texas.

Local farmer John Kleiboeker is Brown's friend and cooperator and invited him to share his experiences with area cattlemen.

"Bottom line is there's going to be times when you think, man, I just can't quite get there," Brown told the group. "But keep at it, because family is a constant that is with us all the time, and I think ranching is a lot like faith. Like faith, it doesn't really matter where we came from. It's more about where we're headed from here that matters most."

While Brown led the discussion through a history of his family's ranching business, he pointed out that challenges take place in all families from time to time.

"One of the things that is important when we talk about transitioning family and working with families, is it's important to trust one another, communicate with one another and be fair," he said.

Passing on the RA Brown Ranch actually began some 30 years ago as Donnell's father, Rob, created a limited family partnership with the help of an attorney and accountant.

Brown said that particular organizational structure might not be for everyone; he encouraged cattlemen to find a professional in accounting, tax and law that can help determine the right tool for each individual operation and family.

After establishing the limited family partnership, Brown said his father started giving away a percentage of the ranch each year, tax-free.

"Every year, each four of us kids would sign saying mom and dad are still in charge," Brown explained. "We still work for them. We're not taking any dividends."

He said all of the profits went back into the ranch for his parents to use just like the ranch was 100% theirs. The process



served as a tool to help with the transition.

Then in 2012, when Brown's parents were ready to complete the transition process, almost 90% of the ranch had already been transitioned in ownership to his generation in equal parts and equal value.

"Each of us had about 22%, undivided of every cow, of every horse, of every acre on the ranch," he said.

Rather than draw lines to divide up the ranch, Brown's parents instead asked their children to work together and meet once a month to decide how the ranch business would be divided.

After several months of meeting, the Browns separated the ranch into blocks of land that

Are You Leaving Money on the Table?

Feeder Profit Calculator: Think responsible crossbreeding

By Joann Pipkin, Editor

Every cattleman knows profit is the name of the game to stay in the beef business long-term.



And, helping commercial cow-calf producers bring extra dollars to their operations is the bottom line for the IGS Feeder Profit Calculator™, a tool offered through International Genetic Solutions (IGS).

Chip Kemp, IGS director of commercial and industry op-

erations, met with cattlemen last month during a field day and educational meeting for profit-minded beef producers at the University of Missouri Southwest Research Center, Mount Vernon, Missouri. The event was hosted by John and Robin Kleiboeker, Kleiboeker's Clover Creek Farms, Stotts City, Missouri.

The largest genetic beef evaluation consortium in the world, IGS brings together multiple breed organizations to assist cattlemen in making better data-driven management decisions.

"It's easier to love the beef business if you're making money in the beef business," Kemp told producers.

An economic measure, the IGS Feeder Profit Calculator takes into account every significant

CONTINUED ON PAGE 30

were contiguous as well as equal in parts based on value.

"Did we agree on exactly what the value was of each of those," Brown said. "Not really because that wasn't important. What was important is that they were equal."

As Brown and his wife, Kelli, discuss transition with their own sons, the talk always centers around responsibilities. "How do we get them off the fence and boots on the ground," he said. "My parents found ways to diversify the business or to give responsibility of a portion of our business to each of the children that had interest."

That diversity has played a key role in growing the RA Brown Ranch. Each of the Brown children were given the opportunity to come back to the ranch, either working as an employee or by submitting a business plan for expansion.

"And, that's what all four of us did," Brown said. "My oldest sister in farming, my brother in commercial cattle and stocker cattle, my other sister in stocker cattle."

A high cattle market made expansion challenging when Brown and his wife were ready to come back to the ranch. So, the couple worked for the operation for a number of years before creating the ranch's co-operator program, which expanded the bull marketing side of the business.

"None of you have to change," Brown told the group. "That's one of the realities, but we will have to compete with those who do, and our children and our grandchildren will have to compete with those who do."

In the end, Brown challenged cattlemen to determine the best way to establish a generational transfer plan for their operation, realizing the hardest part might very well be to start the process.

"The reality is, we don't have to change," Brown said. "Please don't let what you want cause you to use bad judgment. We've got to keep looking in every direction, because there is a brighter future ahead for all of us."



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MONEY ON THE TABLE FROM PAGE 28

component impacting the terminal merit of your calves, including the genetics for growth, carcass merit, and your health and management protocols. "But, when we do this, we do it with a language we all get, and that's dollars and cents."

As a tool for empowerment, Kemp said the IGS Feeder Profit Calculator is often used as a marketing tool. The idea is to help producers capture the true value of their cattle. Still, the primary goal of the program is to increase awareness for cattlemen and potential buyers.

"We try to keep quality data from top to bottom coming in, whole herd data, so we can

monitor those things," Kemp explained.

"If you're a commercial beef producer and you are not leveraging the power of heterosis, you are leaving significant dollars on the table, mostly on the cow side of your business," Kemp said.

Two key management practices for producers are vaccinating calves for bovine respiratory disease (BRD) and preconditioning calves post-weaning.

Calves that are not vaccinated for BRD are at a 15% higher risk for mortality and morbidity than their counterparts, Kemp said. He added that especially this time of year, preconditioning calves for 45 days

drastically reduces mortality and morbidity.

"Those two events provide a tremendous vision of the profit potential of your calves," he said.

At the end of the day, the buyer knows if a producer doesn't complete those two key management tasks, then he can't justify paying top dollar for the cattle because of the risk built into them.

Seedstock producers and IGS partners provide the IGS Feeder Profit Calculator as a free tool for commercial cattlemen.

"This is a risk management tool for your buyer," Kemp said. "Think about it this way. That cattle feeder, as exposed as you

are in the business, he or she is out there even farther on the edge. A cattle feeder doesn't do anything without pondering the implications of facts and figures."

Bottom line, the IGS Feeder Profit Calculator works to highlight the value of quality genetics, responsible crossbreeding, and prudent health and management decisions and then to make this awareness pervasive throughout the business. That benefits focused producers and conscious buyers alike.

"The Feeder Profit Calculator is arguably the most precise terminal tool the beef industry has ever built that highlights both health and genetics," Kemp said. "This is the sharpest awareness of terminal merit you will find."



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MANAGEMENT MATTERS

The Year in Review

MU Southwest Center excited for genomic, reproductive technologies to improve its beef herd

As 2019 winds down, it's good to look back at what we have accomplished during the year. Over 5600 people came to the MU Southwest Research Center for various meetings, workshops, and field days in 2019, including those from several different countries. We have been able to engage people to share what we are doing and to exchange ideas.

Engagement with future leaders took place in June and September. The Pierce City, Mt. Vernon, and Wheaton school districts sent 90 elementary and middle school students to participate in the Ag Fun Day in June. There were numerous stations for the students to stop and engage with agricultural experts about a variety of topics. The staff worked extremely hard to see that there were a broad swath of agriculture covered, from dairy, beef, and bees, to tractors, equipment, forage bike reader, how to make butter, and where their food comes from. The goal of the day was to showcase the role agriculture plays in everyday life. We touched on the importance of agriculture by providing education to young students that supports primary industries by inspiring them to consider farming a worthy career choice. According to the 2012 USDA NASS preliminary report the following statistics are the percent of farmers according to their age bracket: 6% under 35 years old, 61% 35 to 54 years, and 33% 65 and older (Source: USDA NASS, 2012 Census of Agriculture, Preliminary Report.) What this communicates to us is there could be a shortage of farmers in the future. This is a dangerous future because everyone needs to eat and requires clothing, and we need farmers to supply the resources for both. Students were able to learn about flowers, bird and insects during the prairie station. There were also presentations on bees and beehives, as well as tractors and equipment. Students

engaged with experts about plants, crops, tomatoes, and the difference between dairy and beef cattle. Speakers at the Southwest Research Center also explained how cheese is made from the milk from dairy cows and how cotton is used in an assortment of items, including t-shirts and money.

The second engagement event in September was the Ag Education Day. Over 1,500 high school students from across the entire corner of southwest Missouri made the trip to the Southwest Research Center during the morning. This is the second year that the center has combined its field day with its agriculture education day. Those students were able to hear from more than 30 speakers, each of who touched on a different aspect of agriculture. The students were also able to hear more about the University of Missouri and the College of Agriculture, Food and Natural Resources. In a special presentation, Dean Daubert showed the students the science behind making ice cream, as well as giving each of them some MU Tiger Stripe ice cream to enjoy.

With agricultural research the main focus of the Southwest Center, we have many research projects of note. Eric Bailey has worked on studying the effects of prescribed burning on fescue endophyte levels, as well as diluting the effects of toxic fescue by allowing other forage species to grow within fescue pastures. Plot work has been conducted at the Southwest Center in 2018 and expanded to a pasture basis in 2019. Toxic fescue has accounted for much in the way of reduced weight gain, fescue foot, and other problems with lack of circulation over the years. Any avenue to reduce fescue toxicity problems should be looked at closely.

Felix Fritchi also has research at the Southwest Center. His

CONTINUED ON NEXT PAGE

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THE YEAR IN REVIEW FROM PREVIOUS PAGE

focus is to increase soybean value for the entire value chain, by selection of soybean germplasm and identification of soybean genes controlling protein synthesis and storage along with the development of markers for those genes. This will provide the opportunity to create soybeans with higher protein levels and will aid in the development of commercial soybean varieties with an improved nutritional bundle. He is also conducting a project aimed at improving not only soybean nitrogen acquisition, but also transport to pods and into seeds. The goal is to enhance seed yield, increase protein concentration and enrich protein composition. The replicated yield trial was conducted with three different over-expressing lines and appropriate controls. In addition to yield, we will determine seed protein and oil composition.

One of the things we're most excited about is using new genomic and reproductive technologies to make our beef herd more efficient by using Red Angus on our existing Black Angus based cow herd. Re-

placement heifers are being generated through use of artificial insemination. Primary emphasis will be placed on the HerdBuilder index, Stayability EPD, and Heifer Pregnancy EPD in selecting AI Sires. Terminal growth performance will be emphasized in natural service sires. Working on this project is Jordan Thomas, Jared Decker, Scott Pooch and Eric Bailey.

We have many other projects going with grapes, elderberries, paw paws, black walnuts, pecans, blackberries and much more. We look forward to continuing these into the future as well.

Lastly, our conference building is finished. We are looking forward to hosting larger meetings, events and conferences in this facility, which will be used by many in Southwest Missouri. We look forward to a great 2020.

—Source: University of Missouri Southwest Research Center.

ON THE CALENDAR

WHAT:

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WHEN:

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Heifer Sale Better Than Expected

**Joplin Show-Me-Select fall
sale: \$1,672 average**

Show-Me-Select replacement heifers sold for \$1,672 average on 190 head. The sale at Joplin Regional Stockyards was the first of six sales across Missouri this fall.

This year's price topped a \$1,586 average from one year ago, says Eldon Cole. The University of Missouri Extension livestock specialist out of Mount Vernon, Missouri, manages the sale.

The heifers come from Missouri producers enrolled in the MU Extension heifer program. Farmers learn to improve quality and genetics on calves. Only Missouri producers consign, but out-of-state buyers are welcome.

At the Nov. 15 sale, 78 of 190 head sold went across state lines.

The top sale price of the night was \$2,100 each on four Red Angus-Simmental cross heifers. They came from Sam Schaumann, Billings, Missouri.

Jared Decker, MU beef geneticist, reported from the sale that prices were stronger than consignors expected.

The sale showed a shifting in consignments. Sellers offered more red cattle, and the cross-breds did well. To Decker, this shows growing interest in genetic value of heterosis of cross-breeding.

Another shift was more buyers from out of state. In all, Arkansas buyers took home 44 head. Two Kansas buyers took home 18 head. One Oklahoma buyer purchased six head.

A growing trend of favoring AI-bred heifers continues. The AI-bred heifers averaged \$1,704, compared to \$1,630 for the bull-bred. This \$74 spread is less than usual, Cole noted.

—Source: University of Missouri Extension release.

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The City Mouse and the Country Mouse

The importance of weather and lists

By Erin Hull for *Cattlemen's News*

I am a Country Mouse. I grew up on a farm. My father grew up on a farm. My grandfather grew up on a farm. My great grandfather grew up on a farm. You see a pattern here. My family eats, sleeps and breathes agriculture. Every family function, regardless of the time of year, has people standing in the kitchen discussing the weather.

Weather is generally a safe topic to eat up most of an afternoon because Upstate New York has some pretty insane weather patterns. We can have temperature swings of monumental proportions. It's not unheard of to have 75-degree weather one day and be frozen solid and close to zero degrees the next day. We can get 4 inches of rain one day, 40 mph winds the next and be able to plow a field within hours. Our weather has zero rhyme or reason.

Growing up my father would come home every day at 12:07 p.m. to watch the weather. If for some odd reason he couldn't make it home, he had my mother on standby. Still today, he will call me and ask me what the radar says. You see, my father is not technologically talented. He's one step ahead of the Amish when it comes to technology. He carries a flip phone that does one thing—it makes phone calls. Plain and simple.

My father is not old. He's 66 going on 106 when it comes to his ability to adapt to technology. But I digress. Family functions revolve around discussions of the weather. When we tire of talking about the weather, topics will turn to the commodities market, crop yields, etc. My family is agriculture.

We wake up in the morning and have a laundry list of things to do running through



our heads, and it's impossible to get ahead of said list. It's never-ending. Ever. You know in your head all the things that must be done, and you have a list always going of needs to get done. Must items are imminent, and need items are a bit farther out. I am sure most of you understand this dilemma. You have a to do list, and it's never, ever completed. Every second of every waking moment, that list is present in your brain.

My husband is a City Mouse. He grew up in the Syracuse area, which is the city to country folk like me. If we need groceries, we go to the city. This always made my husband laugh because Syracuse isn't much of a city. The city of Syracuse has a population of about 143,000 people. Coming from a town with a population of less than 1,000 people, Syracuse was indeed the city to us.

His family was no strangers to work. My father-in-law owned a large construction company. He was a civil engineer. He understood mechanics. He had his crane operator's license. He could operate any piece of machinery. He was a workaholic. He knew what a day of hard labor was. My husband grew up with this. His family knew what hard work was. But our lives were still very different. My husband is a list guy. He always has a running list of things to do that he crosses off daily. What didn't get crossed off that day gets added to the

The Value of Sustainability Practices

MU gains part in \$10 million USDA grant for cover crops

Missouri agricultural scientists working in cover crops share in a \$10 million grant from the U.S. Department of Agriculture. They will work with people in 30 organizations across the country and around the world.

"The five-year project aims to increase crop profitability and sustainability using cover crops and reduced tillage," says Rob Myers, University of Missouri Extension cover crop specialist.

Cover crops slow soil erosion, aid soil health and help control pests, weeds and diseases. They also aid water quality and add crop diversity. Used with reduced tillage, cover crops speed the addition of soil

carbon, Myers says. All allow climate-resilient production of food and fiber.

The grant backs university, nonprofit and federal researchers with expertise in crop management, systems modeling, social science and technology transfer.

Missouri farmers doubled their use of cover crops from 2012 to 2017, Myers says.

The grant is called "Enhancing the Sustainability of U.S. Cropping Systems Through Cover Crops and an Innovative Information and Technology Network."

—Source: University of Missouri Extension release.

top of tomorrow's list. Items may roll over several days, or even several weeks, but there is always a rolling list with a permanent marker nearby to cross off the items he accomplished. He has an innate ability to view work as task-related vs. general work.

Recently we discussed the differences of growing up a Country Mouse vs. a City Mouse. Aside from my family's obsession with everything weather-related, we found that the biggest difference is how we go about viewing work. To me, it seems daunting. The list never ends. Things are always weighing on my shoulders and never seem to disappear.

Yet, he can compartmentalize those same tasks and cross them off the list as they're done. I truly believe this is because of our different upbringings. Farm/ranch folks just view sunup to sundown as work. City folks can sort the various tasks and tackle them as they come.

One example is fencing. To me, it's a fix-as-you-go type of situation. I'll fix the sections I have time for that day and move on to something else. But the fence is never fully fixed and therefore it never leaves the list in my head. My husband will carve out an entire day to truly fix that same

fence and do it all to be able to cross it off his list.

I will openly admit that his ways are rubbing off on me, and I now always have a running list. Currently that list seems daunting. I own and operate a Christmas tree business, and I'm never ready. Ever. I've been doing it my entire life, and still today I'm always behind. But I have a list.

That list hasn't changed much in the last five days, but I have a list. Those 50,000 things I need to do aren't just floating around in my head. They're written down on a piece of paper so that they don't consume my entire brain. They encourage me to tackle a task and complete it in its entirety so that I can cross it off the list.

It feels so good to take that permanent marker to them when I do in fact get them done. So the City Mouse has helped this County Mouse feel less inundated with work in general. But one thing will never change. When he asks me what the forecast is, I can recite it without looking at my phone or watching the news. After all, you can't take the country out of this mouse.

—Source: Erin Luchsinger Hull owns and operates Lucky 13 Beef in Tully, New York. She is a board member of the New York Beef Council.



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Market Recap | Prime Time Livestock Video Sale

Nov. 21, 2019 • Receipts 7,702

Demand moderate to good for this Prime Time Video Auction. The cattle offered are in South Central states and East Central states. An 80-cent right slide, or 8-cent slide and 2% pencil shrink will apply. Deliveries are current through December 2019. Current deliveries are cattle that will deliver up to 14 days from the video sale date. Current delivery is through Dec. 5, 2019. Receipts included 73% steers, 27 % heifers and 88 % weighing over 600 lbs.

Southcentral States: Texas, Oklahoma, New Mexico

Feeder Steers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
72	760	760	147.00	147.00	Current
738	800-840	832	142.75-147.25	146.04	Current
540	850-860	854	142.25-142.50	142.36	Current
124	950	950	149.75	149.75	Current
65	775	775	151.50	151.50	Nov-Dec
116	850	850	142.00	142.00	Nov-Dec
229	725-745	739	150.50-151.50	150.81	Dec
130	775	775	146.50	146.50	Dec
366	825-840	827	142.50-148.25	145.12	Dec
177	850-875	858	143.75-145.50	144.32	Dec
800	900	900	137.75	137.75	Dec
62	800	800	144.00	144.00	Dec-Jan
203	725	725	150.50	150.50	Jan
130	750	750	146.75	146.75	Jan
118	850-875	862	139.50-141.00	140.25	Jan
125	800-825	812	140.00-140.25	140.13	Feb-Mar
88	850	850	141.00-141.75	141.49	Mar
60	850	850	135.00	135.00	Apr
60	850	850	135.00	135.00	May

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
70	650	650	135.50	135.50	Current
30	745	745	142.00	142.00	Current
70	650	650	135.50	135.50	Nov-Dec
120	475	475	154.00	154.00	Dec
160	675	675	145.50	145.50	Dec
70	700	700	137.00	137.00	Dec
59	835	835	137.50	137.50	Dec
104	500	500	158.00	158.00	Jan
65	775	775	138.50	138.50	Feb

Feeder Steers: Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
30	600	600	125.00	125.00	Dec
80	650	650	129.00	129.00	Dec



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

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
66	775	775	133.50	133.50	Current
270	550-575	558	142.00-147.50	144.96	Dec
150	645	645	145.50	145.50	Dec
150	675	675	143.00	143.00	Dec
275	750	750	137.00-143.00	139.68	Dec
77	600	600	146.50	146.50	Jan
68	775	775	138.50	138.50	Jan
63	800	800	128.00	128.00	Jan
70	750	750	135.75	135.75	Feb
92	800	800	131.00-135.00	133.70	Mar
92	565	565	148.75	148.75	Mar-Apr

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
31	665	665	134.00	134.00	Current
150	670	670	134.50	134.50	Nov-Dec
120	450	450	141.00	141.00	Dec
150	675	675	136.00	136.00	Jan
130	725	725	126.50	126.50	Jan

Feeder Heifers: Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
46	575	575	125.00	125.00	Dec

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
186	800	800	141.85	141.85	Current
186	800	800	141.00	141.00	Dec

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
65	800	800	139.00	139.00	Dec
124	800	800	138.50	138.50	Jan

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
80	625	625	138.00	138.00	Dec

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

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MARKET WATCH

Market Recap | Value-Added Feeder Cattle Auction Dec. 5, 2019 • Receipts 7,133

No recent Special Value Added sale for a price comparison, compared to Monday's regular feeder cattle sale, steers and heifers under 450 lbs 7.00 to 10.00 higher, steers 450 to 550 lbs and heifers (all weights) steady to 3.00 higher, steers over 550 lbs steady. Demand good, supply heavy. All calves are weaned forty five days or more, on a vaccination program, and heifers are guaranteed open. Flesh condition covered the full range of thin to fleshy, with the bulk in medium plus flesh. Supply included: 100% Feeder Cattle (61% Steers, 0% Dairy Steers, 38% Heifers). Feeder cattle supply over 600 lbs was 48%.

Feeder Steers: Medium and Large 1 350-400 lbs 182.50-200.00; 400-500 lbs 160.00-189.00; 500-600 lbs 140.00-170.00; 600-700 lbs 138.00-156.00; 700-800 lbs 138.00-149.00; 800-850 lbs 137.00-146.00. **Medium and Large 1-2** 400-500 lbs 151.00-182.00; 500-600 lbs 137.50-156.00; 600-700 lbs 136.00-144.50; 700-800 lbs 136.00-142.50; 800-900 lbs 130.00-139.00.

Feeder Heifers: Medium and Large 1 350-400 lbs 155.00-158.00; 400-500 lbs 135.00-162.50; 500-600 lbs 132.00-146.00; 600-700 lbs 130.00-139.00; 700-800 lbs 130.00-139.00. **Medium and Large 1-2** 350-400 lbs 135.00-142.50; 400-500 lbs 129.00-144.00; 500-600 lbs 128.00-138.00; 600-700 lbs 127.00-135.75; 700-750 lbs 129.00.

—Source: USDA-MO Dept of Ag Market News Service. Rick Huffman, 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.



Stay up-to-date on everything at JRS



Market Recap | Feeder Cattle Auction Dec. 9, 2019 • Receipts 11,973

Compared to last week, steer and heifer calves and yearlings steady. Demand moderate to good, supply heavy. Supply included: 100% Feeder Cattle (57% Steers, 39% Heifers, 4% Bulls). Feeder cattle supply over 600 lbs was 61%.

Feeder Steers: Medium and Large 1 300-400 lbs 1575.0-184.00; 400-500 lbs 141.50-162.00; 500-600 lbs 144.00-166.00; 600-700 lbs 137.50-151.00; 700-800 lbs 138.00-152.00; 800-900 lbs 138.00-148.00; 900-950 lbs 135.50-142.50. **Medium and Large 1-2** 300-400 lbs 152.00-167.50; 400-500 lbs 145.00-160.00; 500-600 lbs 133.00-156.00; 600-700 lbs 130.00-145.75; 700-800 lbs 130.00-144.00; 800-900 lbs 132.00-143.75.

Feeder Heifers: Medium and Large 1 350-400 lbs 131.00-152.00; 400-500 lbs 130.00-147.50; 500-600 lbs 127.00-140.00; 600-700 lbs 126.00-139.50; 700-800 lbs 126.00-138.50; 800-900 lbs 126.00-138.50; 950-1000 lbs 110.00-121.00. **Medium and Large 1-2** 250-300 lbs 133.00-141.00; 300-400 lbs 128.00-140.00; 400-500 lbs 121.00-134.00; 500-600 lbs 120.00-130.50; 600-700 lbs 121.00-132.00; 700-800 lbs 124.50-138.25; 800-900 lbs 105.00-123.50.

Feeder Bulls: Medium and Large 1 lot 374 lbs 177.50; 450-500 lbs 150.00; 500-600 lbs 131.00-145.00; lot 640 lbs 126.00. **Medium and Large 1-2** lot 285 lbs 195.00; 300-400 lbs 170.00; 400-500 lbs 132.50-160.00; 500-600 lbs 124.00-140.00; 600-650 lbs 113.00-128.00; 700-750 lbs 111.00-124.00.

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

Replacement Cow & Bull Sale

Thursday, Jan. 16, 2020

Bulls sell first starting at 5 p.m.
Cows to follow.

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