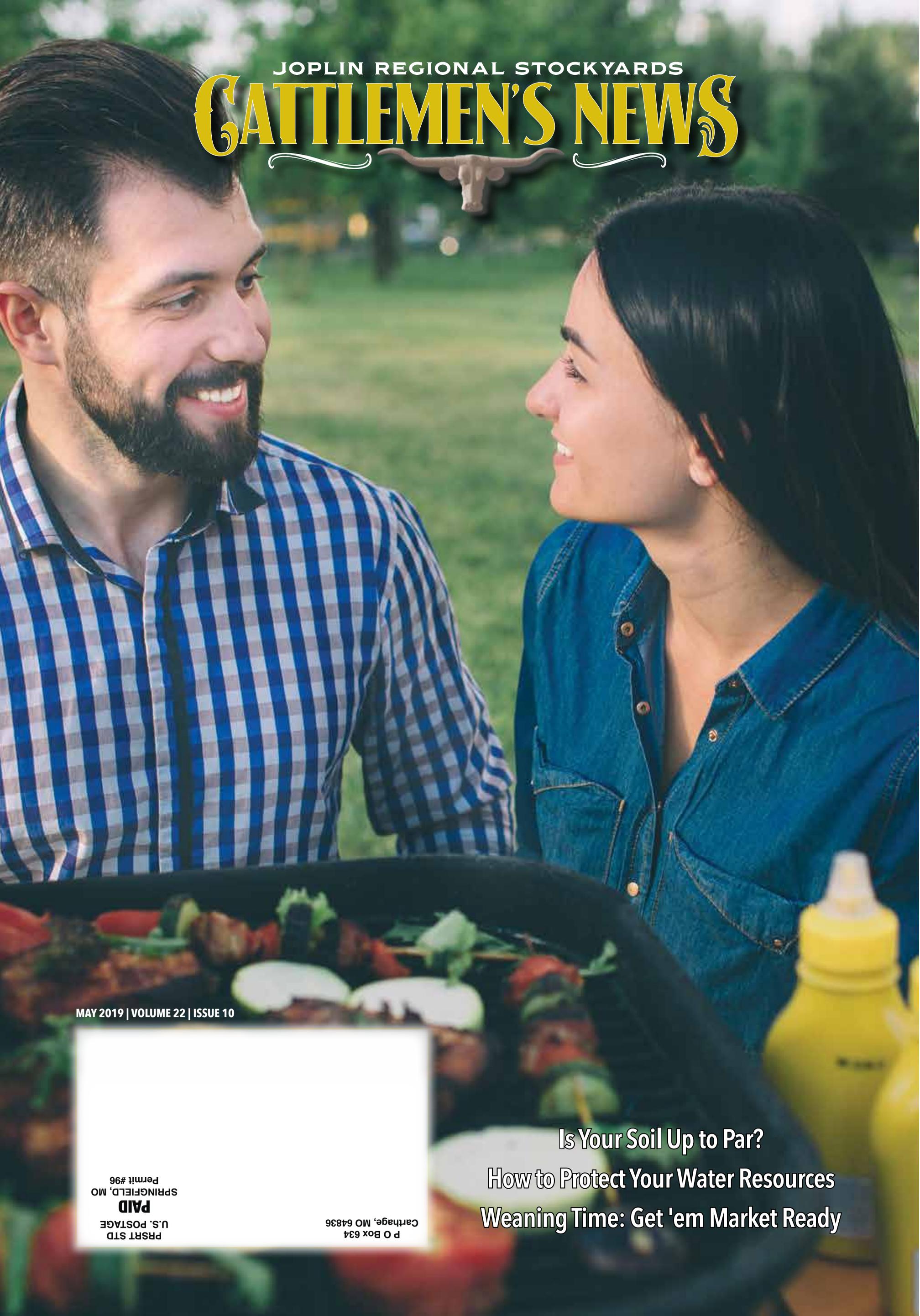


JOPLIN REGIONAL STOCKYARDS
CATTLEMEN'S NEWS



MAY 2019 | VOLUME 22 | ISSUE 10

PRSRST STD
U.S. POSTAGE
PAID
SPRINGFIELD, MO
Permit #96

P O Box 634
Carthage, MO 64836

Is Your Soil Up to Par?
How to Protect Your Water Resources
Weaning Time: Get 'em Market Ready

Superior Steel Sales

NEW Sales Location!

Exit 22. Go south to
Blackberry Road, then
west to entryway.



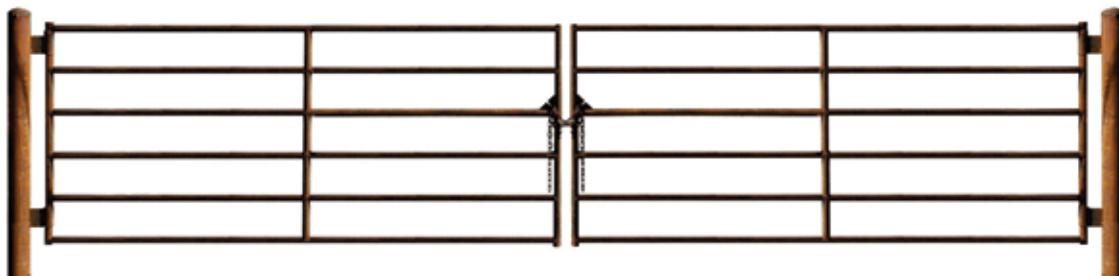
Carthage, Missouri

417-358-5555

www.superiorsteelsales.com 



Heavy Duty Gates



5, 6 & 7 Bar Gates from 2 ft. to 20 ft.

Adjustable Alleyways

Crowding Tubs



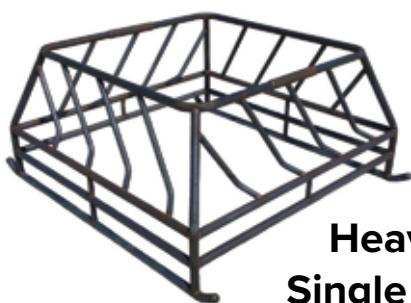
12 ft. or 20 ft. Alleys in Stock
Adjustable from 30" down to 14" wide

Superior Standard
Heavy Duty Products



16 Different Tub Options
in 10 ft. or 12 ft. Radius

Hay Feeders



Heavy Duty
Single & Double
Hay-Saver Style

Pipe Fence & Corral Materials

Custom Cattle Equipment

Structural Steel

Feed Bunks

Cattle Guards

Wire Fence Products

Delivery
Available



ON THE BLOCK

We've finally gotten some good weather! Buyers looking to send cattle to grass had been prolonging their purchases. They're now looking to buy. Calves coming in with a little condition on them that can be turned straight out to grass are worth a lot. The front end of the new crop calves have been selling good. We're seeing a bit of pressure on bull calves coming to market, but prices are still pretty good. Yearling trade has improved because the runs have lightened up on cattle weighing above 700 pounds. The end result is a little strength in that segment of the market. Fat cattle have also been trading higher. Spring of the year typically brings us the biggest gains of the year on cattle, so everyone is looking to buy.

Looking to June, we moved our value-added feeder cattle sale to June 27, which is a week later than we normally have it, allowing for more grass growth



before turning calves out. Generally, the market gets better as we get closer to July 4. That should give you an extra week to get calves weaned.

Our Prime Time Livestock Video Sale brought in several thousand cattle last month. A lot of the eight-weight steers bound for summer delivery will sell for \$1.47 up to \$1.55, depending on the offering. That marketing program has really been working well for folks with a little extra grass. A lot of opportunity is available in that segment of the market. If you're interested in learning more, come and talk to us about it.

We've just had beautiful weather and the grass is growin'. It looks as though we have the best prospects for a good summer we've had in a few years. I'm pretty excited about it!

Good luck and God bless.

Jackie



Field Representatives

ARKANSAS

Dolf Marrs: Hindsville, AR
H(479)789-2798, M(479)790-2697

Billy Ray Mainer: Branch, AR
M(479)518-6931
CATTLE RECEIVING STATION

Jr. Smith: Melbourne, AR
M(870)373-1150

Kent Swinney: Gentry, AR
M(479)524-7024

KANSAS

Colby Flatt: Liberty, KS
M(620)870-9100

Pat Farrell (Video Rep): Ft. Scott, KS
M(417-850-1652)

Trent Johnson (Video Rep): Ft. Scott, KS
M(620)228-1463

Chris Martin (Video Rep): Alma, KS
M(785)499-3011

Alice Myrick: Mapleton, KS
M(620)363-0740

Bob Shanks: Columbus, KS
H(620)674-3259, M(620)674-1675

LOUISIANA

James Kennedy: DeRidder, LA
M(337)274-7406
CATTLE RECEIVING STATION

OKLAHOMA

Chester Palmer: Miami, OK
H(918)542-6801, M(918)540-4929
CATTLE RECEIVING STATION

Nathan Ponder: Afton, OK
M(636)295-7839

John Simmons: Westville, OK
M(918)519-9129, M(417)310-6348

Shane Stierwalt: Shidler, OK
M(918)688-5774

Troy Yoder: Chouteau, OK
M(918)640-8219

MISSOURI

Rick Aspegren: Mountain Grove, MO
M(417)547-2098

Jared Baird: Ellsinore, MO
M(573)776-4712
CATTLE RECEIVING STATION

Joe Brattin: Exeter/Wheaton, MO
M(417)439-0479

Sherman Brown: Marionville, MO
H(417)723-0245, M(417)693-1701

John Bussey: Neosho, MO
M(417)592-4891

Joel Chaffin: Ozark, MO
M(417)299-4727

Rick Chaffin: Ozark, MO
H(417)485-7055, M(417)849-1230

Jack Chastain: Bois D'Arc, MO
H(417)751-9580, M(417)849-5748

Ted Dahlstrom, DVM: Staff Vet
Stockyards (417)548-3074; O(417)235-4088

Jacob Duncan: Nevada, MO
M(417)321-3339
CATTLE RECEIVING STATION

Tim Durman: Seneca, MO
H(417) 776-2906, M(417)438-3541

Jerome Falls: Sarcoxie, MO
H(417)548-2233, M(417)793-5752

Bailey Moore: Granby, MO
M(417)540-4343

Skyler Moore: Mount Vernon, MO
M(417)737-2615

Nick Flannigan: Fair Grove, MO
M(417)316-0048

Kenneth & Mary Ann Friese: Friedheim, MO
H(573)788-2143, M(573)225-7932
CATTLE RECEIVING STATION

Fred Gates: Seneca, MO
H(417)776-3412, M(417)437-5055

Brent Gundy: Walker, MO
H(417)465-2246, M(417)321-0958

Dan Haase: Pierce City, MO
M(417)476-2132

Jim Hacker: Bolivar, MO
H(417)326-2905, M(417)328-8905

Bruce Hall: Mount Vernon, MO
M(417)466-5170

Mark Harmon: Mount Vernon, MO
M(417)316-0101

Bryon Haskins: Lamar, MO
M(417)850-4382

J.W. Henson: Conway, MO
H(417)589-2586, M(417)343-9488
CATTLE RECEIVING STATION

Joe David Hudson: Jenkins, MO
H(417)574-6944, M(417)-342-4916

Steve Hunter: Jasper, MO
H(417)525-4405, M(417)439-1168

Larry Jackson: Carthage, MO
M(417)850-3492

Jim Jones: Crane, MO
H(417)723-8856, M(417)844-9225

Kelly Kissire: Anderson, MO
H(417)845-3777, M(417)437-7622

Larry Mallory: Miller, MO
H(417)452-2660, M(417)461-2275

Kenny Ogden: Lockwood, MO
H(417)537-4777, M(417)466-8176

Jason Pendleton: Stotts City, MO
M(417)437-4552

Charlie Prough: El Dorado Springs, MO
H(417)876-4189, M(417)876-7765

Dennis Raucher: Mount Vernon, MO
M(417)316-0023

Russ Ritchart: Jasper, MO
M(417)483-3295

Lonnie Robertson: Galena, MO
M(417)844-1138

Alvie Sartin: Seymour, MO
M(417)840-3272
CATTLE RECEIVING STATION

Jim Schiltz: Lamar, MO
H(417)884-5229, M(417)850-7850

Cash Skiles: Purdy, MO
M(417)669-4629

David Stump: Jasper, MO
H(417)537-4358, M(417)434-5420

Matt Sukovaty: Bolivar, MO
H(417)326-4618, M(417)399-3600

Mike Theurer: Lockwood, MO
H(417)232-4358, M(417)827-3117

Tim Varner: Washburn, MO
H(417)826-5645, M(417)847-7831

Brandon Woody: Walnut Grove, MO
M(417)827-4698

OFFICE: (417)548-2333
Sara Jacot

VIDEO CATTLE PRODUCTION

Matt Oschlaeger: Mount Vernon, MO
M(417)466-8438



This world is made of dreams like yours and at American Family Insurance, we believe everyone's dream deserves protection. That's why our local agents specialize in building customizable plans that protect the hard work of farmers and ranchers like you.

Contact me today to learn more or get a quote.



American Family Mutual Insurance Company, U.S. and its Operating Companies
8800 American Parkway, Madison, WI 53717
608-440-1010 • 608-275-8270



Steven Haskins, Agent
1901 E 32nd St Ste 16
Joplin, MO 64804
Bus: (417) 624-6200
shaskins@amfam.com

Contact Us

Publisher/Advertising:

Mark Harmon | Email: markh@joplinstockyards.com

Phone: 417-548-2333 | Mobile: 417-316-0101

Fax: 417-548-2370

Editor/Design/Layout:

Joann Pipkin | Email: editor@joplinstockyards.com

Ad Deadline: 2nd Monday of Each Month for Next Month's Issue

Cattlemen's News, PO Box 634, Carthage, MO 64836

www.joplinstockyards.com

Subscription questions can be answered by calling 417-548-2333.

Although we strive to maintain the highest journalistic ethics, Joplin Regional Stockyards limits its responsibilities for any errors, inaccuracies or misprints in advertisements or editorial copy. Advertisers and advertising agencies assume liability for all content of advertisements printed, and also assume responsibility for any claims arising from such advertisement made against the Stockyards and/or its publication.

If you wish to discontinue a subscription to Cattlemen's News, please send request or address label to:

Cattlemen's News - PO Box 634, Carthage, MO 64836



Cattlemen's News, published by Joplin Regional Stockyards, is a nuts-and-bolts news magazine dedicated to helping cattle producers add value to their operations. From "how-to" articles to economics and industry trends, our mission is to put today's producers in touch with the information and products that will make them profitable for tomorrow. Published monthly. Circulation 10,000.



Scan Me
or Visit
joplinstockyards.com



INSIDE THIS ISSUE

About the Cover

Beef-loving consumers are kicking off Beef Month and summertime by heading to the backyard barbeque grill. Thanks, cattlemen, for all you do for our industry. — *Cover photo courtesy of the Beef Checkoff.*

Features

- 14 Protect Your Water Resources
- 15 Is Your Soil Up to Par?
- 16 Count on Cover Crops
- 22 From Day One
- 23 Early or Late?
- 27 New Way of Thinking
- 26 How to Minimize Drought Impact on Pastures
- 28 Beefing Up School Lunches
- 40 Cows for a Cause

In Every Issue

- 3 View from the Block
- 6 Data-Driven Decisions with Justin Sexten
- 8 Health Watch with Dr. David Rethorst
- 11 Home on the Farm with Anne Kennison
- 43 Event Roundup
- 44 Market Watch



**CATTLE
RECEIVING
STATIONS**



**JOPLIN REGIONAL
STOCKYARDS**

FIND ONE NEAR YOU!

ARKANSAS

Billy Ray Mainer
Branch, AR
479.518.6931

JR Smith

Melbourne, AR
870.373.1150

OKLAHOMA

Chester Palmer
Miami, OK
M) 918.540.4929
H) 918.542.6801

MISSOURI

Jared Beard
Ellsinore, MO
573.776.4712

Jacob Duncan

Nevada, MO
417.321.3339

Kenneth & Mary Ann Friese

Friedheim, MO
573.225.7932

J.W. Henson / Rick Aspergren

Conway, MO
J.W. – 417.343.9488
Rick – 417.547.2098

Alvie Sartin

Seymour, MO
417.840.3272

Lost Creek

CATTLE CO.

~ 40 Years of Crossbreeding ~

3 Breed, Crossbred Heifers For Sale

Spring Calving Heifers available after Oct. 15
Fall Calving Heifers available after April 15



Excellent Brood Cow Prospects!

Bred for easy calving, superior growth, docility & a desirable end product.

Highest Total Relative Value ever recorded by IGS Feeder Profit Calculators for calves of this weight.

IGS International Genetic Solutions
www.internationalgeneticsolutions.com
We Collaborate. You Profit.

Total Relative Value	\$6.16/cwt
Relative Management Value	\$2.58/cwt
Relative Genetic Value	\$3.59/cwt

Quality Grade: ★★★★★
Yield Grade: ★★★★★
Carcass Weight: ★★★★★
Avg. Daily Gain: ★★★★★
Feed Conversion: ★★★★★

Certification Date: 03/15/2018

Feeder Profit Calculator

Our fall calving crossbred heifers will be available by late April with a calving period of Sept. 1 to Nov. 15 with most calving in the first 30 days. Each heifer consists of 3 breeds, Angus, Charolais and Simmental, providing hybrid vigor and complementarity resulting in extremely strong maternal and growth characteristics with desirable carcass traits. We only use sons of proven sires from the top of each breed developing exceptional pedigrees over many generations. Most of our heifers were sired by Angus, Black Simmental, or SimAngus bulls that are outstanding sons of AAR Ten X 7008 SA, Sitz Upward 307R, W/C United 956Y, CCR Cowboy Cut 50482, SDS Graduate 006X and TNT Dual Focus TZ49. Grand Sires include Mytty In Focus, Connealy Onward, SAV Final Answer, and continues on with an impressive genetic lineage. Some were sired by exceptional sons of Charolais Sires, LT Ledger 0332P, LT Long Distance 9001 PLD, And VPI Free Lunch 708T with an equally formidable ancestry.

Our heifer bulls are sons of KCF Bennett Absolute, Hooks Beacon and G A R Sure Fire. They rank at the top of the breed in calving ease as well as the All Purpose Index.

Our 2017 yearling steers were evaluated by the IGS, a division of the American Simmental Association, using their Feeder Profit Calculator and had the highest relative value of any yearlings they had EVER evaluated.

The heifers have an extensive health and vaccine program including 2 doses of modified live Virus vaccine prior to breeding, making them and their calves eligible for these vaccines in the future when done in compliance with the vaccine label.

We have been breeding and selecting from these superior animals for over 40 years.

“CROSSBREEDING IS THE ONLY WAY I KNOW THAT YOU CAN GET SOMETHING FOR NOTHING AND IT IS CALLED HETEROSIS OR HYBRID VIGOR.”

LOST CREEK CATTLE CO. • WYANDOTTE, OK
Jim Beck, Owner 918-786-6944
jimandsara@hotmail.com | 918-666-8454 Ranch
Shannon Meador, Ranch Foreman | 417-456-2104

What Really Limits Adoption of Technology

Remove barriers to capture most value

By Justin Sexten for *Cattlemen's News*

Emerging technologies have to overcome several barriers for successful product adoption. Not only do they have to work better than the current option, but they also have to be cost-effective and easy-to-implement.

A recent *Journal of Animal Science* article from Rebecca

Poole and others at North Carolina State and Clemson Universities looked at proven and new technologies to address fescue toxicosis while raising an interesting implementation question. Stay with me. You need not have fescue pastures for this to be relevant.

Fescue is a persistent and drought-tolerant forage that

causes reduced weight gain and reproductive performance due to toxicosis. One characteristic of toxicosis is a rough hair coat and increased heat stress. Despite these detrimental traits, producers maintain fescue pastures because of drought persistence.

Poole and her co-workers compared a novel endophyte that has the beneficial agronomic traits of traditional

fescue without the downside of toxicosis. Yearling heifers fed novel endophyte forage were faster to shed their hair and maintained a slicker hair coat. This likely contributed to the reduced body temperatures ultimately reducing heat stress.

The interesting part of the study was the use of Angus and Senepol crossbred cattle with a slick-hair gene mutation to address heat stress using the animal rather than forage. These *Bos taurus* cattle have similar heat tolerance characteristics as *Bos indicus* due to their slick hair without the challenging temperament and delayed maturity found in Brahman-influenced cattle.

Cattle with the slick hair gene were faster-shedding, maintained this slick haircoat and exhibited reduced skin temperatures, leading to slightly greater body condition and improved reproductive rates. While not enough heifers were in the study to determine if the traits were additive, the study affirmed novel endophyte forages or selection for slick hair offers producers options to address fescue toxicosis and/or heat stress.

Some may suggest these technologies are not novel as we know novel fescue enhances performance and cattle that shed quickly are better equipped to handle heat stress. Yet both technologies require considerable time investment to implement.

For those looking to renovate fescue pastures, now is the time to begin the process by establishing a summer smother crop with the goal of complete renovation by next summer. Selection for hair shedding begins now by scoring cows as they transition into summer coats. Incorporating slick hair into your selection program will show progress over the long term.

Now imagine if that process or another desired trait was accomplished in a generation.

A recent example from salmon offers us a look to the future of genetic change. This rapid change only took 30 years to develop. The AquAd-

CONTINUED ON NEXT PAGE



The best of both.

We'll state the obvious – your cattle need extra protein and you need predictable intake.

Introducing CrystalBlox™, a new patented block form combining the controlled, predictable intake of a CRYSTALYX® low moisture block with the cost-effectiveness of a compressed block, featuring distiller's dried grains with solubles. CrystalBlox™ works in a wide variety of feeding situations where protein delivery is a priority.

CrystalBlox™

BENEFITS OF CRYSTALBLOX:

- Palatable and predictable intake characteristics of CRYSTALYX®
- Cost effectiveness and increased intake range of compressed block form
- Patented technology
- Ability to deliver a wider range of supplemental protein
- Incorporates Bioplex® trace minerals for increased bio-availability



crystalblox.com | 833-405-6999

Blueprint® and Bioplex® are registered trademarks of Alltech.

Blueprint™ OPTIONS AVAILABLE

- Features exclusively Bioplex® organic trace minerals
- Bioplex® organic complexes resemble those found in nature
- Blueprint research supports enhanced beef cow-calf immunity and fertility

Call these distributors for the name of your nearest dealer:

SOMO Farm & Ranch Supply

2850 W. Kearney | Springfield, MO
417.865.0312

Hirsch Feed & Farm Supply

1400 Nettleton | Thayer, MO
417.264.7616

Kelly Smith

Territory Manager
417.855.9461

TECHNOLOGY ADOPTION FROM PREVIOUS PAGE

vantage Salmon cleared the final policy hurdle for production and sales in the U.S. this March. This salmon combines the flavor of Chinook salmon with growth rate of an ocean pout, reducing days to market by half.

What does the first U.S.-approved genetic modified animal have to do with fescue toxicosis and slick-haired cattle? AquAdvantage is an example where the time production barrier was overcome by technology, combining favorable traits from two fish into one product. However a new time barrier to product adoption was introduced, policy.

Regardless of your interest in politics, policy should remain an area of interest for several reasons. Today the U.S. produces the safest and highest quality beef supply in the world. Such a safe and affordable food supply tends to favor food policy with an abundance of caution.

Consider a commodity beef-producing country or region that lags behind the U.S. in high-quality beef production. Their new technology-focused policy allows genetic modification to enhance the carcass merit of their environmentally adapted native cattle. This region could make years of genetic progress in a single generation by adopting technology when others do not.

With restrictive genetic technology policies in place elsewhere, a new beef supplier emerges in the market or at a minimum becomes self-sufficient, no longer needing to import high-quality beef.

To some the policy example sounds far-fetched, to others not impossible to imagine. What you need to guard against is making sure the policy of "We've always done it that way" isn't limiting your operation from adopting technologies that are better, cost-effective and easy-to-implement.

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

ON THE CALENDAR

Show-Me-Select Sale Set

Spring heifers to sell May 17 at JRS

Show-Me-Select replacement heifers will sell later this month at Joplin Regional Stockyards, near Carthage, Missouri.

The sale offers bred replacement heifers for fall-calving herds, says Dave Patterson, University of Missouri Extension livestock specialist.

All heifers sold meet strict standards taught in MU Extension's Show-Me-Select Replacement Heifer Program. Only owners enrolled in the yearlong program sell in the marketing program. Approved heifers carry SMS trademark ear tags.

The SMS sale is set for 7 p.m., May 17 at Joplin Regional Stockyards. Eldon Cole, regional livestock specialist with MU Extension, coordinates the JRS sale. He can be reached at 417-466-3102.

All heifers are checked upon arrival at the auction by graders from the Missouri Department of Agriculture. Heifers

are guaranteed by the consignors to be pregnant.

About 90 percent of all heifers enrolled in SMS have been exposed to artificial insemination. This allows access to top genetics in a breed.

Catalogs printed the day of sale by local extension offices show data. Specialists say that buyers bid for genetic potential and breeder reputations.

Some herds DNA-test all females. This year, any bull bought after Feb. 1 must have genomic-enhanced expected progeny differences (GE-EPDs). No bull can be advertised as Show-Me-Select without the GE-EPD.

The catalog gives expected calving dates. With timed AI, dates become more precise. Timed AI allows shorter calving seasons. That cuts labor.

For more information on Show-Me-Select, go to agebb.missouri.edu/select.



Thanks for your patience during our remodeling. Our front entrance will be fenced off until August. We appreciate your cooperation.



Let our *EXPERIENCED* team help with Agribusiness needs:
Feedlots • Livestock Auctions
Farm and Ranch • Trucking
Grain Elevators

Kevin Charleston Philip Solum Doug Collard Austin Rice Chip Cortez Sha Terry Kelsie Daniels Tisha Castor

Mike Berry Tracie Steffes Tony Adkins
Oklahoma Office Texas Office

Give us a call
417.359.5470!

2023 S Garrison • Carthage, MO
Joplin, MO | Sarcoxie, MO | Fairfield, TX
www.SpecialtyRiskInsuranceAgency.com

Gettin' Rid of the Buzz

Time to think about fly control

Story by David Rethorst for Cattlemen's News

With hot weather just around the corner, it is time to start thinking about what to do for fly control this summer. Several options are available — including tags, pour-on, back rubbers, dust bags and spray — in addition to some environmental management strategies to keep these pests under control.

While fly tags are a popular strategy and are easy to put in if the cattle are going through a chute, their use does require



vel-

consider when to install the tag. Most of these are five-month tags, but they need to be installed so that the chemical release is the highest just as the peak of the fly population is approaching. When I practiced in Nebraska, I never could understand why producers wanted to install fly tags in April when the peak fly season was in late July and August. The real chemical in the tag was already gone when it was needed the most. Remember to follow the label directions when using tags. If the label calls

some planning. The first consideration is which tag to use. The class of chemical in the tag is the primary determining factor in this decision. Some tags contain organo-phosphates while others contain pyrethroids, while others contain both classes of chemical. The key here is to rotate each year the chemical class of the tag used. This is done to retard the development of resistance to the chemical. Second,

for two tags per animal, use two tags per animal or you will speed up the development of resistance. Lastly, be sure to remove the tags still in the animals at the end of fly season. The low level of chemical left in the tags will contribute to resistance if the tags are not removed.

Chemical rotation discussions also apply to sprays, pour-on and back rubbers. Check to see what you used last year, and be sure to rotate to a different chemical class. One advantage of these control methods is that if you do run into a resistance problem during the summer, you can very easily switch to a different class of chemical. If you are unsure of the class of chemical you are using, please consult your local veterinarian.

Backrubbers are another common fly control strategy. These products dispense insecticide onto the animal when they rub or walk underneath them. While petroleum products such as used oil and diesel fuel are sometimes used as a carrier for the insecticide for back rubbers, they should not be used as these carriers might contain trace amounts of contaminants that are absorbed by the animals that we intend to sell for human consumption. I would rather see mineral oil or drip oil used as the carrier in this application. These products are both inexpensive and easy to handle.

Another concern I have is the repeated use of generic ivermectin for fly control. Although these products have become inexpensive, repeated use might contribute to drug resistance in fly, lice and internal parasite populations.

Several years ago unsubstantiated reports noted pyrethroids used for fly control in cattle were affecting the semen quality in bulls. The drug approval data reviewed at that time did not support that claim, but at least one manufacturer has done further studies to determine if a problem exists

CONTINUED ON NEXT PAGE



SoMo
Farm & Ranch Supply

2850 West Kearney Springfield, Mo
417-865-0312 1-800-725-1880
www.somoag.com

**Livestock
Mineral &
Supplement
Superstore**

Twine | Net Wrap | Chemical

We are priced to sell!

~ Large selection ~ In-Stock ~ Ready to Go ~

Stop by today to get the best price on the best products!





Fly | Mag | Fly | Mag | Fly | Mag

It's that Time of the Year AGAIN!!

Ask about pallet discounts

Cystalyx Fescuelyx HiMag	200#/250#	\$119 ⁵⁰ /\$133 ⁵⁰
Cystalyx Breed UP 17 w/Mag	250#	\$132 ⁷⁰
Cystalyx IGR MAX	200#	\$150 ⁰⁰
Blueprint Solutions BP 20AN w/Clarify	200#	\$122 ⁷⁵
Blueprint Solutions BP HiMag Fescue w/FEB200	200#	\$141 ⁰⁰
OO Hi Mag Mineral	50#	\$17 ⁵⁰
VITAFERM VF Cow/Calf w/Mag	50#	\$28 ⁰⁰
VITAFERM VF Concept Aid Mag	50#	\$37 ²⁵
VITAFERM VF Heat IGR	50#	\$43 ⁰⁰
STOCKADE Stockade Kandy Mag	50#	\$14 ²⁵
STOCKADE Stockade Bullseye IGR Min	50#	\$27 ²⁵
STOCKADE Stockade Free Choice Rumensin 50#		\$26 ⁷⁵

Calves typically gain .20 to .25 additional pounds per day as compared to calves receiving no Rumensin®



ARROWQUIP

Come experience what sets Arrowquip apart from the rest. Experience the Arrowquip Difference.



GETTIN' RID OF THE BUZZ FROM PREVIOUS PAGE

with fertility in bulls treated with pyrethroids. A recently published report looking at semen quality over time in a group of bulls has once again shown that fertility problems associated with the use of pyrethroids on bulls do not exist.

The use of IGR (altosid) in the mineral is another method for controlling flies on grazing. This can be a very effective program IF managed properly. The plan with this program is to kill the fly larvae in the manure pats. The mineral consumption must be monitored constantly to ensure adequate intake to provide control. Consumption monitoring will help keep the cost of the program in line by guarding against over consumption and improve effectiveness that can be reduced by under-consumption

Other tips for fly control include eliminating mud holes around water tanks as well as shredding tall grass and weed growth around pens, buildings and watering sites. Elimination of areas of waste feed and organic matter around cattle in confinement is necessary as these areas serve as breeding grounds for some flies. Parasitic wasps have also been used for fly control around ponds and lagoons where standing water cannot be eliminated or where manure accumulates. Once again, this takes some advance planning as the wasps feed on the fly pupae.

While it does require some work, a properly managed and implemented fly control program will improve weight gain and body condition of cattle during the summer. Another advantage of a good fly control program is the reduction of pinkeye problems as some flies will congregate and feed on the eye secretions of cattle and will aid in the transmission of disease-causing bacteria between animals.

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

PASTURE PLANNING

Crabgrass Benefits

Overseed crabgrass now to improve fescue pastures for summer grazing

Missouri pastures are primarily made up of KY 31 fescue. Grazing KY 31 fescue in the summer can lead to low cattle performance due to low-quality forage and endophyte toxicity.

“One way to combat this problem is to overseed crabgrass into your KY 31 fescue pastures,” says Patrick Davis, MU Extension Regional Livestock Field Specialist.

Crabgrass improves summer grazing of KY 31 fescue pastures in two ways. Since crabgrass has an optimum growing period of June to August, its incorporation improves the quality of the pasture during the summer grazing period. Crabgrass incorporation also results in less consumption of the toxic endophyte KY 31 fescue. Consumption of toxic endophyte KY 31 fescue causes vasoconstriction of blood vessels, which reduces blood flow

to extremities. This causes reduced heat dissipation resulting in heat stress, excessive salivation, decreased intake, decreased weight gains and poor reproductive performance.

“Overseeding crabgrass into KY 31 toxic endophyte fescue pastures improves summer grazing pastures and reduces the chance of cattle exhibiting toxicosis symptoms, which should improve cattle operation performance and profitability,” says Davis.

“For optimum forage management and animal performance, use management intensive grazing (MIG) practices along with the incorporation of crabgrass into your KY 31 fescue pastures,” says Davis.

SAFETY ZONE™ CALF CATCHERS

A Cowman's Best Friend at Calving Time!

Designed for Processing Safety...

- Enables quick and safe calf catching!
- Convenient, step in access of producer!
- Holder secures calf for easy processing!
- User-friendly inside release of calf to cow!
- Move calves easier with cow following!
- Less cow stress, mother can see and smell calf!
- Reduces danger while working new calves!
- Quick Mount/Dismount on both ATV & UTVs!



Easy and Safe Catching!



Fits ATV's and UTV's!



Safe Processing!

Now available with digital scale!



Moving Pairs is Easy!

Lucian Jordan, NC - "This is the best thing since sliced bread. No more fighting the cow, no rush getting the tag in or band on. You only need one if you have calves born on the farm. This is the safest low stress tool on the farm."

Cole Kilpatrick, IA - "It has made handling calves much easier and safer. Our cows for the most part are docile, but knowing we have the added safety of the safety zone calf catcher has truly allowed us to operate more efficiently. Hands down the best customer service I have had in years."

ONE PERSON can now SAFELY and EASILY process calves without concern of the protective mother cow!

Watch Action Video at

SafetyZoneCalfCatchers.com

For local dealers or to order, call 877-505-0914 today!

DEALER INQUIRY INVITED

SHOW-ME-SELECT™

Replacement Heifer Sale

7 p.m. • May 17, 2019

Joplin Regional Stockyards

I-44 East of Carthage, Mo. at Exit 22

260 Crossbred & Purebred Heifers



Breeds & crosses include: Angus, Gelbvieh, Red Angus and Simmental. About 75% are black or black whiteface and 25% are Red Angus and crosses. Many are synchronized and AI-bred. A few Tier Two and Show-Me-Plus heifers are in the offering.

Pre-sale catalog listing: <http://www.swmobcia.com/>

Video preview and sale may be viewed at www.joplinstockyards.com.

Online bidding may be arranged in advance.

Program Requirements:

- Heifers have met minimum standards for reproductive soundness, pelvic size, body condition and weight and are free of blemishes.
- Heifers have been bred to bulls meeting strict calving ease/birth weight EPD requirements.
- A strict immunization program has been followed including official Brucellosis calfhood vaccination. All heifers have been tested and found negative for BVD-PI.
- Heifers will calve from late August to November 30 and were preg-checked within 30 days of the sale.

Consignors Include:

John Wheeler, Marionville; Kathy Wheeler, Marionville; Marvin Phipps, Cassville; Mast Farms, Lamar; Kunkel Farms, Neosho; Don Hounschell, Stark City; Robert Miller, Aurora; Lon Goff, Springfield; Steve Kleiboeker, Wentworth; Jared Kleiboeker, Wentworth; Aspen Ridge, LLC, Carthage; Mark McFarland, Stella; Meadowlyn Farm, Cassville; U of MO SW Center, Mt. Vernon; and Sam Schaumann, Billings.

For more information contact: Eldon Cole
417.466.3102 or 466.3386 • colec@missouri.edu
<http://www.swmobcia.com/>

SPRINGFIELD TRAILER INC.

Your Trailer Experts

All types of trailers — from lawn & garden to semi and everything in between!



Parts • Sales • Service

417.864.8511

www.SpringfieldTrailer.com

Main Office
2929 E. Blaine
Springfield, MO 65803

Sales Lot
6321 E. Farm Road 104
Strafford, MO 65757

TRENDING NOW

Attacking Anaplasmosis

Researchers target cattle disease with USDA grant

A research grant from the U.S. Department of Agriculture for nearly \$1.2 million is supporting work at Kansas State University toward combating a disease that affects cattle across the U.S. and world.

Kathryn Reif, assistant professor in the diagnostic medicine and pathobiology department in the Kansas State University College of Veterinary Medicine, said the project focuses on optimizing antimicrobial use to control active infection of the hemoparasitic pathogen, *Anaplasma marginale*, the causative agent of bovine anaplasmosis.

“Different strains of the pathogen are actively circulating in the U.S.,” Reif said. “We are using a combination of *A. marginale* strains, some of which we recently isolated from Kansas cattle herds, to help determine how strains differ in their susceptibility to tetracycline antimicrobials, specifically chlortetracycline, the most common antimicrobial used to control anaplasmosis. We hope that by looking at three different chlortetracycline treatment protocols for cattle, we can provide practical recommendations for the Food and Drug Administration and ultimately for cattle producers toward controlling this disease.”

Reif said that treatment policies should be based on a firm understanding of how antimicrobial therapeutic effects can be maximized while minimizing risk of resistance development.

“Cattle producers in Kansas and beyond are concerned that the current FDA-approved anaplasmosis treatment regimens are not sufficiently controlling diseases,”

Reif said. “Also, there is no fully USDA-approved vaccine for anaplasmosis, and the experimental vaccine, available in some states, does not prevent infection. Efficacy concerns over the current anaplasmosis control measures underscore the need for updated science-based recommendations to help cattle producers manage this disease.”

While Reif specializes in vector-borne disease research, her research team at Kansas State University consists of experts in many other disciplines, including molecular biologists, clinical pharmacologists, an antimicrobial resistance specialist, extension agents, livestock veterinarians and experts in the development and delivery of innovative decision support tools.

“With these combined skill sets, our team is uniquely qualified to conduct the proposed program of research,” Reif said. “Together, we have the capability to answer these innovative research questions and communicate the outcomes effectively to the scientific community and stakeholders in the livestock industry.”

Toward the latter effort, Reif said her group will host an anaplasmosis outreach event on May 20 at the Hilton Garden Inn in Manhattan. The program will include a number of invited speakers and a producer panel to discuss strategies and best practices for managing anaplasmosis. Producers and other individuals interested in learning more about anaplasmosis can register at vet.k-state.edu/education/continuing/conferences/Bovine-Symposium/index.html.

—Source: Beef Cattle Institute, K-State News.

SAVE THE DATE!

Value-Added Feeder Cattle Sale

June 27, 2019

Wean date: May 13



Fresh food season is NEAR!! Hallelujah!

My family is full of fruit and vegetable lovers so to be able to grow some of the food we consume is huge. It is not only healthier, but it is so much cheaper! Plus, I think it is very important that our next generation knows how to not only grow food but also how to process it and then cook it. What's more important than food? Not much!

I love to garden. I love the promise of those first few weeks of spring. This is my favorite time of the year. My energy seems to skyrocket as the earth awakens from its winter slumber. We anxiously await the buds on the walnut trees. I do not know if this is a scientific fact or just an old wives' tale, but I have been told that until the walnut trees bud, the threat for a freeze still exists. The old walnuts will be the last to bud, and this budding will signify warm weather is truly here to stay.

Once the heat is here to stay, it's game on. Bring on all the tomatoes, peppers, beans, corn and on and on. Bring on all the fresh zucchini we can eat. But also bring on the failures. Every year we have a different issue. I will never forget the year of the bitter cucumbers.

It. Was. Awful! That summer my entire cucumber collection had to go to the pigs. Those beautiful, green cylinders can really break your heart. I know it seems pathetic. But it's true. All that time and energy put into them. They look beautiful and perfect. You anxiously take a bite expecting that cool, refreshing, watery flavor only cucumbers can give but all you're left with is a twisted-up face. Bitter cucumbers. Lesson learned.

What can you do about it? I've found nothing. Cucumbers once bitter are done. Pull the plant. It is over.

Another lesson I learned about cucumbers is that you should test every single piece you pull from the garden. This is not necessarily true in the beginning of the garden season. But once stress starts (hot and dry) then you should DEFINITELY test them. I cut a bite closest to the stem because that's where the bitterness is most prominent. Don't think that vinegar will help. It won't. Don't think that more water on the plant will help. It won't. Pull it and move on.

An Amish woman once told me that when it comes to bitterness in cucumbers, variety matters. She likes to plant the long, seedless varieties. She advised to water often and evenly. She also did not have a cure for bitterness. It's just one of those things.

Here is a simple, tried and true recipe we use during cucumber season. I usually triple it.

DANISH CUCUMBERS

1 medium cucumber

Onions

1 tsp. salt

3 T. sugar

1/3 cup vinegar

Slice cucumber and onions paper thin. Dissolve salt and sugar in vinegar. Combine all and store in refrigerator. When the vegetables are gone save the sauce and keep adding to it.

How is your garden going? I feel pretty good about our progress so far. Here is what we have in the ground right

now: broccoli, onions, herbs, potatoes, radishes, and beets. We are trying the onions and potatoes in old mineral tubs this year. The plan is to just dump them out when they are ready to harvest. I'm not convinced the tubs have enough room for a huge yield, but it will be better than planting in our ground. Where we live the ground is mostly rock with just a little soil. I am only slightly exaggerating. This type of earth makes it nearly impossible to effectively grow root vegetables. So, tubs it is.

While I'm not sure if the cold is gone for good, we've already been doing more porch-sitting and bike riding. Last week a few kids even drug out the hose for a splash. I don't know what they were thinking since well water is cold even in July. The youngest started up baseball. All is right in our little corner of the world.

Tell me your garden goals. Or do you have a trick for bitter cucumbers? Shoot me an email at myhomeonthefarm@gmail.com.

Tired of the stress and complications caused by elastrator rings?

..... Put a WEE in your pocket today!

HIGH TENSION

CALLIBRATE WEE BANDER

1-800-858-5974
CallicrateBanders.com

BUILDING CONSUMER CONFIDENCE OPENS NEW DOORS FOR BEEF

From millennial moms to the grandpa grill master, recipe research and content development helps a variety of home chefs discover how delicious and convenient every cut can be.

See all the other ways your checkoff helps increase consumer confidence at mybeefcheckoff.com/open

my **BEEF** can
Missouri **BEEF** INDUSTRY COUNCIL

Genetics don't lie.



Introducing the new American Angus Association® feeder cattle program.

Angus LinkSM brings the world's most comprehensive genetic database to America's cow herd. The program's three simple scores identify your calf crop's genetic performance potential on the ranch and in the feedlot. Angus Link gives you the information you need to know to make your next calf crop better than the last.

Go to AngusLink.com to learn more.



ANGUSLINKSM

CATTLE GENETICS VERIFIED

Know the score.

Protect Your Water Resources

Resources available to landowners

Story by Macey Hurst for *Cattlemen's News*.

As livestock producers, water sources are critical to operating a healthy cattle herd and successful operation. However, these resources must constantly be protected to sustain both the animals and the environment.

Mark Green, lead resource conservationist at the Springfield, Missouri, Natural Resources Conservation Service Field Office, said programs can help landowners do just that — sustain both the animals and the environment.

The State Cost Share Program and Environmental Quality Incentive Program are two of the stream corridor protection programs available to producers. Each program has its own offerings.

“The State Cost Share Program is a state-funded cost assistance program administered by local Soil & Water Conservation Districts in the USDA offices,” Green said. “The Environmental Quality Incentive Program (EQIP) is a federally funded cost assis-

tance program administered by the USDA Natural Resources Conservation Service. Both programs assist landowner/producers with installation of various conservation practices to protect their natural resources on almost all agriculture land uses.”

Green said these programs can be useful to any farmer or rancher that has streams accessible by livestock. These particular programs are helpful in stream protection by procuring a number of different resources.

“The programs can help install rotational grazing systems (crossfence, wells for livestock water, pipelines, water tanks), pasture seedings (interseeding clover into existing pasture; establishment of native warm season grass for summer pasture; others), forest stand improvement and several other practices,” Green explained.

He said these can benefit producers’ bottom lines as they take advantage of the cost assistance and per acre in-

centives. In addition, he said herd health will increase as foot problems from animals standing in water cease and drinking water quality rises. He also said he has witnessed benefits of less hassle when working cattle, ability to put tanks in more convenient locations for the cattle and the ability to protect the stream, and also to prevent stream-bank erosion.

To qualify for these programs, producers must meet a few requirements.

“Livestock would have to be permanently removed from the area for the life of the practice. This lifespan ranges from 10 to 20 years,” said Green. “Programs are reimbursement programs. Once a producer is approved for the program, they would have to install fence, water, etc. Then the program would reimburse for a portion of the cost.”

Landowners who hope to take advantage of these programs can sign up at any time. The State Cost Share Program is funded annually starting July 1, so Green suggests producers contact their local office in the spring to plan for summer or fall signup as funding gets used quickly. EQIP applications are reviewed only once a year with cutoff dates in mid-November, so he encour-

ages producers to get into the office well before that to complete the application process.

In addition to these programs, Green said use of one-on-one farm planning offered by NRCS and SWCD employees as they conduct farm visits and assess operation goals to determine what plan is best for producers. He also encourages attendance of Regional Grazing Schools offered by NRCS, MU Extension and the Soil & Water Conservation Districts. These are three-day learning opportunities from April through October developed more than 20 years ago in order to train producers on grazing management, fencing, livestock water practices and animal nutrition. More information and the 2019 class schedule can be found on the Missouri Forage and Grassland Council website at <https://mofgc.org/>.

Green said the most effective way to get more information is to contact local county NRCS or SWCD offices and talk to field staff and ask for a visit to the operation in question. Other resources are the Missouri NRCS website at <https://www.nrcs.usda.gov/wps/portal/nrcs/mo/home/> and the SWCD website at <https://mo-soilandwater.land/>.

Is Your Soil Up to Par?

Grazing management that improves soil health

By Lisa Henderson for *Cattlemen's News*

Grazing management comes in all shapes and sizes, or, as Natural Resource Conservation Service Area Soil Health Coordinator Drexel Atkisson, says, it comes in “all heights.”

Spring turnout has been anxiously awaited by many cattlemen. “The cattle want grass, and we want grass,” Atkisson says. “Cattlemen are ready to stop feeding hay. It’s time to do something else.”

That something else, he says, needs to focus on management. Many producers suffered greatly from drought in 2018, which led to a severe shortage of forage and hay.

“The way we manage our pastures greatly effects the soil health,” Atkisson says. “Soil health may be summed up by simply how efficient our soil is at receiving and storing rain water and cycling nutrients. Many times last year during our drought, I would show the rainfall simulator and demonstrate how management determines the amount of runoff during a rain event. Overgrazed pastures would typically run off 80% of an inch of rain, while well-managed pastures only lost 20%. This means if you did not do a good job of grazing management, you only used two-tenths of every inch of rain that fell.”

According to NRCS, grazing management is the manipulation of animal grazing to achieve optimum and sustained animal, plant, and environmental and economic results while ensuring a continuous supply of forages to grazing animals. When well-managed, grazing systems allow healthy grasslands to be sustained and livestock operations to meet economic requirements.

Atkisson says cattle producers can have a dramatic effect on grazing performance and can also impact soil health through their management of pastures.

“Managing for taller grass heights allows the plants to maintain more leaf area,” he says. “More leaf area means collecting more sunlight that will be turned into simple sugars through photosynthesis. Plants leak these sugars from



their roots, and we call them exudates. These syrup-like exudates feed the living biology in the soil. In turn, the exudates and biology make what are called aggregates. Aggregates are small soil particles joined together to make little blocks. When the soil is well aggregated it allows water to infiltrate and be stored by the soil organic matter. Good grazing management provides times of rest from grazing that allow plants to recuperate, build root matter and leak energy into the soil.”

Atkisson says rotational grazing is an essential management strategy to building soil health and resilience into your soil resources and thus your farming operation.

“Allowing extended periods of rest occasionally during different times of the year favors diversity among the plants present in the pastures,” he says. “Diversity is another essential item to good soil health. Introducing legumes and other species of grasses is always a good idea as long as the grazing management is present to support the survival and longevity of those plants. We expect our soil to do great things for us and supply an abundant supply of forage to our grazing animals. This does not happen

servations goals such as sustaining and restoring water quality and important wildlife habitats.

“If we want to build soil health, which will in turn allow our soils to receive the rain when it comes, store it for future use and cycle nutrients needed for good plant growth, we must understand it is a give-and-take system,” Atkisson says. “We need to give plants a break; nobody likes to work continually. Beyond what we like, when we do not get enough rest, we usually end up sick or non-

productive. The forage plants in our fields are no different. It cannot go without saying, if you are overstocked, you are overstocked, and the fix is a trailer. A take-only system is expensive to keep going and has little resilience when adverse weather comes.”

Atkisson encourages producers who want to know more about grazing management and soil health to attend one of the area grazing schools. Soil health workshops that focus more on the grazing techniques that really promote healthy soils and sustainability can also provide valuable information for farmers. Visit your local Natural Resource Conservation Service office for a list of schools and workshops being offered this year.

Rotational grazing is the practice of moving cattle strategically to fresh grazing paddocks to allow vegetation in previously grazed paddocks to regenerate. NRCS says an excellent rotational grazing system has a higher number of paddocks that provide both (1) longer rest periods between grazing bouts, affording plants and their roots the longest recovery time; and (2) more control over where and when cattle graze, which offers opportunities to both optimize livestock production and achieve con-

Count on Cover Crops

Explore what cover crops can do for your farm

By Kelsey Harmon for *Cattlemen's News*

Planting cover crops can help farmers replenish and add organic matter to the soil following the growing season. Tim Schnakenberg, agronomy field specialist and associate extension professional with University of Missouri Extension, weighs in on the benefits of planting cover crops and how they can help improve farm sustainability.

Productivity and economic stability on a farm begins with the soil, and Schnakenberg says if the soil is not above par, crops and forages will never produce at a sustainable level to keep the farm in business.

“Although cover crops are probably most needed and beneficial in row cropping system these days, there are many opportunities to expand our cover crop benefits in forages that will result in a faster economic return than in crops,” Schnakenberg says. “This is true when you factor in the option to graze or harvest cover crop forage in combination with the soil benefits.”

Cover crops are also beneficial for land stewardship. “Cover crops are outstanding ways to ensure that soil health is maintained for the subsequent crops and even future generations,” Schnakenberg explains. “Benefits include soil erosion control that comes from root penetration and vegetative cover, microorganism expansion in the soil and reduced compaction.”

Other benefits include better moisture retention and penetration along with the potential for greater soil nitrogen production when legumes are used, known as nitrogen fixation.

Schnakenberg notes that cover crops are often categorized according to the season in which they are grown. The most common cool-season for-

ages include cereal rye, triticale, wheat, annual ryegrass, turnip, radish, crimson clover, Austrian winter pea and hairy vetch. Common warm-season cover crops include pearl or foxtail millet, sorghum-sudangrass crosses, cowpea, crabgrass and sunn hemp.

Some cover crop species offer grazing benefits for livestock. Schnakenberg says producers in Southwest Missouri have been using the cereal grain species like rye, triticale and wheat as well as annual ryegrass and turnips. He says crimson clover and Austrian winter pea could be added to the mix for additional nutrition and soil nitrogen benefits, and these species are usually reasonably priced.

When determining which types of cover crops fit in forage production, a number of factors should be considered. “Seed costs are certainly a large part of the equation,”



Schnakenberg notes. “Though there are benefits to a wide diversity of species planted in the same field, many producers have found that the cost of the seed for this much diversity is difficult to recoup.”

Schnakenberg says to select cover crop species based on what will yield the best forage production and also give soil health benefits, even if it is only one or two species used.

Another serious consideration for whether or not to use cover crops in forages is what is currently growing in the field or paddock. “Most agronomists agree that if you have a good stand of tall fescue, adding some species of cover crops may be counterproductive due to the competition of the fescue and perhaps bluegrass that may be present,” Schnakenberg says. “In this case, we primarily recommend using clovers, such as white or red clover, or an annual lespedeza.”

Schnakenberg adds that even during the summer months, the adding a warm-season grass such as sorghum-sudan-

grass crosses or millets might result in competition that will either cause the warm-season grasses to not perform or could weaken the tall fescue stand by fall. In some cases, crabgrass may be added to the mix since it might not be as competitive.

“The best place for cool-season cover crops will be in stands of warm season forages such as bermudagrass, Caucasian bluestem or crabgrass fields,” Schnakenberg explains. “However, there are several fields where the fescue is not as strong as it once was and there are less-than-ideal stands of desirable species.” He says that these fields may be appropriate to add some cool- or warm-season cover crops to the mix.

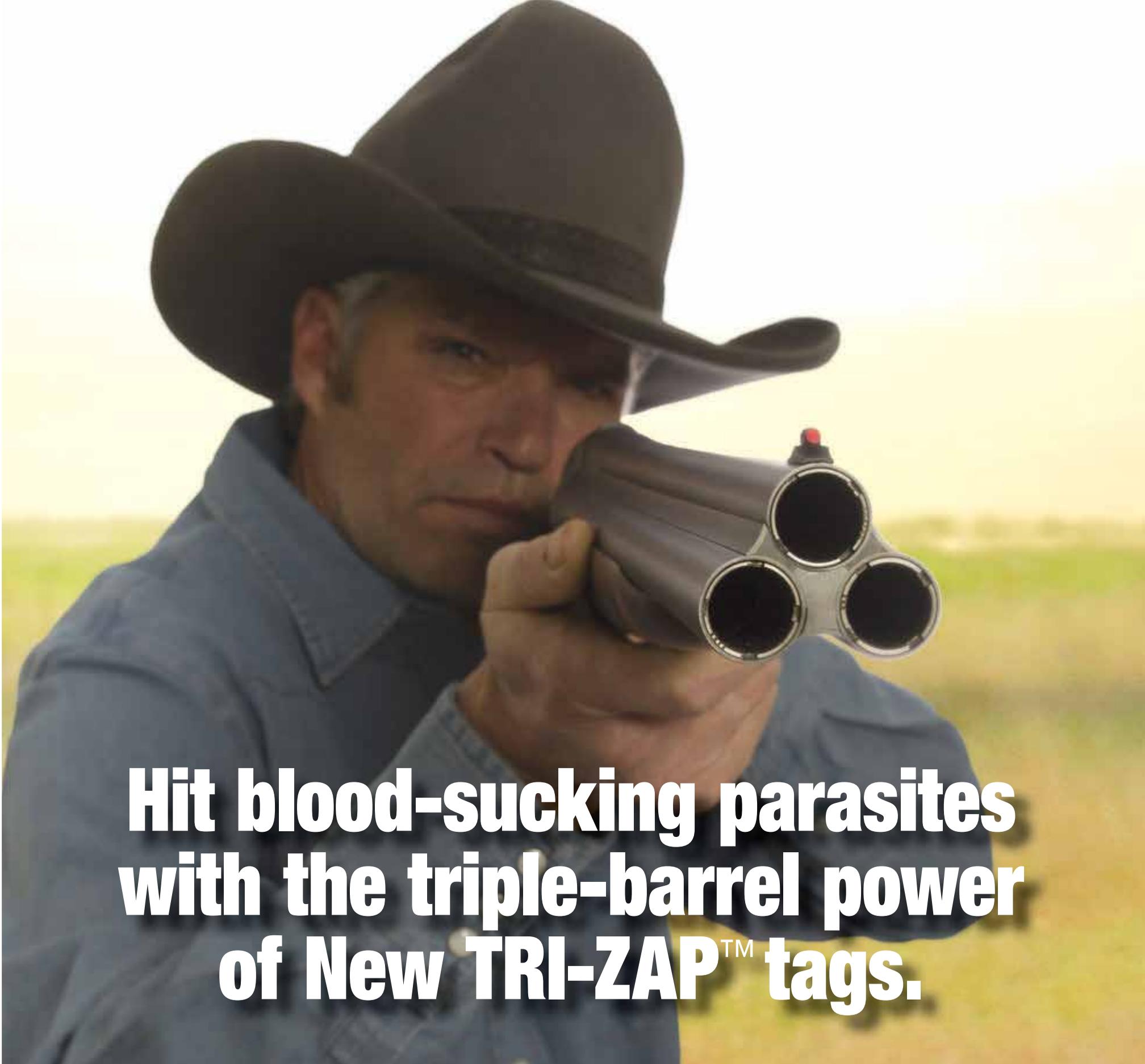
Schnakenberg says research has found that sunn hemp could be a beneficial alternative cover crop for the summer. Sunn hemp is a warm season, annual legume crop and can tolerate hotter and drier climates better than many other forages. The plant can also easily exceed 6 feet tall. Due to toxicity issues, it is only recommended that cattle, goats and sheep graze it. Harley Naumann, assistant professor in the division of plant sciences at the University of Missouri has been studying this newer crop since 2014, including how it might integrate into a tall fescue stand the way that clover is currently used. One difference between clover and sunn hemp is that it has to be planted every year.

“One of the main advantages of using sunn hemp in a fescue field is that if the plant can get above the canopy, it takes off and produces more aerial forage that compliments fescue that may go into a semi-dormancy during drought,” Schnakenberg explains. “Naumann’s studies have found that integrating sunn hemp into pastures also increased the overall pasture protein content by nearly 2%.”

For more information on cover crops, visit www.extension.missouri.edu for the University of Missouri Extension Guide G4161, *Cover Crops in Missouri: Putting Them to Work on Your Farm* under the publications tab.



MU Extension Agronomy Specialist Tim Schnakenberg says planting cover crops like annual ryegrass and turnips help ensure soil health and promote farm sustainability, by providing erosion control and reducing soil compaction.



**Hit blood-sucking parasites
with the triple-barrel power
of New TRI-ZAP™ tags.**

When you go gunnin' for horn flies, face flies, lice and ear ticks, make sure you're packing the right weapons. New TRI-ZAP™ insecticide cattle ear tags from Y-TEX®. TRI-ZAP tags are the only tags on the market with three proven active ingredients to stop performance-robbing parasites dead in their tracks. Even those resistant to other tags. So ask your livestock products supplier for the triple-barrel power of TRI-ZAP insecticide cattle ear tags, or visit www.ytex.com to learn more.



MANAGEMENT MATTERS

Simmental Project to Accelerate Carcass Selection

Simmental Association launches large-scale carcass data effort

U.S. cattlemen and women have successfully improved beef quality during the last several decades, yet capturing widespread carcass data proves elusive. The most important traits are still among the most difficult to predict.

A large-scale project from the American Simmental Association (ASA) aims to change some of that – and arm ranchers with more accurate decision-making tools.

“Over time, we’ve leveraged new technologies like ultrasound to help bolster information about end product attributes into our genetic evaluation systems. However, as we look at different breeds, on average, between half and 1% reporting rate of the number of calves born every year make it into our carcass data evaluation,” says Dr. Bob Weaber of Kansas State University. “Carcass data is an area that’s expensive to measure, but we know it’s very important. All of the new dollars that come into the beef business come from somebody buying a piece of beef.”

That’s why the ASA recently launched an expansive new project that pairs actual carcass records with genomic data on sire-identified calves. The Carcass Expansion Project aims to boost total carcass records and to train genomic panels to more accurately predict carcass traits.

Rancher Tracy Brunner of Cow Camp Ranch near Ramona, Kansas, is a participant and says the project has merit for all producers.

Before you load that new bull . . .

There is something you deserve to know.



The Problem:

Cattle feeders are experiencing abnormally high death loss with many straightbred calves.

The Solution:

Responsible Crossbreeding with **Simmental**

Highlight the health and genetic value of your Simmental influenced calves through the IGS Feeder Profit Calculator™.



“This is not about just gathering carcass data. It’s not just a win for the individual animal owner. It benefits the cattle that are available to our consumer, industry wide,” Brunner says. “All the information that we gather will develop better and more accurate EPDs that will lead to better consumer products.”

ASA’s Board of Trustees invested significantly toward the five-year project, open to seedstock members and their commercial customers with SimGenetic influence.

“We focus our efforts and data collection, in this case, on a relatively large group of animals, of 20,000, and extract lots of information out of that exercise. Then the genomics tools will allow us to spread that information across the entire pedigree. So producers that aren’t directly engaged in feeding cattle benefit from the project because they’ll be able to use a genomics tool,” Weaber says.

For the genomic component, the association plans to pay genotyping costs associated with the use of tissue-sampling units (TSU) provided through Allflex.

“Obviously, carcass data is one of the hardest things to get because not everybody is willing to share it, and because it’s very expensive to just get carcass data,” says Scott Holt, North American marketing manager for Allflex. “Our ability now to get that carcass information through genomics is a really exciting phase in our industry.”

“Through the gathering of carcass data and tying that back to the origin of the genetics of those animals, we’re able to increase the predictability. We’re able to increase the accuracy of expected progeny differences,” Brunner says. “Whereas, a non-enhanced EPD may have an accuracy rate of 30% to 40%, we can improve that possibly 10% to 20% by adding carcass information to that EPD foundation. To me, it’s about breeding better cattle to raise better beef.”

—Source: American Simmental Association.

MANAGEMENT MATTERS

What's Trending on the Farm?

USDA Census of Agriculture reveals Missouri agriculture trends, highlights

The United States Department of Agriculture's National Agriculture Statistics Service recently published the latest Census of Agriculture. Missouri agriculture remains second in the number of farms in the United States with more than 95,000 farms on 27.8 million acres. The data showcases the state's unique foothold in agriculture commodity diversity and ability to bring home the next generation of agriculture's workforce.

"Missouri agriculture has shown incredible progress in producing some of the safest, most abundant food in the world, while maintaining our traditional values," said Missouri Director of Agriculture Chris Chinn. "It's important that we continue that progress by connecting every last mile to high-speed internet. I truly believe that's the key to bringing home the next generation, creating greater on-farm efficiency and implementing the latest cutting-edge technology."

While soybean, corn, cattle, poultry and hog production account for 88 percent of Missouri agricultural sales, specialty crops thrive in the Show-Me State as well. Missouri is home to several growing agricultural sectors like elderberries, honey production, mushrooms, sheep and goats, among others.

The average age of the Missouri farmer increased by one year to 59.4 years. However, farms specializing in the livestock sectors of hogs, dairy and poultry showed a significantly younger average age. Hog farms are made up of 25% young farmers, which is defined as 35 years or less. Data also showed that between 16-20% of producers on dairy, poultry, sheep and goat farms are young farmers.

"If you look back 20 years ago, it's clear that we are more productive than we've ever been in Missouri," said Bob Garino, Missouri USDA-NASS state statistician. "Today, there is more corn, soybeans and rice acres harvested and beef cattle raised annually throughout Missouri on fewer operations."

Connectivity in rural Missouri continues to be a priority of Governor Mike Parson, the Missouri Department of Agriculture and many agriculture groups. The Census data revealed that only 73 percent of farms have access to some form of internet. Missouri farms rely predominately on mobile, DSL and satellite connections to gather, analyze and use their agricultural data.

The Census of Agriculture is a complete count of U.S. farms and ranches and the people who operate them. Even small plots of land - whether rural or urban - growing fruit, vegetables or some food animals count if \$1,000 or more of such products were raised and sold, or normally would have been sold, during the Census year. The Census of Agriculture, taken only once every five years, looks at land use and ownership, operator characteristics, production practices, income and expenditures. For America's farmers and ranchers, the Census of Agriculture is their voice, their future, and their opportunity.

For additional details about the 2017 Census of Agriculture, please visit nass.usda.gov/AgCensus.

—Source: Missouri Department of Agriculture. 🤠

Download the JRS Mobile App Today



KEEPING COOL IS JUST THE TIP OF THE ICEBERG.

your **FIRST CHOICE** for **FREE CHOICE** SUPPLEMENTATION ***

MASTERGAIN
RANGE MINERALS

COOL-AID™

MANAGE STRESS ABATEMENT FOR MORE COMFORTABLE, EFFICIENT CATTLE

CUSTOMIZED PASTURE SUPPLEMENTATION THAT'S JUST RIGHT FOR YOU

Delivering the right product for a particular set of cattle at the right time to achieve desired health, production and efficiency goals is what we do best. Call us today for a solution specific to your operation.

ADMAAnimalNutrition.com/Beef • 866-666-7626

For the latest Cattle Futures
Updates & Sale Dates,
Get the JRS Mobile App



Everything JRS
in the palm
of your hand!

News
Futures
Find a Rep
JRS Markets
Event Calendar

Download the JRS App Today!



Under The Wire



by Gary Hodgson

Welcome Cattlemen's News Readers!

Hello everyone. You have in your hands at this moment the first issue of Joplin Regional Stockyards "Cattlemen's News" to include "Under The Wire." It is an honor to be invited to be part of such a fine publication associated with one of the nation's leading livestock auctions.

First, a little information about the guy writing this. Raised on a ranch in the foothills east of the Colorado Rocky Mountains, my wife, Sue (Carnahan) and I, along with son David and his wife Kathy, run a cow/calf operation near Brush, Colorado. Growing up, my parents helped run a livestock auction in Fort Collins, Colorado, where I was bitten by the auction bug. Following a stint as a vocational agriculture instructor, I went to work for a large livestock auction in Brush, Colorado. Fifteen years later, Sue and I left the ranks of the employed and began producing these "Under the Wire" columns and a syndicated radio livestock market report, "Livestock News Network."

Thus, when I compliment Jackie Moore and Mark Harmon on both the Joplin Stockyards livestock auction and this fine publication, I speak from experience. The same can be said of my admiration for the cattle industry in this region. As an old Texan once said, "Why, they've got grass, water and cattle, and they are all in the same pasture!"

"Under The Wire" is about the humorous side of the lives you and I live while pursuing what I think is the greatest way there is to wander through this world. That way is serving as stewards of the great land God has provided us and caretak-

ers of our grass harvesting machinery and cattle.

Using my own goofs, mishaps and shouldn't-have-done-that experiences, I am going to be writing about you. Relax. I won't mention any names. Readers often tell me stories I write about have happened to them, too. Others take a different approach. One lovely lady who was at least 90-years-old once told me, "I've been reading your stories for years. Some are funny." You could hear the air rush out of my puffed-up chest a quarter of a mile away.

We love our cows, well most of them, anyway. Number 412 and I had an argument over a newborn calf she insisted on taking from another cow, while in labor with her own calf.

This happened about a year ago, but the outcome is still fresh in my mind, along with the pledge to never do that again. The score was, me with sixteen broken ribs, two cracked vertebrae, a lung beginning to look like a half full paper grocery bag and a helicopter ride 60 miles to an emergency room. Number 412's ride was in a stock trailer to the Sterling, Colorado, livestock auction. Yes, I carry a grudge. Did I mention I have no intention of ever doing that again? Sue and David, whom you will read a lot about on these pages, are in charge of never letting me forget that bone-head idea. I've experienced quite a few other equally inadvisable adventures as well.

You will find no political agenda, or any kind of agenda, for that matter, in these stories. No malice toward anyone and a guarantee your mother can read them all and not be offended.

CONTINUED ON NEXT PAGE

Replacement Cow & Bull Sale

2 p.m. | Wednesday | May 15, 2019

Joplin Regional Stockyards | I-44 & Exit 22 | Carthage, Missouri

Several pairs and bred cows already consigned.
Keep an eye on our website and social media for complete listings.
Call your field rep today to get yours listed.

NOW TAKING CONSIGNMENTS!



www.joplinstockyards.com



Jackie Moore
417.825.0948

Bailey Moore
417.540.4343

JRS Office
417.548.2333

Skyler Moore
417.737.2615



A Measure of Conservation

Funding available for water-quality stations on your farm

The USDA's Natural Resources Conservation Service (NRCS) is making \$2 million available to interested farmers to help install voluntary edge-of-field monitoring stations on agricultural land in five states, including Missouri.

"Edge-of-field water quality monitoring provides quantifiable data that supports voluntary-based conservation efforts aimed at reducing the movement of sediment and nutrients off Missouri farms," State Conservationist J.R. Flores said.

Through edge-of-field monitoring, NRCS works with farmers and conservation partners, such as universities and non-governmental organizations, to monitor the amount of nutrients and sediment in water runoff from a field. The data from different conservation systems, and from fields with no conservation systems in place, are evaluated to judge effectiveness of the systems. Conservation practices typically evaluated include cover crops, no till, irrigation water management, and practices to reduce and trap nutrients and sediment.

Monitoring stations enable NRCS to measure at the edge of farm fields rather than try to estimate conservation effects from in-stream measurements that are subject to influences outside of the farmer's control. Edge-of-field monitoring, combined with in-stream monitoring, can provide a more thorough picture of improvements within a watershed.

NRCS first introduced edge-of-field monitoring in 2011. Since then 19 stations have been in operation in Missouri. Generally, they have shown that conservation practices work best when they are part of an overall system. They also show the importance of having live plants growing during the winter. Flores said the stations have been showing that winter cash crops or cover crops reduce pollutant loading up to 30 percent.

Funding is available on a voluntary basis to farmers in 116 Missouri watersheds. It pays for the costs of installing, maintaining and monitoring the stations for up to nine years. Farmers can check with the NRCS office in their county to see if they are eligible. The results of data collected will be maintained confidentially for farmers' use and for use by the conservation partners responsible for monitoring.

Farmers interested in applying for financial assistance should submit applications by July 15 to their local NRCS office.

—Source: Missouri Natural Resources Conservation Service.

www.joplinstockyards.com

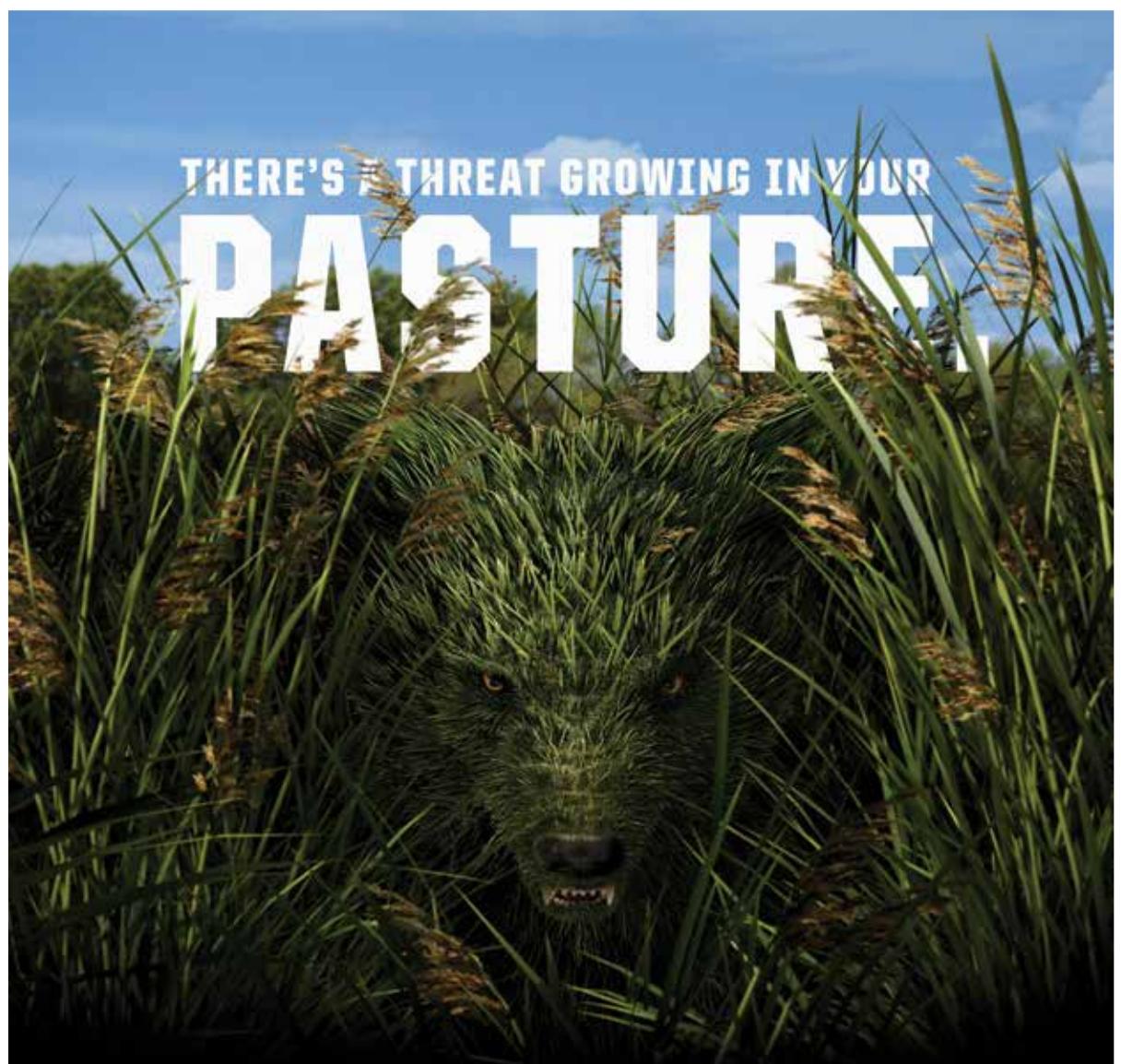
UNDER THE WIRE • FROM PREVIOUS PAGE

Over what I hope are many months of you and I getting together, you're going to read stories of kids, good cow dogs (and sometimes not so good ones), horses, cows, even bankers once in a while. Everything I know about people I have learned from a much smarter cow. That will be a pretty constant thread throughout these stories.

I sincerely hope you will enjoy reading these columns as much as I enjoy writing them for you.

It's been great meeting all 10,000 of you!

— 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.livestocktoday.com. They can be reached at (970) 842-2902 or office@hodgsonmedia.com.



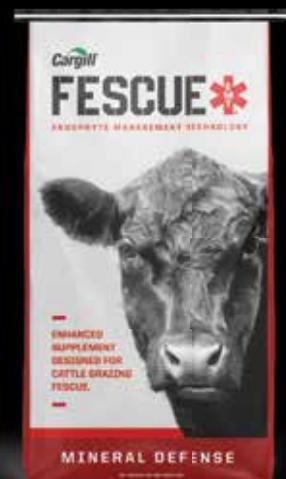
THERE'S A THREAT GROWING IN YOUR PASTURE.

HELP DEFEND YOUR CATTLE AGAINST THE CHALLENGES OF ENDOPHYTE-INFECTED FESCUE.

Tall fescue. A dream to grow, but for cattle, it can be a nightmare. Until now. Fescue EMT[®] is a new mineral defense with Endophyte Management Technology. Research-proven and backed by the expertise of Cargill Animal Nutrition. It's uniquely designed to help defend cattle against the challenges of grazing endophyte-infected fescue while improving growth and overall performance.



Make sure your cattle are prepared to meet the threat.



FescueEMT.com

©2019 Cargill, Incorporated. All rights reserved.

From Day One

Limit feeding for the receiving phase

By Rebecca Mettler for *Cattlemen's News*

Bringing in a new set of calves to the receiving pen is a critical juncture in the transition from the farm or ranch of origin and a stocker operation. From a health and performance standpoint, much is riding on the receiving period. Getting calves started on a good feed ration is essential.

While several approaches to feeding are available, limit feeding is one option that producers should consider for stocker calves, said Dale Blasi, Ph.D., professor, extension specialist and director of the Kansas State University (KSU) Beef Stocker Unit. Blasi spoke at a recent Boehringer Ingelheim stocker cattle event held in Joplin, Missouri.

“One of the things about nutrition with newly arrived calves is that if we’re not getting those calves to eat, then every mouthful of food that the calf consumes should be packed with calories,” Blasi said.

Limit feeding requires calculating net energy equation for maintenance with the addition of whatever specific gain is needed.

Blasi explains limit feeding as the difference between visiting an all-night buffet in Las Vegas versus military boot camp.

“If I’m going to Vegas and have an all-night buffet, that’s really what we do with calves fed ad lib,” Blasi said. “We provide everything in the bunk. When they’re hungry, they get up and maybe eat four, five or six times a day. With respect to limit feeding, I call it the boot camp.”

Producers implementing a limit-feeding approach can expect to see several advantages, Blasi said.

Those advantages include:

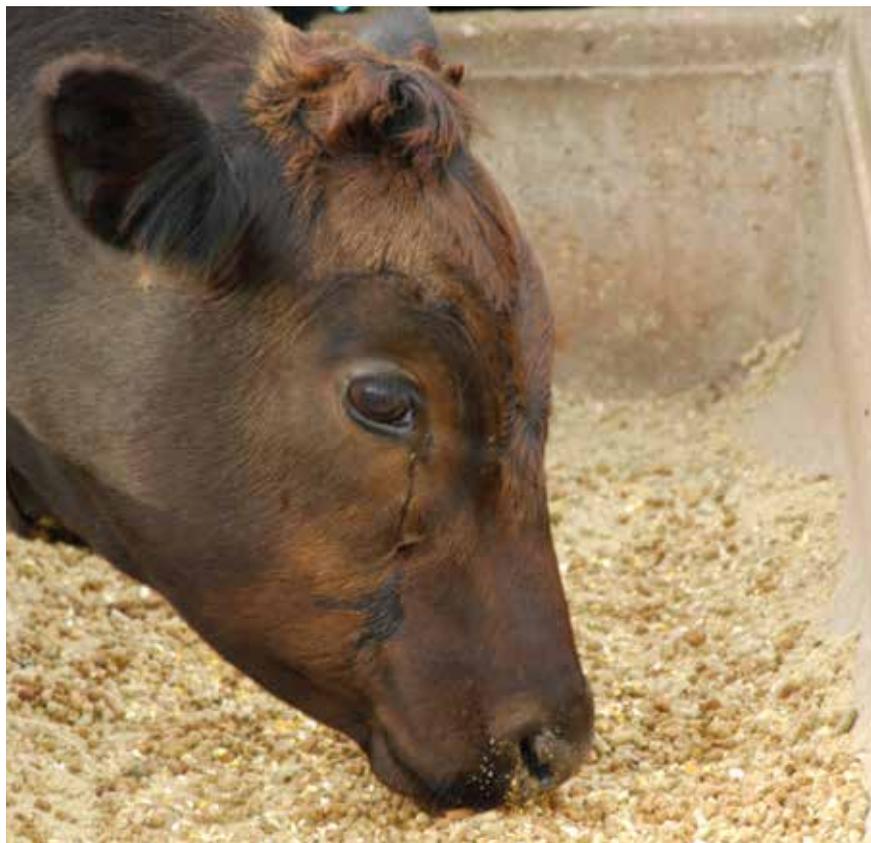
- Reduced cost of gain
- Improved efficiency.

- Reduced manure handling brought on by less roughage.

- Decreased feed wastage.

- Reduced labor and equipment costs associated with feeding.

“Improvement in feed effi-



Limit-feeding calves can help you monitor the health status of newly received calves. Dale Blasi, director of Kansas State University's Beef Stocker Unit, says limit feeding is one option cattlemen should consider for stocker calves. — Photo by Joann Pipkin.

ciency is a big one, I think,” Blasi said. “Reducing manure output and I think in terms of targeting the performance in those calves, I think limit feeding has a lot to offer.”

Also, the ability to feed less roughage is of huge benefit during periods of drought. On average, a traditional ration would consist of 45% roughage between prairie hay and alfalfa. With limit feeding, calves are only consuming 13% roughage in their diets with a 60 Mcal net energy gain (NEg).

Studies prior to Blasi’s work detailed an increase in sickness in calves when the density

of the feed in terms of dietary energy was increased. “While we see a slight increase in morbidity, we also see an improvement in performance as well,” Blasi pointed out, which makes health monitoring even more important.

How to implement:

On day one of arrival, Blasi provides the calves with 1% of their body weight in long-stem hay. The next day they start at 1% body weight of the limit-fed diet, which is a total mixed ration, increasing that amount by a quarter of a percent each day to five days, where they

Alabama and Tennessee and shipped them to the KSU Beef Stocker Unit weighing 450-475 pounds for a 55-day study.

Dry matter intake for the ad-lib calf group was at 2.6% body weight, which equated to 14.5 pounds DM. The limit-fed calves were consuming 12.5 pounds DM.

“I remind you that every mouthful of feed that those calves on the limit-fed 60 NEg ration was more condensed with calories and protein,” he said.

Improvement in feed efficiency for the limit-fed calves resulted in the group surpassing their average daily gain goals.

“We were targeting right around 2.25 pounds. We saw that the improvement of efficiency translated into a gain of 2.4,” Blasi said. “Look at the improvement in efficiency, 6.5 pounds of feed (ad lib group) versus 5.23 pounds of feed with the (limit-fed) calves.”

In addition, limit-feeding calves can assist producers with health monitoring since limit-fed calves are often anxiously awaiting the feed truck’s arrival. If a calf is hanging back from the bunk during feeding time, a health issue should be considered.

Contrary to some past studies, there were no significant differences in health.

In another study with cannulated calves, Blasi pointed out that there was an improvement of dry matter digestibility to the tune of 62% with the 45% roughage diet versus 71% with the limit-fed diet. The reduction in manure output was 7.5 pounds with the traditional receiving diet compared to 4.34 pounds with the limit-fed calves.

“Having to move our manure about 10 to 15 miles away, because we don’t want to put that manure on our native grass, that saves us about 5 cents a head per day with that particular manure yield,” Blasi said.

He noted results from these trials indicate high-energy diets based on corn byproducts can be fed to newly received stocker cattle without adverse effects on overall health.

Early or Late?

What you should consider when weaning fall-born calves

By Lisa Henderson for *Cattlemen's News*

First it was drought, then a long, wet winter. Both spring- and fall-born calves have had plenty of weather stress. The biggest concern for calves born into either situation is adequate intake, says Eric Bailey, University of Missouri Extension state beef nutrition specialist.

“Most fall-born calves should have received adequate colos-

trum intake back during the fall, which was mild and wet for much of Missouri,” Bailey says. “The rough wet winter will certainly have set calf body weight behind where it should be, but the calves will have plenty of opportunity to compensate.”



across Missouri have very poor body condition (BCS less than 4) right now due to the rough winter. I would encourage anyone with calves over 150 days of age to wean and try to get the cows back in condition with high-quality spring pasture forage.”

Bailey cautions against letting lush spring pastures lure you into delaying weaning.

“Do not leave the calves on the cows until summer just because pastures look good,” he says. “Wean and background the calves if they’re lighter than you would like. Weaning reduces cow nutrient requirements by 40%. We can do a lot of good for next year’s calf if we take care of mama now.”

If you decide to wean those calves a little early, Oklahoma State University Emeritus Extension Animal Scientist Glenn Selk says calves need to be adapted physically and behaviorally to their new environment.

Producers with fall-calving herds have traditionally weaned the calves at nine to 10 months of age, but when forage growth is limited, ques-

tions arise about the feasibility of weaning the calves at an earlier date.

Selk says the effect on the cow as well as weaning weight of the calf must be considered when the impact of the weaning date at hand. Selk says OSU animal scientists evaluated weaning dates of 158 Angus fall-calving cows over a four-year period. The cows were allowed to nurse their calves for about 210 days (April weaning) or 300 days (July weaning). All cows calved in September or October.

April-weaned young cows had greater rebreeding percentages (98.4 percent vs. 89.3 percent) than July-weaned young cows, Selk said.

However, no advantage was seen in the rebreeding performance of April-weaned mature cows compared to July-weaned mature cows (90.2 percent vs. 96.7 percent). April-weaned cows were heavier and fleshier at calving than July-weaned cows.



Calves weaned in July were 90 days older and 204 pounds heavier (642 lbs. vs. 438 lbs.) when weaned than were the April-weaned calves. The April-weaned calves were allowed to graze native pasture after weaning and weighed 607 lbs. in mid-July.

Selk says for most years, it appears more advantageous to delay weaning of calves born to cows 4 years or older to July while maintaining April wean-

ing for cows 3 years of age or younger.

Previous university research also suggests earlier weaning of fall-born calves is advantageous. It gives cows time to gain and maintain more body condition going into winter, and more of the early weaned cows will cycle at the start of the breeding season, conceive early in the breeding season and should wean heavier, older calves the following year.

And just like spring-born calves, fall-born calves can benefit on sale day from preconditioning.

“Preconditioning your calves is a no-brainer,” says Dan Thomson, Jones Professor of Veterinary Medicine at Kansas State University. “It makes money for everybody in the chain and improves the quality of beef for consumers.”

Getting more producers to precondition their calves is an important industry issue, Thomson believes.

“It’s an animal welfare issue, it’s an economic issue and it’s a beef quality issue,” Thomson says. “Preconditioning is the time when we’re building the calf’s immune response, building that health security and decreasing the animal’s stress.”

Thomson says preconditioning is defined as calves that are vaccinated, castrated, dehorned and weaned for 45 days on the ranch prior to marketing.

“They’re through the bawl of weaning and they know how to find the feed bunk,” Thomson says. “We’ve greatly reduced the risk of respiratory disease for the next owner.”

Preconditioning aids in animal welfare two ways. Calves should be castrated as early as possible, ideally when they’re a couple months old which reduces stress. Sickness results in higher costs, reduced feedyard performance and overall lower beef quality. But the benefits of preconditioning go beyond better health. Preconditioned calves weigh more on sale day, with greater buyer acceptance. 🐄

Your name means everything.

We get it. Your brand is your legacy – what you fight for and work to leave behind.
We're proud to stand by you with a spirit of **innovation**, a **passion** that runs
as deep as yours and a guiding **integrity** that drives us to do what's right.
For your operation and for you.

That's why Merck Animal Health Works.

Learn more at MAHCattle.com.

ZUPREVO[®]
(tildipirosin)

safe-guard[®]
(fenbendazole)

vista

Vision[®]

RALGRO[®]
(zeranol)



MERCK
Animal Health

MAHCattle.com • 800-521-5767

© 2019 Intervet Inc., doing business as Merck Animal Health, a subsidiary of Merck & Co., Inc. All rights reserved. US/ALL/0219/0041

How to Minimize Drought Impact on Pastures

How to expect – and plan – for drought

By Kelsey Harmon for *Cattlemen's News*

One of the top challenges producers face in the summertime is drought. According to the U.S. Drought Monitor, in August of last year, over half of the western U.S. experienced some level of drought with Missouri experiencing “exceptional” drought conditions — the U.S. Drought Monitor’s most severe classification of drought.

During the Annual Southwest Missouri Spring Forage Conference in Springfield, Missouri, Dr. Gary Bates, professor and director of the Beef and Forage Center at the University of Tennessee, presents a proactive approach producers can take to help reduce the impact of summer drought on their operations.

The first step in this approach is to properly manage soil fertility. Bates suggests taking the

time-tested soil test, and then managing your pasture’s fertility based on those results. “If we are going to get plants to survive droughts, we have to have healthy, aggressive growing plants that have a good root system,” Bates says. “From a fertilizer standpoint, higher fertility is going to have a dramatic impact on how your plants are going to perform during summertime.”

Bates explains that producers often have a misconception that hayfield stands last longer because they are not grazed, but that it is also due to higher soil fertility in hay fields versus pastures. He highlights that fertility treatment alone on pastures helps grasses to better compete with weeds for light, soil, water and nutrients. He explains that weeds oftentimes naturally have an edge over grasses in low-fertility situa-

tions. Bates also suggests using lime if the soil is below a 6.0 on the soil pH scale because when you add fertilizer to the soil it causes a chemical reaction that makes the soil more acidic. Using lime will help adjust the soil pH level and ensure that nutrients in the soil are available to the plant and that the toxic elements are not.

The second step is to improve grazing management prior to a drought. Bates explains that it is important for producers to understand the three stages of plant growth.

The first phase is just after the plant has been grazed by livestock. It has a low leaf area and therefore low light interception, which results in a reduced photosynthetic rate. Regrowth is slow after grazing because new growth must come from energy stored in the roots and crown of the plant.

Phase two is when the plant has a high leaf area and light interception and therefore a high photosynthetic rate due to young, efficient leaves. It also has a high growth rate.

Phase three is when the plant has a high leaf area and light interception, but old, inefficient leaves, which make the photosynthetic rate lower. The plant energy is used for seedhead or bloom production and has a

slow growth rate as a result.

Bates explains that each time a plant is grazed, the regrowth stresses the stored energy carbohydrate reserves. He says when you continuously overgraze a pasture, root growth will essentially stop until you let plants have a chance to regrow and restore some of their reserve carbohydrates.

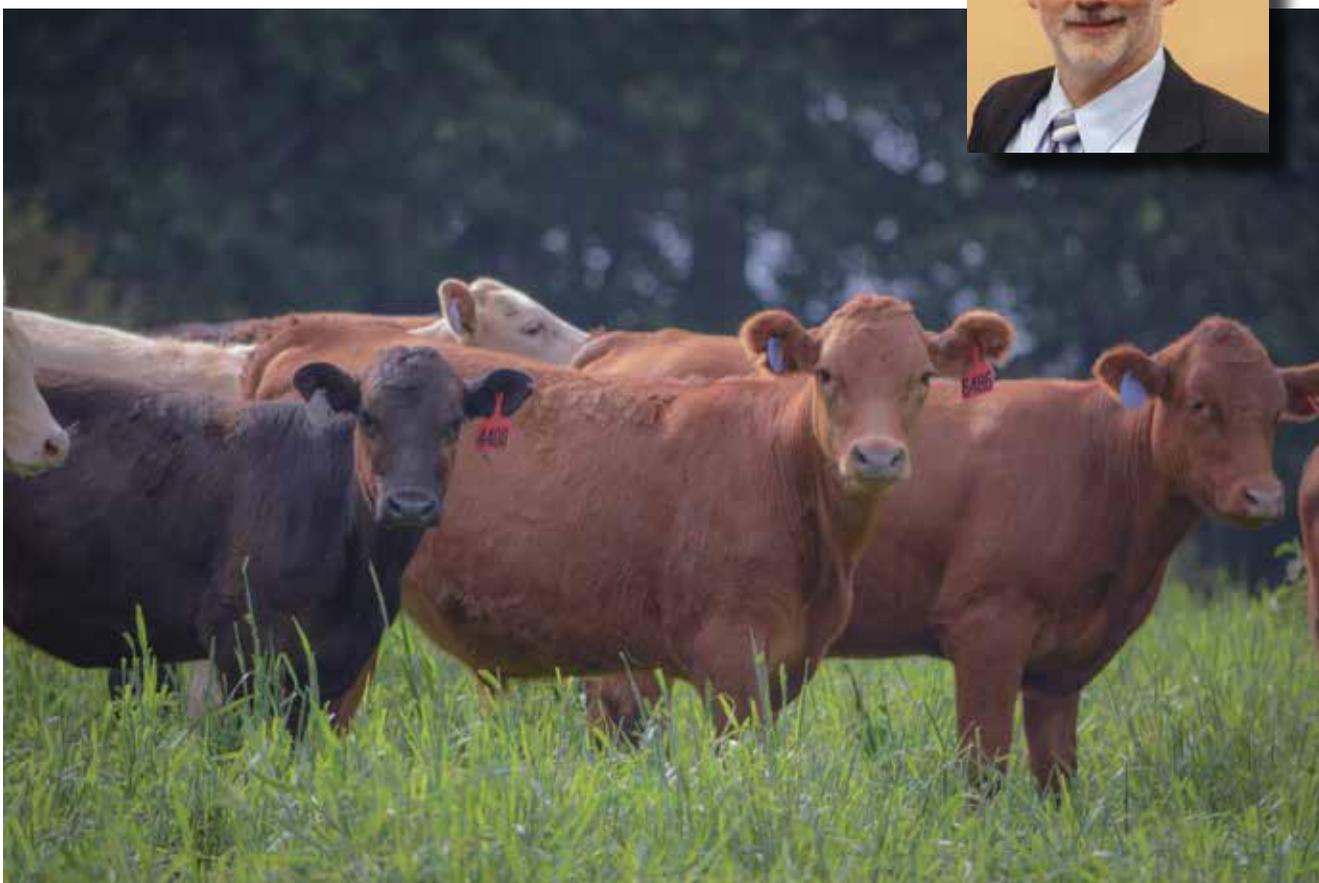
“Grazing management has a huge impact on root development in terms of minimizing drought impacts,” Bates says. “Make sure you are leaving at least 50 percent of pasture residual or using rotational grazing.”

He also advises grazing a field for four to seven days, then allowing 21 to 28 days of recovery as a rotational grazing goal during spring. He notes that paying attention to grazing management in early spring affects the survival of plants during a summer drought.

The third step in the approach to minimizing drought impact on pastures is to use warm-season forage species to supplement cool-season pastures. Bates recommends planting a forage species that is more adapted to summer temperatures and more efficient with water use. He says these species have a photosynthetic pathway that allows them to conserve water while maintaining productivity. These warm-season forage species should offer a much longer grazing period during drought compared to grazing tall fescue grass. Determining an appropriate species for an operation depends on aspects such as the location, soils and producer goals. Some warm-season forage options are bermudagrass, native grasses, crabgrass, sorghum-sudangrass hybrid, teffgrass and pearl millet.

As producers, we should expect and plan for summertime droughts. Taking a proactive approach to minimizing drought impact on pastures means testing and managing soil fertility, improving our grazing management and planting warm-season species to supplement cool-season pastures. Droughts cannot be prevented, but taking these management steps in early spring, prior to the summer months, can help reduce the impact droughts have on our operations.

“Grazing management has a huge impact on root development in terms of minimizing drought impacts,” says Dr. Gary Bates, director of the University of Tennessee Beef and Forage Center. Red River Crabgrass is one warm-season forage species that offers a longer grazing period during drought when compared to cool season grasses like tall fescue.



New Way of Thinking

Another consideration to herd efficiency and uniformity

By Kelsey Harmon for *Cattlemen's News*

Let mother nature and the bull select your replacement heifers?

Sounds simple enough.

Burke Teichert, strategic planning consultant for ranches and writer for *Beef Magazine*, discussed the management approach at this year's Spring Forage Conference, held in Springfield, Missouri.

Teichert opened his discussion by noting that management principles are eternal and unchanging, but the practices around those principles are different based on location. He says those practices must fit the given circumstances without violating the principles.

Teichert has managed operations in different locations in the U.S., including Washington, Southern California, Montana and Wyoming. Internationally, he has worked in Canada and Argentina. He explains that there are four areas of management: production, economics/finance, marketing and people. He also notes three ways profit can be improved by increasing turnover, decreasing overhead and improving gross margins.

Teichert suggests focusing on improving profit-per-acre or whole-ranch profit rather than focusing on production or prof-

it-per-cow. "We can talk about profit or production per animal but it can be highly distortive of what happens in a whole ranch situation," he said.

He also lists major determinants of profits as enterprise mix and choices, overhead (including people), stocking rate (affected by cow size, milk production and grazing and pasture management), fed feed versus grazed feed, calving season, realized herd fertility, wise input use for optimum production and marketing.

Teichert says for producers to improve profitability they should reduce overhead, market well and improve these three ratios: acres-per-cow, cows-per-man and fed feed versus grazed feed. "Those three ratios have tremendous economic power and if we can do that (improve them) we can be profitable," Teichert says. "Heifer development is one of the keys of all of those (ratios)."

For profitable decision-making, Teichert encourages producers to become systems thinkers. He defines this as taking all of the potential positives and negatives of a decision into account prior to actually making and implementing the decision. "We need to think beyond the imme-

diate effect of our decision and look at what goes on beyond (the initial decision)," he says. "(We need to be aware of) the cascading and compound effects that happen on down the line."

Teichert adds that continuous improvement of livestock and a recipe for letting mother nature (your environment) and the bull select your replacement heifers begins with cows that are selected for the most challenging times of each year wherever your herd is located. "If you can pick out that time, (the toughest time of the year for your cattle) and then you select cattle that will fit that (time) and will deal with it, you are going to have better cattle all the way around and they can get by with lower input beyond what is produced," he explains. "You will have lower inputs, lower medicine costs, lower health problems, lower death losses and everything else if you can get cows selected for this (the toughest time of the year for your cattle)."

The next step after cutting inputs is to cull the right cow, Teichert says. He defines this as cows that are open, dry, require individual attention or help, are wild, have a poor calf, or are ugly based on the producer's definition. He notes for producers not to be too hard on what they define as ugly.

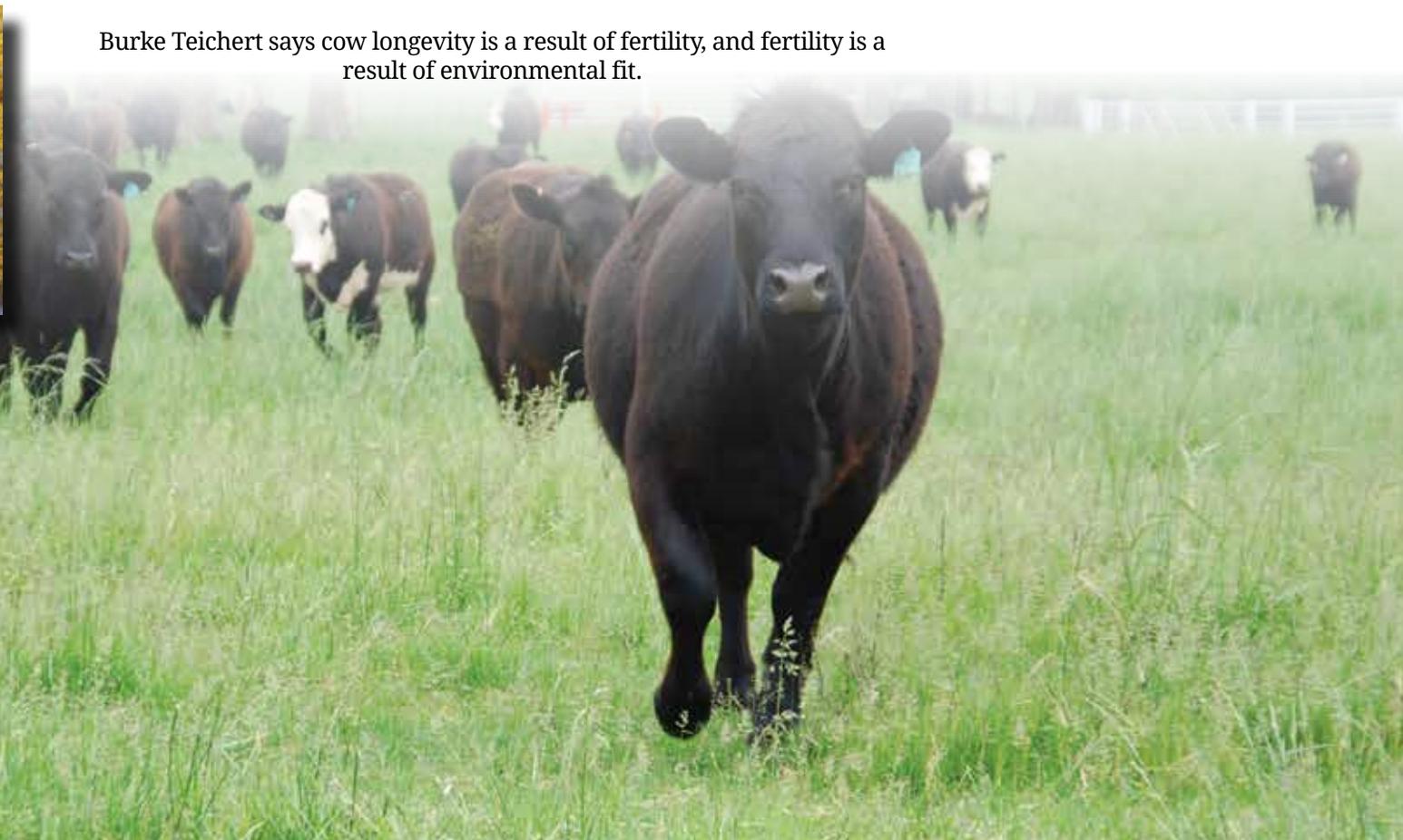
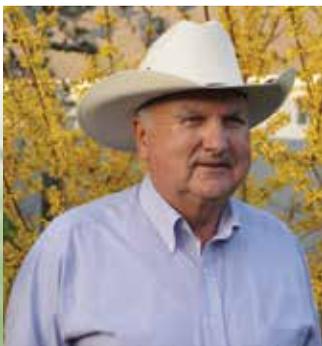
When selecting the right bull, Teichert advises to look for a mature size that is moderate or small, has excellent cow fertility and minimal care requirements.

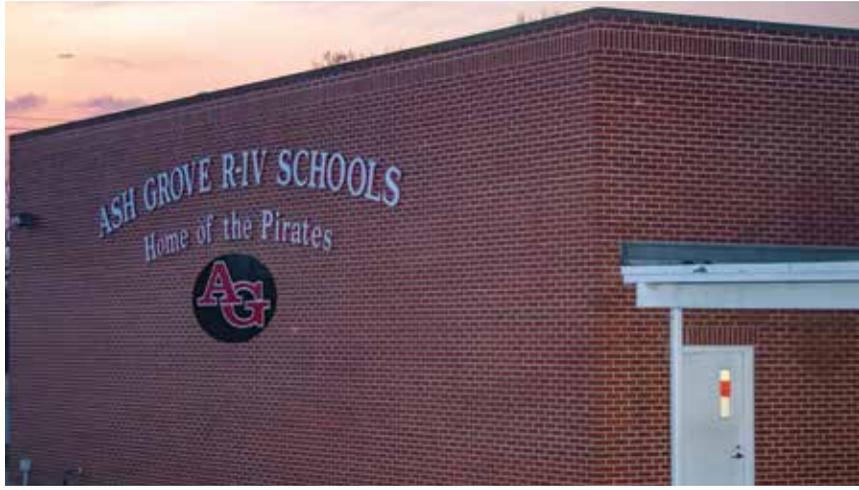
For more efficient calving, he suggests changing the calving season to be more closely in sync with nature and does not recommend calving in winter. Another tip Teichert gives is to increase the grazing days and reduce feeding days. His approach is minimal development of replacement heifers. He focuses on cows that fit his environment, providing them with the correct level of supplement just to take the edge off of the elements and calving in the right season.

"If you are calving in the right season and they are the right kind of cattle that fit your environment, they (can be) 50 to 55% of expected mature cow weight to get pregnant," says Teichert. "Perhaps not in the highest percentage, especially in the first years, but they will get pregnant in a pretty good percentage." He also says to buy small replacement cows that fit your environment or raise replacement heifers from bulls and cows that fit your environment, rather than buying replacement heifers.

Teichert says to cut inputs, then cull the right cow. He highlights that longevity is a result of fertility and fertility is a result of environmental fit. "We cull most of the animals because they are either open or dry (yes we cull a few wild ones, a few that raise a poor calf, a few that are ugly or a few that we have had to handle, doctor, pull calves, etc.) but fertility is the main reason that cows leave our herd," Teichert says. "If they fit where they are, they will get pregnant. It's the best gauge where you have an environmental fit." 

Burke Teichert says cow longevity is a result of fertility, and fertility is a result of environmental fit.





TRENDING NOW

Beefing Up School Lunches

MoBeef for MoKids program comes to southwest Missouri school

Story and photos by Macey Hurst for Cattlemen's News.

On Wednesday, March 27, in Missouri, Ash Grove High School held a ceremony in recognition of their recent adoption of the MoBeef for MoKids program.

According to the Missouri Beef Industry Council, "The MoBeef for MoKids program connects local schools with area producers and processors that donate the beef product to be used in the school lunch program." The initiative aims to introduce more beef into the diets of school-age children. It is spearheaded by the Missouri Department of Agriculture in conjunction with the Missouri Beef Industry Council.

Ash Grove agricultural education teacher and FFA advisor Nathan Isakson welcomed attendees and expressed the district's enthusiasm for the program.

"This evening we're excited to launch the MoBeef for MoKids program," Isakson said. "We're going to utilize the Missouri Beef Industry Council and their talents, we're going to lean on the Department of Ag and, most importantly, we lean on you guys because there is a need here in Ash Grove. At Ash Grove High School, 41.7% of our students come from a household that is food-insecure. We're able to provide nutrition for those students through this program."

Missouri Beef Industry Council Executive Director Mark Russell discussed why they feel the program is so important.

"You can look up Beef's Big 10, and for less than 10% of your daily calories, you're getting 10 essential nutrients that our bodies need, including for brain development, and those nutrients are included in beef," Russell said. "It's super important for us on the education side of the Beef Council to help educate them and look at what can we do to get young people and generations of people today as they're forming their consumption patterns for the rest of their life to look to beef for the important things needed in their body."

He continued by citing research database displaying students who consumed 30 grams of protein to start their days had lower blood sugars and, in some cases, actually lost weight, combatting juvenile diabetes and obesity. In addition, students without hunger show more presence and success in the classroom.

Jim McCann, the first donor to the MoBeef program at Mount Vernon, Missouri, where it was piloted, offered words to potential donors.

CONTINUED ON NEXT PAGE

Pit Bull Powersports DEFENDER

WE WEAR OUR WORK ETHIC

can-am SEAN LABRIE, RANCHER

LOCATIONS AT:
JOPLIN
SPRINGFIELD
BOLIVAR

CALL TODAY
417-863-1418

Long distances. Heavy feed. Big livestock. Ranching is never light work, so we accessorized a Defender with rancher bumpers and a power tilt-bed to give ranchers like Sean Labrie a workhorse capable of the heaviest ranch tasks.

WE'RE BUILT FOR THIS
 BUILD YOUR OWN AT CANAMDEFENDER.COM

can-am



Christi Miller, AgriMissouri/Missouri Grown program administrator, and Mark Russell, Missouri Beef Industry Council executive director, were on hand for the MoBeef for MoKids program recognition ceremony held recently in Ash Grove, Missouri.

BEEFING UP SCHOOL DIETS FROM PREVIOUS PAGE

Cows bound for culling often qualify for the program, McCann said. "These kids are the most important resource we have as an industry. With that in mind, we've got to reach in and help these kids to potentially become a producer and help them in any way we can," he said.

The district's first donors were Danny and Teresa McCurry, Ash Grove, Missouri, cow/calf producers and owners of McCurry Trailers and Equipment. Dr. Colby and Whitney Grove of Ash Grove Pharmacy followed with a donation soon after. Both animals have been processed, and the meat is being served to students.

Danny McCurry, nationally ranked cowboy poet, shared encouragement and finished the event with some original poetry.

"I want to challenge you guys to donate a cow and talk to the FFA members," McCurry said. "They don't just show up—they come prepared."



Nathan Isakson

School administrators and community members, as well as AgriMissouri/Missouri Grown Program Director, Christi Miller, made other remarks. Missouri Grown produces literature and promotional material to display around the school to educate students about what it is they are consuming and the people who grew it. Ash Grove FFA President MaKenna Johnson gave a speech, and the chapter's officer team gave a farmer appreciation presentation with a rendition of Paul Harvey's "So God Made a Farmer." A steak sandwich dinner was served, sponsored by Southwest Missouri Cattlemen's Association and served by the school food service staff and chapter officers.



Danny McCurry

If you are a producer local to the Ash Grove, Missouri, school district and would like to donate a retired cow or money to support the program, contact local coordinator and agricultural educator Nathan Isakson at nisakson@apps.ashgrove.k12.mo.us or 417.751.2330.

For more information on the MoBeef for MoKids program, or to see how to bring it to a high school near you, visit <https://missourigrownusa.com/mobeef-for-mokids/>.



Healthy, Clean, Fresh Water Systems for Producers

Distributed by **GALLAGHER**

Miraco perfected energy-free watering systems and was the first to manufacture automatic livestock waterers from poly materials. Join other livestock producers who enjoy these innovative features:

- No sharp edges
- Rugged, polyethylene construction
- Hi-impact material
- Includes stainless steel anchor bolts
- Resists corrosion, no chipping or cracking
- Sloped bottom for easy cleaning
- Over 40 models to choose from
- 5-year warranty

Instant \$50 Rebate on 3 Tanks

For a limited time only, get a \$50 instant rebate at the register when you buy one of three tanks: A3100DS, A3354-S & A3465 at participating stores.

To find a list of participating stores visit:

www.MiracoTanks.com

Learn More

Ask in store for our full range of products, or visit us online at www.MiracoTanks.com. To speak to a knowledgeable representative, please call 1-800-531-5908.

Miraco waterers are one of the few automatic waterers to meet the backflow requirement specs of NRCS.



MIRACO
Automatic Livestock Waterers

45 YEARS



Thank You Cattlemen

from the Fourth Grade Class, Mt. Vernon, Missouri

Wednesday March 20, 2019

Dear Cattleman's Association,

Thank you for your work, courage, beef, and dedication. Without you, the earth would rot away. Thanks for making America great again. The endless work done is yet an accomplishment. You are nice people.

Sincerely,
Jacob Hernandez

Wednesday March 20, 2019

Dear Cattleman's Association,

Thank you for your dedication and for feeding us milk, meat and other things like beef. I am very appreciative of all you do for us. Thank you for your hard working. Thank you God and Jesus.

Sincerely,
Meyer

Wednesday 3/20/19

Dear Cattlemen's Association,

Thank you so much for every thing you do. You are very nice. You put a lot of your good food on my family's table. You are so blessed by God and you are very thoughtful. God is so thankful and very proud of you, so am I. Thank you for what you do. You are a very, very, very blessed man/woman. You have a kind heart. You inspire me to be a farmer like you. You are very blessed.

Marianne
Laabel

TUESDAY, MARCH 20, 2019

Dear cattlemen's ASSOCIATION

Thank you for the good food that you give us. You provide us with meat, milk, eggs and corn. You guys stop out when it's cold and stop up just tonight. If the crops freeze, you plant them again. You are dedicated enough to skip out on holidays and family time. Keep up the great work and providing us with the food you do.

Signed,
Hutter

Wednesday March 20, 2019

Dear Cattlemen's Association,

Thank you for farming for us and giving us fresh home grown beef. Thank you for sacrificing your time with your family and taking time to farm for us. I really am thankful that you guys do this for us. Thank you for even farming when you don't feel good. Thank you.

Sincerely
Kiana

Wednesday
March 20,
2019

Dear Cattlemen's Association,

Thank you for all that you have given us. You work every day and night just for us. You are very important to us. We are thankful that you take your time to help make the world a better place. By growing plants, milking cows, getting beef. We are thankful for all of that. But we are mostly thankful for you. Thank you so much for signing up for doing all of this for us. Thank YOU!

Sincerely
Sarrod



It's Always Spring in a Mother's Heart and a Time for Renewal of Traditions

***Our Mission:* INFORM. PROTECT. RESPOND.**

INFORM and **EDUCATE** Americans about the activities of animal rights groups, anti-agriculture groups and other non-governmental organizations that threaten agriculture, animal welfare, our traditions, and way of life.

PROTECT our freedoms and way of life by supporting agriculture, land use, hunting and fishing, animal ownership and animal welfare.

RESPOND to laws, regulations or misinformation that would negatively impact animal welfare, animal ownership, and restrict our rights and limit our freedoms.

For more information and to contribute, visit:

<http://protecttheharvest.com/how-can-i-get-involved/contribute/>

**Thank You For
Your Generous
Donation!**

Protect The Harvest is a nonprofit, tax-exempt, publicly supported organization under Sections 501 (c)(3) and 509 (a)(1) of the IRS Code, and is incorporated and registered in Missouri. All donations are tax deductible to the extent allowed by law.

***Our Fight
Is Your Fight.
Together, We
WILL Win!***



844.360.8300

info@ProtectTheHarvest.com

Protect The Harvest
480 Southpoint Circle
Brownsburg, IN 46112

Business Spotlight

Meet Youngblood Auto Group

By Kelsey Harmon for Cattlemen's News

With more than 40 years of industry experience and two convenient locations in both Ozark and Springfield, Missouri, Youngblood Auto Group is proud to be an automotive leader in southwest Missouri.

The business first began in 1979 when John Youngblood, Youngblood Auto Group founder and owner, moved to the

Springfield area and purchased his first auto dealership. A reputation for honest and good-quality customer service was established. Since then, Youngblood's business expanded to become Chrysler, Dodge, Jeep, Ram, Kia and Nissan full-service dealerships with two adjoining pre-owned car lots. Youngblood Auto Group prides themselves on offering a wide selection of vehicles and striving to make the car-buying pro-

cess as quick and hassle-free as possible.

Youngblood Auto Group offers a full selection of service areas including new vehicle sales; pre-owned vehicle sales; car loans and financing; certified service department; and a full selection of Chrysler, Jeep, Kia, Nissan parts and accessories.

The dealership group also offers service and parts departments that are open extra hours to help fit customers' hectic schedules and reduce customers' costly workday downtime.

Agricultural customers are offered special scheduling and rates through the Ram Agricultural Program (more than \$12,000 dollars per truck in

discounts and savings on agriculture-related products), discounted parts and labor pricing and special consideration for loaner or rental vehicles. Trucks can be modified, or up-lifted to fit agricultural customer's performance needs.

Youngblood Auto Group also accommodates the Missouri Department of Revenue Form 4606: Bill of Transfer, which allows farmers to trade in grain or livestock at a dealership when purchasing a motor vehicle, trailer, or all-terrain vehicle used for agricultural use and omit sales tax.

The business extends beyond their sales by giving back to the Ozarks community. The dealership group has supported local charities for 38 years and also donates \$500 monthly to local nonprofit organizations through contests on Facebook.

Ken Walker, commercial fleet and farm manager for Youngblood Auto Group, brings more than 40 years of experience in fabrication, production and related business ownership to the Youngblood Auto team.

"I am passionate about being part of a great organization that strives to provide the right vehicle, with the right equipment, at the right price for our customers," Walker says. He adds that he aims to generate ongoing profits and time saving rewards to his customers, friends and family.

"We do the right thing when no one is looking with integrity and purpose," Walker says. "We remain good, committed partners to your success."

Youngblood Auto Group separates itself from the competition by offering what they term the Youngblood advantage, which provides the following benefits:

- Every vehicle receives a multi-point mechanical inspection
- Every major service includes a free car wash
- Saturday parts, service and tire center available (until 3 p.m.)
- Trained factory technicians, over 40 years of experience, genuine parts

CONTINUED ON NEXT PAGE



WE KNOW AG BANKING

FOUNDED IN SOUTHWEST MISSOURI, OUR ROOTS ARE TRULY TIED TO THIS LAND. AS A PREMIER AG BANK, WE ARE UNIQUELY SUITED TO SUPPORT OUR THRIVING AG COMMUNITY AND CONTRIBUTE TO YOUR SUCCESS.



SPRINGFIELD, ASH GROVE, WALNUT GROVE, BUFFALO, MT. VERNON AND CARTHAGE

417.869.9000 | OLDMISSOURIBANK.COM

MEMBER FDIC





Get Ready for Summer

Looking ahead, June is a month to let Mother Nature take her course. Assuming timely precipitation, native grasses are usually at peak production; therefore, little supplementation is needed, with the exception of some minerals.

Cow Herd Nutrition

- Provide plenty of clean, fresh water.
- Provide free-choice minerals to correct any mineral deficiencies or imbalances.
- Monitor grazing conditions and rotate pastures if possible and practical.
- Consider creep-feeding if it's cost-effective.

Forage, Pasture Management

- Check and maintain summer water supplies.
- Place mineral feeders strategically to enhance grazing distribution.
- Check water gaps after possible washouts.
- Harvest hay in a timely manner; think quality and quantity.

—Source: Dale Blasi, Kansas State University Extension Beef Specialist.

BUSINESS SPOTLIGHT FROM PREVIOUS PAGE

- Every new vehicle purchased receives a full tank of gas at delivery
- All pre-owned cars are value-priced
- They can buy your trade-in
- Courtesy van available to and from home or work (local area)
- Service area with free Wi-Fi access and plasma TV

- Children's play area

Future plans for the business include a new 22,000-square-foot dealership with an after-hours service shop and a Jeep experience showroom (expected to open July 2019) and expanded sales and service facilities in Springfield with Nissan and Kia. A growing inventory with ready-to-go upfits and the implementation of time-sensitive practices of in-out and back to work deal-making is also available.

(l-r) John Widiger, general manager, and John Youngblood, owner, of Youngblood Autogroup. —Photo submitted by Youngblood Auto Group.





L & L
CONSTRUCTION
Lockwood, MO

SUPER STRONG ALL STEEL BUILDINGS

- Custom Built to Size
- One Continuous Roof Sheet up to 50' wide
- All Welded, No Bolts
- Post Concreted in Ground 4-5' Deep



PROTECT YOUR VALUABLE HAY & EQUIPMENT!

SIZE	DESCRIPTION	PRICE
40'x60'x14'	2 Ends, 1 Side	\$21,995
40'x80'x14'	1 End, 1 Side	\$25,900
50'x80'x16'	1 End, 1 Side	\$30,995
50'x100'x16'	1 End, 1 Side	\$36,500
60'x80'x16'	1 End, 1 Side	\$35,195
60'x100'x16'	1 End, 1 Side	\$43,995

Chris Lowak 417-682-1488

We Build Equipment Sheds, Hay Barns, Shops & More!

Find us on:  **facebook.**

*Prices subject to change
**Travel required outside 100 mile radius

For more information Youngblood Auto Group, you can reach Ken Walker at (417) 773-8800, or via email at ken@youngbloodauto.com. Business locations are as follows: Ozark Office: 6151 N. 21st St. Ozark, MO 65721. Springfield Office: 3505 S. Campbell Springfield, Mo. 65807. You can also visit the website: youngbloodauto.com and connect with them on Facebook: Youngblood Auto Group.

YOUR *Key* TO ANIMAL HEALTH.

Shipped or delivered to your doorstep.

Antibiotics • Implants
Pest Control • Vaccines
Animal Health Supplies

Mac's VET SUPPLY

Exit 70, Springfield, MO
417.863.8446
1.888.360.9588



Jeff Anslinger
816-244-7340

Midcontinent Livestock Supplements
mlstubs.com

Gary West
731-335-3023

MLS SUMMER MINERAL TUB SUPPLEMENT PROGRAM

MLS #1 HI PERFORMANCE

- ▶ Elevated Levels of Vitamins & Trace Minerals
- ▶ For Cattle Needing Both Mineral and Protein Supplementation
- ▶ Wind & Rain Proof
- ▶ Available with Altosid® IGR Fly Control

MLS #12 BREEDER MINERAL

- ▶ Contains Organic Copper, Zinc, Manganese, & Cobalt
- ▶ Low Consumption & High Energy
- ▶ Available with Altosid® IGR Fly Control

MLS #12 HI MINERAL

- ▶ Controlled, Consistent Consumption
- ▶ Elevated Levels of Vitamins & Trace Minerals
- ▶ Replaces Bagged Mineral Products
- ▶ Available with Altosid® IGR Fly Control

Conservation Stewardship Program Deadline Near

Sign up by May 10 at NRCS offices

The next deadline for Conservation Stewardship Program (CSP) applications to be considered for funding this year is May 10. USDA's Natural Resources Conservation Service (NRCS) plans to invest up to \$700 million for new enrollments and contract extensions in fiscal year 2019. The 2018 Farm Bill made several changes to CSP, which helps farmers and ranchers take their conservation activities to the next level.

"CSP is an effective tool for private landowners working to achieve their conservation and management goals," Missouri State Conservationist J.R. Flores said. "It is a popular conservation program. Missouri farmers previously have enrolled more than 3.4 million acres of productive agricultural and forest land."

CSP applications are accepted throughout the year, but only those submitted at local NRCS offices by May 10 will be considered for 2019 funding. The 2018 Farm Bill authorizes NRCS to accept new CSP enrollments from now until 2023, and it makes some important improvements to the program. These updates include:

NRCS now enrolls eligible, high-ranking applications based on dollars rather than acres. For fiscal year 2019, NRCS can spend up to \$700 million in the program, which covers part of the cost for producers implementing new conservation activities and maintaining their existing activities.

Higher payment rates are now available for certain conservation activities, including cover crops and resource-conserving crop rotations.

CSP now provides specific support for organic and for transitioning-to-organic production activities, as well as a special grassland-conservation initiative for certain farmers who have maintained cropland base acres.

CSP provides many benefits including increased crop yields, decreased inputs, wildlife habitat improvements and increased resilience to weather extremes. CSP is for working lands including cropland, pastureland, rangeland, nonindustrial private forest land and agricultural land under the jurisdiction of an Indian tribe.

For more information contact the NRCS office serving your county. NRCS offices can be found in the phone book under "U.S. Government, Department of Agriculture," or online at <http://offices.sc.egov.usda.gov/locator/app>.

—Source: Missouri Natural Resources Conservation Service.



CUSTOM LABORATORY
417.533.8510
www.customlabs.com

We've Moved!
Find us at our new location:
Turn south on Highway 37 in Monett, Missouri.
Go 2.2 miles.
We are located on the east side of the road.



HERDBUILDERS IN ACTION!

Contracting now thru summer:

350 Spring Calving Commercial Red Angus bred heifers available for Fall 2019 delivery

Both A.I. and Natural Service sired



Also selling
20+ Private Treaty Bulls

For more information, contact us using the information below.



2346B N Rd • Strong City, KS 66869

Office (620) 273-8581 • Joe (620)340-7461 • Daniel (620)340-9774

MushrushRedAngus.com

TRENDING NOW



Missouri Agriculture Pulls Together to Impact Childhood Hunger

Drive to Feed Kids raises awareness of food insecurity

Missouri agriculture is again banding together to help address an alarming statistic: here in the nation's agricultural heartland, 1 in 5 Missouri children regularly face hunger. When children are hungry, it is challenging to learn and thrive.

Everyone in agriculture shares a commitment to do our best to produce food and make our communities the best they can be. Missouri Farmers Care and partners launched the Drive to Feed Kids in 2017 to combat childhood food insecurity and showcase Missouri agriculture. The Drive to Feed Kids allows agriculture to talk about their utilization of science and technology to responsibly produce food.

"The drive raises awareness of food insecurity faced by Missouri school kids, especially kids in rural areas," said Missouri Farmers Care board member Alan Wessler, D.V.M. "It also speaks to the heart of Missouri's agricultural community, showcasing the tremendous work of farmers and ranchers who leverage science, technology, their expertise and natural resources to provide food for the world."

In 2018, farmers, ranchers, FFA leaders and agribusinesses

provided more than 100,000 meals, donated 18,932 pounds of canned food and packed 2,000 backpack meals for Missouri children regularly facing hunger. In addition, the Drive

raised more than \$160,000 for Missouri's six regionals food banks to purchase child-friendly meals.

The Drive to Feed Kids opens a door for every Missourian to make a difference in the fight against childhood hunger. The Drive culminates at the 2019 Missouri State Fair when hundreds of FFA members collect canned foods and pack 100,000 meals for kids in need. Oppor-

tunities to contribute and become involved can be found online at www.mofarmers-care.com/drive. With agriculture pulling together through the Drive to Feed Kids, more children will have the nutrition they need to succeed, and more Missourians will see the positive impacts of agriculture in our communities.

—Source: Missouri Farmers Care.

Flies and Lice? Getting Revenge is your gain.



- Convenient sizes and formulas for effortless application
- Safe for use on back rubbers or directly on cattle and other listed animals
- Controls flies and other listed insects that may carry disease



flies



mosquitos



ticks



gnats



Learn more at Bonide.com

NETWORK KNOW-HOW

Leaving the Ranch to Keep the Ranch

The changing face of agriculture

By Erin Luchsinger Hull for *Cattlemen's News*

Fifty years ago, the face of farming and ranching looked very different. Families that owned an operation had expectations that their sons would stay on the ranch and continue to work alongside their fathers. It was rarely discussed but always expected. Overall, the general population had an idea of where their food came from.

In 50 short years, how did we get to here? It seems like the vast majority of the population has no clue about how their food is grown and produced. They don't know any producers. If you polled a room of 100 people and asked if they personally know a farmer or rancher, you'd only see a few hands raised.

In those same 50 years, the ranching and farm scene has



changed drastically, also. Family members rarely stay on the farm. Instead, they would rather pursue a college education and transition to a job off the farm. Because of this, when you visit a ranch or farm, it's rare to find multiple generations working side by side.

It's not like it used to be. Fifty years ago, you'd see three generations all working together. Generally it was all men and their wives stayed home to care for their children. Today, that does not even seem possible. Can a ranch or farm truly support three generations without any outside income? Maybe, but not very often.

Several things have caused this shift. The cost of living has increased. The supply is not what it once was. Beef consumption is down. Dairy consumption is down. Plant-based alternatives are on the rise. The cost of health insurance has skyrocketed out of sight. Technology has improved efficiency.

One of the most positive changes is the opportunity to seek a job in the agriculture field off the farm. Fifty years ago, those options were limited. Today, those options are endless.

Taking a job off the ranch doesn't mean you're abandoning the family operation. More times than not, it means you're working hard to keep the family operation going. If that means stepping off the ranch and finding outside employment so you can continue to operate, then that is what you do. Technologies and modern efficiencies mean we can do more with less. Less land, less inputs, less time.

It used to take four people to run a ranch of average size. With modern technologies, that same ranch can be managed by one. So, just because three generations are no longer working side by side doesn't mean that the ranch life is gone. It just means it is changing with the times. I would personally rather see one family member running an entire farm and succeeding than seeing three family members running the same farm and struggling to make ends meet.

The ranching and farming life is no longer what it used to be. My family is a perfect example of that. I have three brothers. None of them stayed on the family operation. Yet I did. I was raised to work right alongside the boys and that hay bales and cows didn't care what gen-



CHUCK KNOWS BEEF

FIVE things to know.

1

ALL-BEEF-KNOWING

Chuck Knows Beef - from recipes and cuts to nutrition and cooking tips. Plus, a whole lot more!

2

EASILY ACCESSIBLE

Quickly access Chuck at ChuckKnowsBeef.com, or simply enable Chuck Knows Beef with your Amazon Alexa or Google Home Assistant.

3

POWERED BY GOOGLE AI

Chuck Knows Beef is powered by Google Artificial Intelligence, instantly accessing and serving up your beefy answers.

4

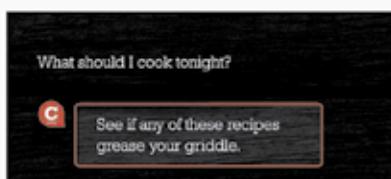
CONSTANTLY LEARNING

Just like beef, Chuck gets better with age. He's always learning and adapting to better answer your questions.

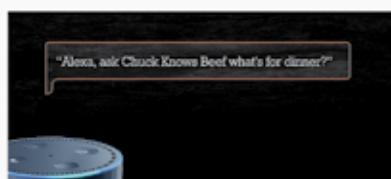
5

FUN PERSONALITY

Chuck isn't ALL business. He has a fun personality, his own favorite song and enjoys a good dad joke from time to thyme.



Start the conversation at
CHUCK KNOWSBEEF.COM



CHUCK KNOWS BEEF
Now on Amazon Alexa



CHUCK KNOWS BEEF
Now on Google Assistant



092618-03

Google is a trademark of Google LLC

Funded by Beef Farmers and Ranchers

LEAVING THE RANCH FROM PREVIOUS PAGE

der you were. That translated to work meant work no matter who you were. I was taught to drive tractors before I could drive a truck. I was driving grain trucks before I graduated high school. I will admit you get very odd looks when you step out of a grain truck at the mill as a 17-year-old girl.

Over the last 50 years, our operation never looked typical, but we still had three generations working (begrudgingly at times) side by side. As our family has grown, we've had to make changes to keep our operation going. One example: We used to make all small square bales of hay and hire a crew of high school kids (I say

kids because it was always a mix of boys and girls) to stack them in the barn. As our ability to secure a hay crew slipped away due to the lack of willing participants, we had to make changes. We chose to make almost all large round bales because it was less labor-intensive. So, a new baler was bought.

It hurt a little at first, and our market was a bit different, but it all worked out. Minor changes have major impacts. Things that my grandfather did "back in the day" just aren't applicable any more due to time, money, technologies, etc. Technology has progressed and because of that, we as producers must progress also. We should be thankful that technologies

and efficiencies are improving so that family members can seek employment elsewhere and still come home to the family ranch.

My husband's motto has always been "We should want our children to be more successful than we are." If that means my children leave the farm and seek a job (hopefully in agriculture) that doesn't look like the traditional face of farming, that's okay. It is our job to instill a sense of pride so they appreciate where their food comes from and want to continue to return to the family farm.

Sidenote: I always struggle with ranch versus farm. As

someone who lives east of the Mississippi River, all operations are farms, regardless of what you grow. You grow 2,000 acres of corn and hay? You're a farmer. You milk 50 cows? You're a farmer. You raise 1,000 head of beef cattle? You're a farmer. I know that is not true of locations west of the Mississippi River. So, when I say farm, I mean any agriculture operation whether it be crops or cattle.

—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 and the 2017 Beef Promoter of the Year for New York state. Follow her online at www.facebook.com/lucky13beef.

Get **MORE** for your **CATTLE.**

GET MORE + NO CHARGE + CUSTOMER SERVICE + VALUED MARKETING

Commingle TODAY!

Cattle are grouped into bigger, more uniform lots, offering buyers a larger selection.

We're working for you!

From Jan. 9, 2018 through April 22, 2019 we commingled 17,723 head for 3,042 producers.

CALL 417.548.2333 FOR DETAILS!





Tom Kissee
Real Estate Co.

Specializing In SW Mo. Farms & Ranches!
"A Cattleman Who Knows Real Estate"



UNDER CONTRACT

ASH GROVE - 50 Ac., FR 60, 5 pastures, waterers, exc. pasture ground w/some woods \$190,000

CONWAY - 70 Ac., Mulberry Rd., prime pasture, good fencing, live water, livestock/hay barn w/ pipe corral \$225,000

MT VERNON - 72 Ac., great location at exit 49 of I-44, 4 Ac. lake, good fence, mostly open \$225,000

BOLIVAR - 55 Ac., 165th Rd., pasture & woods, lots of Pomme De Terre river frontage, barns, corrals, well, good building site \$270,000

WILLARD - 50 acres, Fr Rd 94, mostly open, fenced, Hwy 160' frontage \$287,500

HOUSTON - 38 Ac., Hwy. 8, mostly open, nice pasture, pipe corrals, barn with office, waterers, run-in sheds, 3 bed home \$299,900

FALCON - 74 Ac., Hwy 32, mostly open, rolling pastures, hwy frontage, ponds & springs, dairy barn w/equipment, 4 BR home \$300,000

LEBANON - 80 Ac., Hwy 8, 3 bedroom home, hay barn, shop, pond, fenced and crossed fenced, good pasture with woods in back \$349,000

GROVESPRING - 155 Ac., Walnut Rd., half open in good pasture, 7 ponds \$350,000

FAIR GROVE - 15 Acres, Ebenezer Hwy, brick home, 3 bedrooms, 2 bathrooms, 2 car garage, 2 docks \$385,000

HALFWAY - 75 Ac., 196th Rd., rolling pasture land, 3 bedroom home, several sheds & barns, good fence & water \$375,000

MARIONVILLE - State of the art horse facility, indoor arena, 4 run in sheds, 2 BR home, completely remodeled \$449,000

BOLIVAR - 157 Ac., Hwy. 32, excellent grass, corrals, working pens \$574,500

BATTLEFIELD - 60 Ac., Republic Rd., exc. pasture & hay ground, 2 wells, pond, indoor riding arena, horse barn w/living quarters \$575,000

BUFFALO - 74 Ac., Hwy 32, beautiful cattle farm, mostly open, 3 bedroom brick home, shop with apartment, cattle barn, paved drive, 2 ponds, year round creek \$595,000

BUFFALO - 77 Ac., Hwy. 64, exc. pasture, rotational grazing, 2 wells, waterers, 60x60 barn with concrete floor and lean-to, beautiful 7 BR custom built w/o bsmt home \$620,000

STOUTLAND - 239 Ac., Kennedy Rd., exc. pasture & hay ground, well, waterers, ponds, spring, hay barn REDUCED \$609,450

GROVE SPRING - 280 Ac., Red Barn Rd., hay ground & pasture, 14 paddocks, 2 barns, 8 waterers, 3 ponds, spring \$686,000

AURORA - 62 Acres, Lawrence 1200 - Exc. pasture, hay ground, creek, ponds, waterers, fenced & cross fenced, 3 BR brick walk-out basement home, bam, machine shed \$695,000

ASH GROVE - 133 Ac., FR 94, beautiful farm with shop, horse barn, 3 bedroom home, 3 wells, exc. pasture \$699,900

SPARTA - 165 Ac., Greene Rd., rolling pasture & fields w/scattered woods, just NW of Sparta, exc. location \$743,800

AURORA - 107 Ac., Law. 2180, beautifully maintained farm w/all brick, 3 BR, 4 BA basement home, asphalt drive, fertile crop ground, exc. pasture, rotational grazing \$790,000

MTN GROVE - 202 Ac., Hwy 60 frontage, beautiful cattle farm, 3 BR home, 3 car garage, pipe corral, 2 ponds, 200' frontage REDUCED \$799,000

SEYMOUR - 90 Ac., Hwy 2, immaculate 3500 sq. ft. custom built 4 bedroom home, half open / half wooded, ponds, 3 car detached garage w/ apartment, large metal barn \$890,000

LEBANON - 240 Ac. Hwy. 0, Large Custom Built 4 BR Walk out Basement Home, Shop, Barns, Ponds, additional home, Hwy. Frontage, Numerous Pastures \$1,120,000

SPARTA - 252 Ac., Hwy 125, great location bordering Finley River, lots of hwy frontage, barns, older farm house, fenced & cross fenced, some bottom land, great views \$1,136,430

LEBANON - 251 ac. Odessa Drive, Spectacular 4 BR, 1.5 story, walk out basement home, In ground pool, Green house, Barns, Ponds, Waterer's, plenty of pasture \$1,250,000

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

NORWOOD - 501 Acres, Curtner Rd. Beautiful beef cattle farm, mostly open w/good pasture, fenced & cross fenced. 4300 sq. ft. 3 BR home, barn, ponds, lake & creek. \$1,500,000

MT. VERNON - 145 Acres, I-44 & Hwy. 174 - Turn-key equine boarding & training center, 55 stalls, large indoor and outdoor arenas, 5 BR home, separate office building \$1,750,000

MILO - 632 acres, Hwy. EE, 70' x 48' cattle barn, equip shed, machine shed, waterers, fenced & cross fenced w/exc. pasture & hay ground, 9 ponds, 2 acre lake, corrals \$2,212,000

FALCON - 761 +/- Ac., Hwy K & 32, beautiful cattle farm, mostly open, next to national forest, fantastic barns, 5 springs, ponds, 3,800 sq. ft. brick walkout bsmt home... \$2,300,000

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

FLEMINGTON - 1,267 Ac., Hwy. 83, approx. 370 ac. tillable in corn, 750 ac. pasture & hay ground, 5 wells, 25 waterers, covered working pens, hydr. chute, office, 6 barns .. \$4,117,750

FALCON - 783 Ac Delta Rd., 2 resort lodges, 3 houses, good barns & pens, half open, half wooded. Good hay and pasture ground, excellent hunting, creeks, ponds, 8 wells, borders Mark Twain National Forest \$4,750,000

tomkisseerealestate.com **417.882.5531**

SAVE THE DATE!

**Prime Time
Livestock Video Sale
June 6, 2019
Contracts & Videos
Due May 30**

K&T Cattle Co.

Bulls *For Sale*

Angus, Hereford,
Charolais & SimAngus
Two-Year Old Bulls

EPD's and Delivery Available!







Call to discuss price and availability 417-850-5470!

K&T CATTLE CO.



Kevin & Trish
Charleston
Reeds, MO



Find us on
Facebook!

Find more pictures and
information on our page!

www.ktcattleco.com

TRENDING NOW

Under Construction

Southwest Center makes progress on new conference center building project

If you have passed by the MU Southwest Research Center lately, you have probably noticed the construction of a new building just to the west of the existing Southwest Center office building. This under-construction education and conference facility will allow us to increase our mission of research, engagement, education and outreach by expanding our events and having a larger place to host events, trainings, workshops and meetings.

The MU College of Agriculture, Food and Natural Resources

has made an investment in southwest Missouri with this new facility. Southwest Missouri is very important to the University of Missouri. This investment in the community will pay dividends for years into the future. This facility will also allow the university to hold recruiting events in a more central location in southwest Missouri, reaching more students in the four-state area. The Southwest Center will also be able to add three more contests to our annual FFA spring practice contest workshop

CONTINUED ON NEXT PAGE

The Vehige Family Est. 1993

T Bar S Cattle Co.

Registered Gelbvieh and Balancer cattle

FIELD DAY

Farm and Herd Tours | Lunch Provided | Guest Speakers

MAY 11, 2019

Join us from 11:00 a.m. - 3:00 p.m.
761 State Highway 413, Billings, MO 65610

There will be fall-born show prospects for sale!

Contact Justin Vehige at (573) 690- 3813 or Tom Vehige at (417) 772-2002 for more information. Visit our Facebook page for event updates.
We hope to see you soon!

NEWBOLD & NEWBOLD PC

Certified Public Accountants Est. 1970

- PAYROLL
- FARM TAXES
- ACCOUNTING
- CONSULTING

James E. Newbold, CPA
Kevin J. Newbold, CPA
Kristi D. Newbold, CPA

www.newboldnewbold.com
1402 S. Elliott Ave. • Aurora, Missouri
417.678.5191

**UNDER CONSTRUCTION
FROM PREVIOUS PAGE**

in March, have more indoor speaking areas for our annual Field Day, and host more MU Extension workshops, meetings, conferences, etc.

With this building, the Southwest Center will be able to host a wide variety of meetings that are beyond the scale of the current meeting room. With a meeting space of 3,800 square feet that can be separated into three smaller rooms, there will be flexibility to host many events from small gatherings to large meetings. In addition, this structure will house a catering kitchen, which the current facility does not have.

This building will be a state-of-the-art agricultural education center. It will provide a meeting place for the whole agricultural community of Southwest Missouri. With 20% of the state's land mass, the 22 counties the MU Southwest Research Center serves lead the state in many areas of agriculture. These counties accounted for 36% of animals and animal product sales in 2017, along with 33% of the state's beef cows and 57% of the dairy cows in the state. In 2017, 63% of chicken broiler sales in Missouri came from these 22 counties, along with 30% of the state's hay and haylage production.

Construction started before the first of the year and is expected to be completed by July of this year. We plan to be in this new facility for our annual Field Day in September 2019. With this project, the MU Southwest Research Center education facility has many sponsorship naming opportunities, including naming the building, meeting spaces and more. With an expected use of 10,000+ visitors annually, this is a great way to show your business's support of agriculture in southwest Missouri, or to honor your family or a loved one. All funds raised will go to the Southwest Research Center Endowment, which supports research projects at the center, and community outreach activities such as Ag Education and Field Days. Not interested in naming the building, but still want to support the center? Please

consider making a pledge or donation, and have your name recognized as a friend of the Southwest Center. You can make a gift at tinyurl.com/southwestcenter. Feel free to contact Southwest Research Center Superintendent David Cope at 417-466-2148 or cope@missouri.edu, to talk further about the project and naming recognition opportunities.

Note: A 5% assessment applies to all gifts, as is common practice among universities and nonprofit organizations nationwide. Campus personnel use this assessment to prepare tax information for the State of Missouri and for the federal government. This allows the center to rely on shared campus resources freeing up local staff's time and focus.

—Source: University of Missouri Southwest Center.



**Where Did
Your \$1
Checkoff Go?**

Details at
BQA.org
mobeeff.com
beefresource.org
Beefitswhatsfordinner.com

Stay up-to-date on everything at JRS



Elanco
Vira Shield

As Honest as the Day Is Long

With Vira Shield, you get honest, hard-working performance that you can use 30 days before breeding. Compared to Bovi-Shield[®], cows receiving Vira Shield had 6.5 percent higher first service conception rates.¹ Get all this and more from an inactivated vaccine that's been proven by research and trusted by producers for over 30 years.

OUR COMMITMENT TO YOU
You can depend on Elanco to have the right product to deliver the right protection at the right time. And, if you're not satisfied, Elanco will refund you for the cost of your purchase. That's the Elanco Cattle Vaccine Promise.

Talk to your Elanco representative or technical consultant about the honest, hard-working, proven protection of Vira Shield.

Elanco.us/ViraShield

The label contains complete use information, including cautions and warnings. Always read, understand and follow the label and use directions.
Vira Shield, Elanco and the diagonal bar logo are trademarks of Elanco or its affiliates. Other company and product names are trademarks of their respective owners.
©2018 Elanco or its affiliates.
¹Perry, G. et al. (2016). Safety of vaccination with an inactivated or modified live viral reproductive vaccine when compared to sterile saline in beef cows. *J. Vet. Sci. Res.*, 1(3), 000117.
vaccin 10596-2 | USBBUVSH00038

Elanco

PASTURE SEEN BETTER DAYS?

speedrite
A Datamars brand

Extreme Wire

S500 Geared Reel

**Solar Powered Electric Fencing.
Give your pasture the break it needs.**

800.433.3112 www.speedrite.com f @ t

TRENDING NOW

Cows for a Cause

Cattlemen raise over \$12,000 to support Crowder Aggies

By Samantha Athey

The sixth annual Crowder Aggie Calf Auction raised more than \$12,000 last week at the Joplin Regional Stockyards near Carthage, Missouri, to support Crowder College agriculture and veterinary technology students.

The weekly Wednesday Cow and Bull Sale paused while community members and area cattlemen bid on a Limousin calf and a grill and made donations.

The Limousin calf, donated by Gary and Linda Emmert at Flying E Ranch in Seneca, Missouri, sold for \$5,000. The grand total included the calf sale, donation bids from community members at the auction, pre-sale donations and sponsorships from area businesses.

“It’s a community effort,” said Dr. Ron Rogers, an area cattleman who has been involved with the event since the first calf auction fundraiser. “It’s a suc-



cess because of the community support behind the students at Crowder College.”

Rogers expressed appreciation to the Newton and McDonald County Cattlemen, Crowder College and Joplin Regional Stockyards for their involvement in

organizing the auction. Crowder agriculture students put in time and effort by halter breaking the calf prior to the auction.

Sponsors included Al’s Gas Company, Southwest Missouri Bank, State Farm Insurance – Fred Harris, Liberty Utilities - Empire District, Hunke Spray Service, B&M Tire, Cornerstone Bank, New Mac Electric, Animal Clinic of Diamond, Opal Foods Co-Op, Farm Talk Newspaper, Joplin Regional Stockyards and Whitehead Farm Supply. Many community members also donated at the calf auction.

At the event, the Newton and McDonald County Cattlemen’s Association presented the Crowder College Agriculture Division with an award celebrating the recent 50th annual Crowder Aggie Day for FFA students. The Newton and McDonald County Cattlemen’s Association also donated five calves to the Cash Moore Foundation to help underprivileged and needy children.

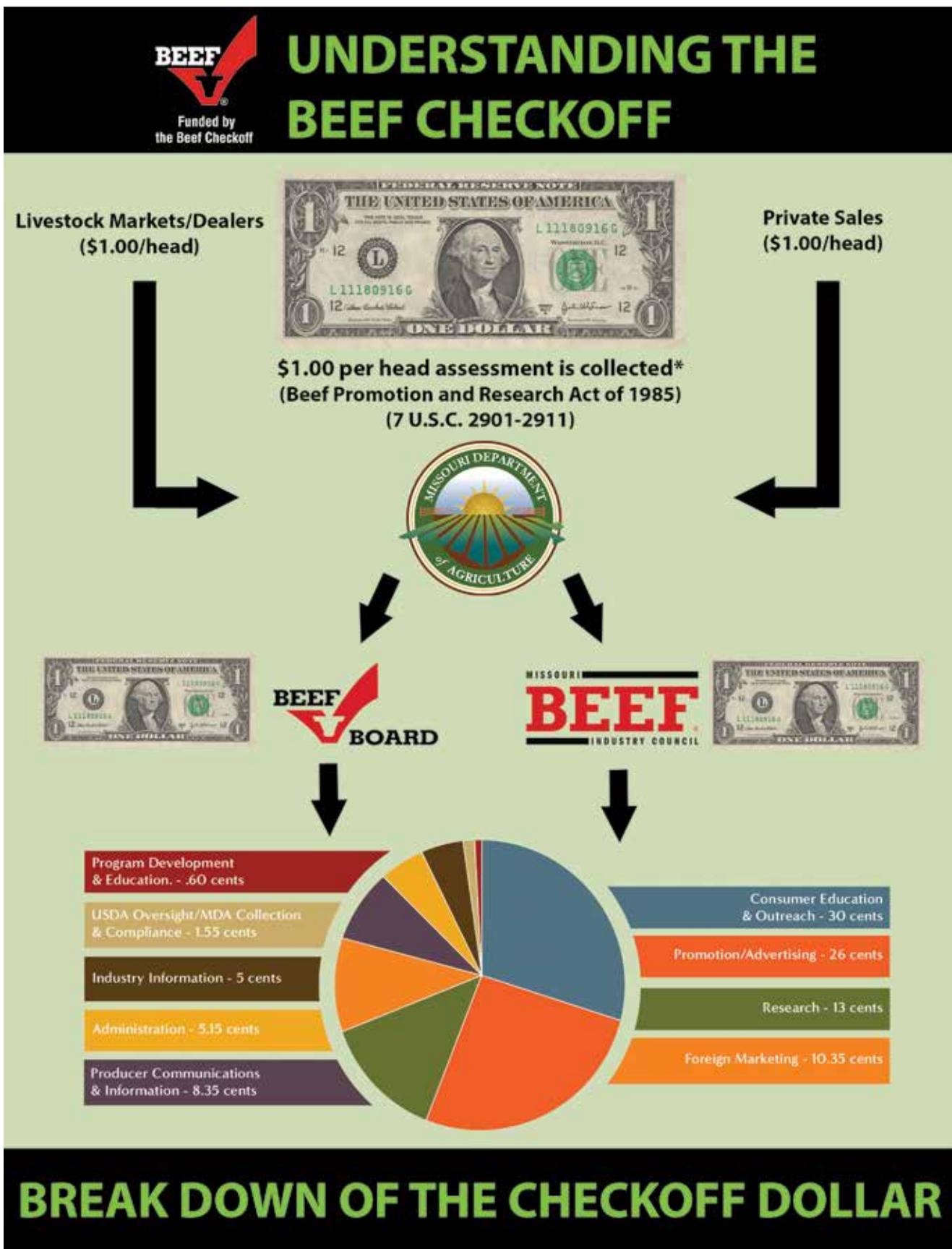
The proceeds from the auction and donations will support the Crowder Aggies and vet tech activities including professional and leadership development contests, experiential travel and national competitions.

Proceeds from previous years supported Crowder students in their recent successes at the National Professional Agriculture Students (PAS) Conference in Loveland, Colorado. Crowder students brought home over 20 awards in areas ranging from employment interview and career planning to agronomy, livestock management and equine science.

“Once again, the Crowder Aggies have proven that they are some of the best students in the country. The Ag Division is extremely proud to work with these future leaders of the ag industry,” said Jorge Zapata, Agriculture Division chair, in a press release with the results from the conference.

Mikayla Lund of Carthage, Missouri; Kendra Hayworth of Washburn, Missouri; and Emily Block of Carthage, Missouri, took home second in the nation in the equine science event, and Block was third high individual for the contest.

CONTINUED ON NEXT PAGE



**COWS FOR A CAUSE
FROM PREVIOUS PAGE**

The Crowder Aggies won the PAS National Championship in Agriculture Knowledge College Bowl. Team members were Cheston Stacy of Stockton, Missouri; Hilsden Moseley of Wheaton, Missouri; Nastasia Neier of Bella Vista, Arkansas; Chance Wallace of Seneca, Missouri; and Wyatt Graves of El Dorado Springs, Missouri.

Individual awards were given to:

- Sydney Delossantos of Washburn, Missouri: Third place in Employment Interview - Fruit and Vegetable Production.
- Cheston Stacy of Stockton, Missouri: First place in Career Progress - Horticulture, Environmental and Natural Resources.
- Hilsden Moseley of Wheaton, Missouri: First place in Career Progress - Agri-

culture Processing and Biotechnology.

- Nastasia Neier of Bella Vista, Arkansas: Second place in Career Progress - Non-Ruminant Animal Systems.
- Emilee Block of Carthage, Missouri: Second place in Career Progress - Retail Agribusiness Systems.
- Grace Box of Neosho, Missouri: Third place in Employment Interview - Landscaping and Nursery Design.
- Ashton Baker of Carl Junction, Missouri: Third place in Career Planning - Agriculture Education.

The Crowder Aggies also host events at the Roughrider Arena in Neosho, Missouri, throughout the year to raise money to support student activities. For more information, like the "Crowder Aggies" page on Facebook or contact Jorge Zapata at 417-455-5496.

JRS VALUE-ADDED CALF TAGS



**JRS CALF-VAC
SOURCED
(WHITE TAG)**

Calves must be born on producer's farm and given one round of shots within six weeks prior to sale date. These calves can be weaned but must still wear the calf-vac tag.

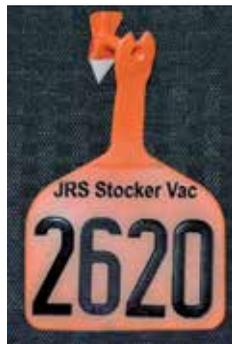
**JRS WEAN-VAC 45
NON-SOURCED
(GRAY TAG)**

Calves must be born on producer's farm and given two rounds of shots. The second round boosters must be given 2-5 weeks after the first round, modified-live vaccine is required for the booster shot. Cattle must be weaned for a minimum of 45 days.



**JRS WEAN-VAC 45
NON-SOURCED
(ORANGE TAG)**

Calves must be given two rounds of shots with the second round booster given 2-5 weeks after the first round, modified-live vaccine is required for the booster shot. These calves must be weaned a minimum of 45 days. This program is for stocker cattle that are purchased and weaned for a minimum of 45 days.



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

Administration Information: JRS recommends a good vaccination protocol - use name brand vaccines and wormers

PRODUCT ADMINISTERED		JRS Calf Vac Sourced
Vaccine Protocol	List Product & Brand in this column	1st Dose Date
Respiratory Virals IBR-BVD-P13-BRSV 1st Round MLV or Killed Booster Dose MLV only	1st	White Tag X
	2nd	
Clostridial/Blackleg		X
Haemophilus Somnus (Optional)		
Mannheimia (Pasteurella) Haemolytica		X
Parasite Control (Dewormer)		
Implant		

X indicates the vaccine is required and must be administered.

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

PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES _____ YES

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

Signature of either **OWNER/MANAGER** or **VETERINARIAN** is **REQUIRED**

Signature of Owner/Manager/Veterinarian _____

Ranch/Operation Name _____

Date _____

I wish to enroll in JRS Value Added Program

Check Protocol: JRS Calf / JRS Vac 45 / JRS /
 Vac Sourced / Weaned Sourced / Stocker Vac /

RANCH/OPERATION INFORMATION

Name cattle will be sold under _____
 Owner/Manager _____
 Address _____
 City _____ State _____ Zip _____
 Phone/Cell _____ Fax _____
 Field Representative _____

Marketing Information

Estimated Number of Steers _____ Estimated Number of Heifers _____
 Weaning Date, if applicable (mm/dd/yy) _____
 Approximate Marketing Date (mm/dd/yy) _____
 Approximate Sale Weight _____ lbs. to _____ lbs
 Breed _____

Check Marketing Choice:

- JRS Livestock Auction JRS Video Auction

Other Management Practice Information

Please check and date all that apply:

Castrated/spayed _____ (date) Dehorned _____ (date) Bunk broke _____ (date) Tank broke _____ (date) Guaranteed Open _____ day of Sale

Tags must be purchased through JRS _____ or a Complying Program such as MFA Health Track _____

Please attach proof of purchase and return documentation and completed form 10 DAYS PRIOR TO SELL DATE to:
 JRS Value Added Enrollment mailed to, P.O. Box 634, Carthage, MO 64836 or fax to 417-548-2370 - Can be scanned and
 email to markh@joplinstockyards.com: For more info or questions please call Mark Harmon at 417-316-0101 or office 417-
 548-2333. Info is also available on our website: www.joplinstockyards.com

COMPLETE FRONT AND BACK! INCOMPLETE FORMS WILL BE RETURNED!

Value-Added Feeder Cattle Sale

Thursday, June 27, 2019
 Wean Date: May 13

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

Administration Information: JRS recommends a good vaccination protocol - use name brand vaccines and wormers

PRODUCT ADMINISTERED	List Product & Brand in this column		JRS Vac 45 Weaned Source	
	1st	2nd	1st Dose Date	Booster Date
Respiratory Virals IBR-BVD-P13-BRSV 1st Round MLV or Killed Booster Dose MLV only	1st		X	Gray Tag
	2nd			X
Clostridial/Blackleg			X	X
Haemophilus Somnus (Optional)				
Mannheimia (Pasteurella) Haemolytica			X	
Parasite Control (Dewormer)			X	
Implant				

X indicates the vaccine is required and must be administered.

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

PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES _____ YES

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

Signature of either OWNER/MANAGER or VETERINARIAN is REQUIRED

Signature of Owner/Manager/Veterinarian _____ Ranch/Operation Name _____ Date _____

EVENT ROUNDUP

May

- 9 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: JRS office 417-548-2333 or
Colby Flatt, video manager, 620-870-9100
- 11 Harriman Santa Fe Complete Female Dispersal
Windsor Livestock Auction, Windsor, Missouri
FMI: 660-492-2504
- 11 Miss Mid America Futurity & Beefmaster Sale
Locust Grove, Oklahoma
FMI: 254-541-4643
- 11 T Bar S Cattle Co. Field Day
Billings, Missouri
FMI: 573-690-3813
- 15 2 p.m. Special Replacement Cow & Bull Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: JRS office 417-548-2333
- 17 Show-Me-Select Replacement Heifer Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-466-3102

June

- 4 Management-Intensive Grazing School
Neosho, Missouri
FMI: 417-451-1007, ext. 3
- 6 Prime Time Livestock Video Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: JRS office 417-548-2333 or
Colby Flatt, video manager, 620-870-9100

MISSOURI BEEF INDUSTRY COUNCIL DIRECTOR ELECTION LEGAL NOTICE

Notice is hereby given that the Director of Agriculture will be conducting an election to fill three positions on the Missouri Beef Industry Council Board of Directors. One regional council member is to be elected in each of Regions 1, 4 and At-Large. Terms of office are three years.

Any cattle producer within the specified regions of the State of Missouri who is producing cattle for market and the legal owner of one or more head of cattle becomes eligible to vote in the election by registering at his/her respective Farm Service Agency (FSA), or electronically at <http://mda.mo.gov/councils/> prior to July 19, 2019. Cattle producers who have voted in any of the previous three (3) elections are not required to register unless their address has changed.

The Missouri Department of Agriculture will mail ballots to registered producers Aug. 16, 2019. Ballots must be postmarked no later than Aug. 31, 2019 to be valid.

Any qualified producer may be nominated and have his/her name placed on the ballot provided the independent nomination is accompanied by petition of not fewer than 100 producers in the nominee's region and written permission of the candidate. Petitions must be delivered to the Director of Agriculture on or before July 19, 2019. Petition forms are available from the Missouri Department of Agriculture by calling 573-526-4620.

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

Administration Information: JRS recommends a good vaccination protocol - use name brand vaccines and wormers

Vaccine Protocol	List Product & Brand in this column		JRS Stocker Vac	
	1st	2nd	1st Dose Date	Booster Date
Respiratory Virals IBR-BVD-P13-BRSV 1st Round MLV or Killed Booster Dose MLV only	X		Orange	Tag
Clostridial/Blackleg		X		X
Haemophilus Somnus (Optional)				
Mannheimia (Pasteurella) Haemolytica		X		
Parasite Control (Dewormer)		X		
Implant				

X indicates the vaccine is required and must be administered.

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

PRODUCTS ADMINISTERED ACCORDING TO BQA GUIDELINES _____ YES

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

Signature of either OWNER/MANAGER or VETERINARIAN is **REQUIRED**

Signature of Owner/Manager/Veterinarian _____

Ranch/Operation Name _____

Date _____

Joplin Regional Stockyards

Get the complete Joplin Regional Stockyards Feeder Cattle Market Summary online at www.joplinstockyards.com.

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

Market Recap | Prime Time Livestock Video Sale

April 18, 2019 • Receipts 8,943

Demand moderate to good for this Prime Time Video Auction at The Joplin Regional Stockyards. The cattle offered are in Missouri, Kansas, Oklahoma Texas, Arkansas, and Florida. An eight cent slide or an 80 cent right slide and mostly a 2% but some with a 3% pencil shrink will apply. Deliveries are current through October 2019. Supply included 71 percent steers, 29 percent heifers, with 95 percent over 600 lbs. Current deliveries are cattle that will deliver up to 14 days from the last sale day of the video.

Southcentral States: Texas, Oklahoma, New Mexico

Feeder Steers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
92	550	550	180.50	180.50	Apr-May
63	800	800	152.00	152.00	May
362	850	850	148.75-149.00	148.91	May
800	900	900	136.75	136.75	May
63	825	825	147.50	147.50	May-Jun
60	850	850	143.50	143.50	May-Jun
55	935	935	135.00	135.00	May-Jun
58	875	875	151.50	151.50	Jun
124	825	825	153.00	153.00	Jun-Jul
60	850	850	147.00	147.00	Jun-Jul
57	900	900	145.00	145.00	Jun-Jul
70	725	725	155.50	155.50	Jul
186	850	850	150.00-153.00	152.03	Jul
206	925	925	145.00	145.00	Jul
34	750	750	156.00	156.00	Aug
63	800	800	152.50	152.50	Aug
480	850-870	865	150.00-152.00	150.34	Aug
63	800	800	152.00	152.00	Aug-Sep
60	850	850	152.00	152.00	Sep
63	800	800	154.00	154.00	Sep-Oct

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
65	775	775	145.00	145.00	Apr-May
355	850-875	866	138.50-139.50	139.15	May
58	875	875	130.50	130.50	May Brahman X
182	825	825	141.00	141.00	May-Jun
1600	850-885	878	140.50-141.00	140.59	May-Jun
159	800-825	810	145.50-149.00	146.99	Jun
60	875	875	144.50	144.50	Jun
55	900	900	137.25	137.25	Jun
63	800	800	149.00	149.00	Jul

Feeder Steers: Medium and Large 2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
176	850	850	139.50	139.50	May-Jun

Feeder Steers: Medium 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
70	700	700	140.10	140.10	May
122	810	810	132.00	132.00	May



Manage your risk
 with video marketing.
 For details, visit
primetimestock.com.

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
80	630	630	147.00	147.00	Current
201	750	750	138.80	138.80	Apr-May
118	835	835	142.00	142.00	May
120	825	825	135.00	135.00	May-Jun
285	740	740	141.50	141.50	Jun-Jul
130	775	775	143.50	143.50	Jul
136	775	775	146.00	146.00	Jul-Aug
34	700	700	146.00	146.00	Aug
200	750-776	758	143.00-145.00	144.35	Aug
160	650	650	150.25	150.25	Sep

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
168	565	565	151.50	151.50	Current
69	730	730	134.75	134.75	Current
126	775-795	785	127.50-130.00	128.77	Current
61	830	830	127.00	127.00	Current
65	775	775	132.00	132.00	May
63	810	810	136.00	136.00	May-Jun
128	790	790	137.50	137.50	Jun
31	800	800	133.50	133.50	Jun
66	775	775	137.00	137.00	Jun-Jul
80	650	650	146.00	146.00	Jul-Aug

Feeder Heifers: Medium 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
74	675	675	127.50	127.50	Apr-May

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
63	800	800	142.75	142.75	Current
124	825	825	148.00	148.00	May-Jun

Feeder Steers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
85	590	590	157.00	157.00	Jul-Aug
80	620	620	155.00	155.00	Jul-Aug

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
67	750	750	131.50	131.50	Current
62	780	780	137.00	137.00	May-Jun

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
83	600	600	140.00	140.00	Jul-Aug

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

MARKET WATCH

Market Recap | Feeder Cattle Auction

April 22, 2019 • Receipts 5,243

Compared to last week, feeders sold steady to 3.00 higher, except heifers under 550 lbs sold steady to 2.00 lower. The supply was nearly a total flip from last week with the majority of the cattle steers and a much larger percent over over 600 lbs. including several large strings. Demand was good. The supply was moderate with many of the cattle carrying very little flesh and suitable for grazing. Supply included: 100% Feeder Cattle (54% Steers, 40% Heifers, 5% Bulls). Feeder cattle supply over 600 lbs was 46%.

Feeder Steers: Medium and Large 1 300-400 lbs 195.00-210.00; 400-500 lbs 177.50-200.00; 500-600 lbs 177.00-184.00; 600-700 lbs 166.00-171.00, Thin Fleshed 178.00, 700-800 lbs 147.00-161.00; 800-900 lbs 141.00-150.50; 900-950 lbs 128.50.
Medium and Large 1-2 250-300 lbs 185.00-205.00; 300-400 lbs 175.00-195.00; 400-500 lbs 170.00-190.00; 500-600 lbs 170.00-177.00; 600-650 lbs 157.00-167.00; 700-800 lbs 140.00-148.00; 800-900 lbs 131.00-139.00; 900-1000 lbs 133.00-134.00.

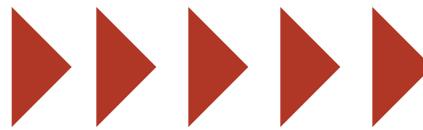
Feeder Heifers: Medium and Large 1 300-400 lbs 167.00-181.00; 400-500 lbs 157.00-165.00; 500-600 lbs 156.00-165.00; 600-700 lbs 142.50-153.00; 700-800 lbs 134.00-140.00; 800-850 lbs 132.50-134.00. **Medium and Large 1-2** 300-400 lbs 154.00-170.00; 400-500 lbs 150.00-157.00; thin fleshed 157.00-163.00; 500-600 lbs 142.00-156.00; 600-700 lbs 136.00-148.00; 700-800 lbs 127.00-133.50.

Feeder Bulls: Medium and Large 1 400-500 lbs 170.00-182.50; 500-600 lbs 157.50-168.00; 600-700 lbs 148.00-158.00; 850-900 lbs 116.00.

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

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	M/W	11:30 a.m.
KHOZ	900 AM	M/W	12:15 p.m.



SAVE THE DATE!

**Value-Added
Feeder Cattle Sale
June 27, 2019
Wean date: May 13**
See Value-Added Program forms on pages 41, 42 & 43 of this issue.

Selling your cattle shouldn't be a risky venture.
We're here to help with our **innovative marketing** strategies.

MANAGE YOUR RISK.

UPCOMING VIDEO SALES

MAY 9, 2019 AT JOPLIN REGIONAL STOCKYARDS
CONTRACTS AND VIDEOS DUE MAY 2

JUNE 6, 2019 AT JOPLIN REGIONAL STOCKYARDS
CONTRACTS AND VIDEOS DUE MAY 30

JULY 2, 2019 "THE BIG BANG" AT OUTSIDE VENUE
CONTRACTS AND VIDEOS DUE JUNE 21

Prime TIME
livestock video
a division of Joplin Regional Stockyards

JOPLIN REGIONAL STOCKYARDS
traditional values of innovative approach

Colby Flatt Video Mgr.
620.870.9100
DVAUCTION.COM
primetimestock.com

Skyler Moore 417.737.2615
Bailey Moore 417.540.4343
Jackie Moore 417.825.0948

Risk Management | Video Marketing

CAKE FEEDER GIVEAWAY



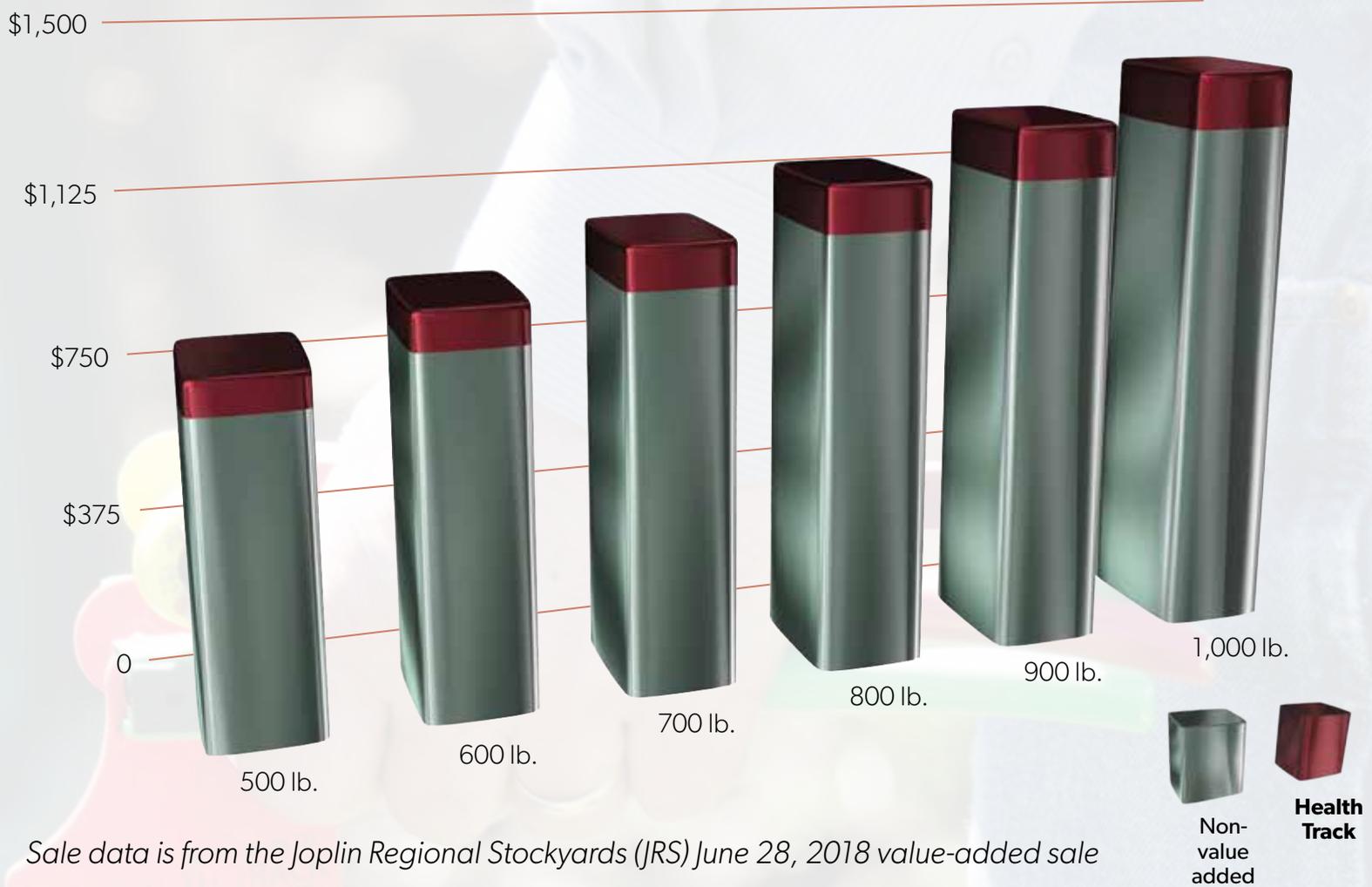
ONSITE REGISTRATION, MUST BE PRESENT TO WIN

Show Me Select Heifer Sale | May 17, 2019 | Joplin Regional Stockyards

The program pays.



Health Track Advantage



What makes MFA Health Track so successful? This Vac 45 preconditioning verification program combines nutrition, calf health protocols and expertise of MFA nutritionists and livestock specialists to offer producers and buyers proven value.

POWERCALF
MOBILE

Download MFA PowerCalf from your mobile app store.

Discover the added value of MFA Health Track.

For more information about Health Track products, please visit online at www.mfa-inc.com or call 573-876-5244.

