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CATTLEMEN'S NEWS



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ON THE BLOCK

The fat cattle trade has been dragging along, but we're finally seeing it rebound. Domestic demand and exports have both been good. The cattle market saw a typical October. Fleshy calves that come to market not weaned are hard to sell. Cattle that have been weaned 45 or 60 days are easy to sell. Until we can get past some of the weather issues with the rain and mud we've seen out west, it will weigh on the calves that have not been weaned. The yearling market and calves weighing more than 500 pounds that can go on feed has seen good trade. We have fewer of those cattle around because so many of them were sold early amid last summer's drought.

Replacement cow trade has been decent on the front end of those cattle. The slaughter cow market, though, is on its



tail end right now as we see a lot of cull cows being traded after fall weaning. I don't see that situation changing any for another 45 or 60 days until we get the cows cleaned up in the northern Plains. We'll likely see a jump in that market, but it will probably be another month or two before we see it. We're just in a jam on the cow and bull market, and there's no way around it.

Opportunity is still available to manage your risk with our Prime Time Livestock Video program if you want to background some cattle and sell them at a later time. We'll be hosting the Show-Me-Select Replacement Heifer Sale Nov. 16. That's always a great offering of cattle.

Good luck and God bless.

Jackie



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INSIDE THIS ISSUE

About the Cover

As fall harvest winds down, we tip our hat to our country's veterans. Thank you for your service. And, it's time to gear up for the fall breeding season. —Cover photo by Joann Pipkin.

Features

- 12 Building Your Herd's Foundation
- 20 The Most Bang for Your Buck
- 28 Prevention is Key
- 30 Temperament Trouble
- 36 Options Abound
- 44 Salute to Our Veterans

In Every Issue

- 3 View from the Block
- 6 On Target with Justin Sexten
- 8 Health Watch with Dr. David Rethorst
- 11 Home on the Farm with Anne Kennison
- 49 Event Roundup
- 52 Market Watch



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ON TARGET

Quality in the Cow Herd

Analyze your cull cows to improve your future

Story by Justin Sexten



When you think of a “quality” cowherd, I suspect you see easy-fleshing cows with 500- to 600-pound calves, each born unassisted in a 60-day window. A dream to handle, docile in every case, never a stray missing the gate. Calves top the market, and feeders fight over who will own them every year

That’s a pretty good picture, but let’s widen the view to a quality survey reported by McKensie Harris and others in the 2016 Market Cow Report of the National Beef Quality Audit (NBQA). It does not conjure picturesque or pastoral scenes, but some interesting quality trends did emerge.

Market cows, the culls you sell, are a key source of lean trimmings to the beef supply chain and often represent 15 to 25 percent of gross income. However, the decision to sell a cow is not an active management choice in most operations. Commercial cattlemen market cows as a by-product of the cow’s inability to remain productive, not because they want to increase income from cull cows.

That’s certainly different from the feeder and fed cattle scene. For one thing, those cows reflect delayed genetic trends in the herd, assuming the culls are older than average. The previous market cow NBQA was in 2007, conducted prior to a significant drought and culling across the U.S. The 2016 report offers insight as to how genetics within the commercial herd have changed relative to type and carcass characteristics, due to management and drought-induced culling.

Today, the percentage of Angus-type fed cattle hovers around 68 percent, a com-

CONTINUED ON NEXT PAGE



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QUALITY IN THE COW HERD FROM PREVIOUS PAGE

parable number to the 2016 market cow report that suggests 68 percent of cows and 67 percent of bulls were Angus type. That's a sizable increase in Angus influence, considering the 2007 report from John Nicholson and others indicated 44 percent of market cows and 52 percent of market bulls were predominately black-hided—just nine years earlier.

The genetic trend for marbling has increased for most breeds regardless of hide color. While neither market cows nor bulls are managed to express genetic potential for marbling, the 30-unit increase in average marbling score (about 1/3 of a quality grade) from 2007 to 2016 confirms the commercial cow herd has improved in quality potential. Besides that 30-unit marbling increase, distribu-

signal the potential for continued increases in average quality grade.

NBQA herd changes were not limited to marbling potential. Market cow carcass weights increased by 50 pounds over the nine years, with ribeyes increased by 0.45 square inches. That's a product of the larger carcass rather than more heavily muscled cows.

Cows can still get better, obviously: 21 percent of them were marketed at a light muscle score, reducing beef yield and increasing the chance of harvest lameness. The fall season offers benefits for a short-term feeding period in which cows can put on weight

quickly and generally move to a more favorable marketing window. Keep in mind, feed efficiency tends to worsen with older cows and the longer length of feeding, so have a marketing plan in place.

Before entertaining a cow-feeding enterprise, check two things: teeth and pregnancy. Fourteen percent of the market cows in the NBQA had worn or broken teeth, which makes them poor feeding candidates. Better candidates but perhaps wrongly classified were the 17 percent of cows pregnant when sold. A short feeding period may not only improve cull-cow quality, but also offers a chance for one more pregnancy check be-

fore marketing. If these late-discovery bred cows don't fit your ideal 60-day calving window, they certainly have more value for somebody as bred rather than thin, open cows.

Cull cows can serve as a good indicator, given the NBQA data, of where the beef community has improved and what challenges remain. In your herd, cull cows are a reflection of what doesn't work in your system. Understanding how she got there offers a path to a higher quality cow herd.

—Justin Sexten is director of supply development for Certified Angus Beef, LLC.

Market cows or culls are a key source of lean trimmings to the beef supply chain and often represent 15 to 25 percent of gross income.

tion of marbling scores also improved, moving a greater percentage of cows toward higher scores.

While skewed toward quality, cows fit every marbling category with 2.8 percent with enough to grade Prime, between slightly abundant to abundant marbling. It's hard to argue the Prime target is too lofty a goal for fed cattle when nearly 3 percent of cull market cows achieved that level of marbling for prime. Remember, they likely represented a delayed genetic trend, and the report is already two years old. Market cows cannot qualify for Prime due to advanced maturity, but today's overall genetic and herd management

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DEALER INQUIRY INVITED

Ask the Tough Questions

Systems thinking applied to the cowherd

Story by David Rethorst for Cattlemen's News

Recently, I received a call from a young veterinarian that I mentor asking about a plan that a producer she works for had for his cowherd this fall. Long-term, she did not believe the plan seemed sound, so she was seeking advice on how to respond to the producer.

This producer was facing wet weather causing fall harvest and wheat planting to be delayed. His plan for the cowherd was to leave the calves on the cows until the first of the year so he did not have to deal with weaning and feeding calves while dealing with fall crop work. My reply was based on

the premise that when evaluating plans such as this, one must look at the impact of the plan on the entire production system and not just on that small part of the system that deals with weaning and post-weaning care.

Systems thinking, which looks at impact of proposed change in a system by evaluating the intended and unintended consequences of the change. The more common way of thinking is linear thinking, which says, "We want this outcome, so we are making this change." Linear thinking does not look at consequences of change other than the desired one.

If we look at the plan mentioned earlier using systems thinking, the intended consequence of leaving the calves on the cows for an three extra months is to reduce cowherd labor requirements during fall harvest and planting. The

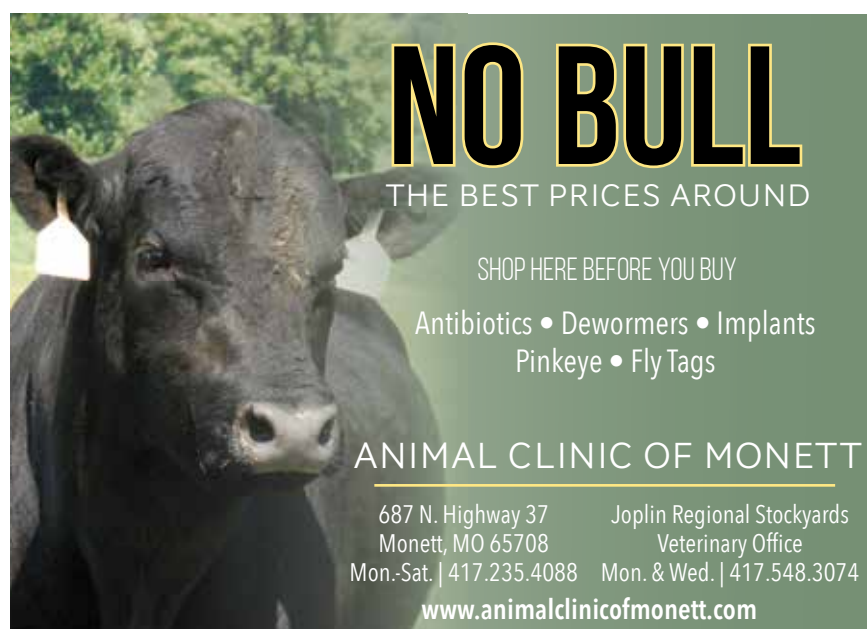
unintended consequences of leaving calves on cows grazing dormant native pasture or crop residue include: 1. The calves are not going to gain as much weight and in some cases might actually lose weight. 2. The cows will most likely lose weight. This means the cows will go into calving in a less than optimal body condition score, which will impact colostrum quality and affect calf health next year. 3. Fetal stress created in this scenario can impact lifetime health and performance of the in-utero calves. 4. Thin cows going into calving usually results in thin cows as breeding season begins, resulting in delayed conception or more open cows. 5. Delayed conception will result in lighter calves next year.

In another example of systems thinking, let's take a look at weaning-associated respiratory disease that occurs each year in certain herds with high morbidity and varying mortality. While this example looks at respiratory disease, the same type of discussion could apply to reproductive or any other nagging problem in a herd.

We have become a generation of bug chasers in that we believe Mannheimia causes bovine respiratory disease (BRD), Mycoplasma causes chronic pneumonia and arthritis, Moraxella causes pinkeye, and the list goes on. As a result, we tend to look for new vaccines or new, more powerful antibiotics as the solution to our issues. Mannheimia, Mycoplasma, Moraxella and Pasteurella are all normal inhabitants of the bovine respiratory tract starting at an early age, as early as day two in a study I saw this summer. If these pathogens are associated with disease, then what allows a normal inhabitant to be involved with disease? I have come to realize that calves get sick for two reasons. They are either overwhelmed with a pathogen or they have a suppressed immune system.

It seems unlikely that calves weaned on the ranch are overwhelmed by a pathogen, so the challenge becomes figuring out the cause of the immunosuppression. Many discussions related to the causes of immunosuppression include topics

CONTINUED ON NEXT PAGE

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ASK THE TOUGH QUESTIONS • FROM PREVIOUS PAGE

such as persistently infected bovine viral diarrhea (BVD-PI), trace mineral levels and cowherd vaccination. These chronic cases require looking critically at the entire production system, not just the weaned calf portion of the system. Ask a lot of questions. Is late gestation nutrition adequate? Is protein being supplemented? Is trace mineral being supplemented? What are the sources of trace mineral? If a cow is trace mineral deficient in late gestation, will the calf be trace mineral deficient at birth, and will immune system function be sub-optimal? This can impact calf health through the feedyard. What is the cow's body condition score at calving? What's the water quality? Are high iron or sulfate an issue? Does the cow have shelter during calving? What about biosecurity? What's her nutrition program post-calving? What about forage quality and mineral consumption during summer? In regard to the calf, what viral vaccines are given at spring branding? Is Endotoxin stacking from too many Gram-negative vaccines in close proximity to one another? Is antigen interference created by modified live vaccines in a naive calf creating poor Gram-negative response? What's the impact of internal parasites on immune function? Is too much viral vaccine given in close proximity to one another?

Developing the mindset that herd-level problems such as BRD are clinical signs that there is an underlying problem in the production system and investigating in this manner is critical in solving these chronic problems.

My goal with this column is to get you to look at the big picture. In other words, I hope to stimulate systems thinking. Many details could be added to this discussion. If you experience a respiratory disease break in your calves, then the key is to not only manage the break but also ask the question, "What was the first domino that fell?" Many times, scours breaks or respiratory disease breaks can be traced to an event during pregnancy. Usually, they are multifactorial.

Implementation of sound animal husbandry practices can many times be done with little or no additional cash expenditure. It's about managing the ranch resources while providing for the basic needs of the animal. If attention is paid to basic needs from conception to weaning, the number of calves weaned per cow exposed can be raised, thus creating more value for you—the producer. Improving reproductive performance in the cowherd should offer a quicker change in supply than changing supply by heifer retention alone.

Ask a lot of questions. Be cognizant of the details. Look for the arrow and the measuring spoon in the FedEx logo. Find a veterinarian that understands systems thinking and shows he or she truly cares by being willing to ask the tough questions.

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

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PROFIT TIPS

1 **Defer grazing** of stockpiled cool-season grasses until late November or early December.

2 **Forage test hay** to determine nutrient value. This will provide much needed information when determining the proper supplementation program.

3 **Sort cows** into winter feeding groups. Cows should be grouped according to stage of production and/or body condition score (BCS). Cows in thin body condition will require additional supplementation to make sure they are in a BCS 5 to 6 by calving.

—Source: University of Arkansas Research and Extension.



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2019: Expect Slight Rise in Global Beef Production

U.S., global beef trade update

Story by Derrell S. Peel

U.S. beef trade continued the impressive performance of recent months in the latest monthly trade data for August. Total monthly U.S. beef exports were up 9.0 percent with a year to date total up 14.2 percent year over year. For the year to date, Japan has a 28.8 percent share of U.S. beef exports followed by South Korea at 20.6 percent.

No. 3 market Mexico has a year to date share of 14.1 percent; followed by Canada at 9.7 percent and Hong Kong at 8.9 percent. Taiwan accounts for 5.7 percent of total beef exports.

Unsurprisingly, fledgling U.S. beef exports to China have faltered with the trade war. U.S. beef exports to China in August were down from the prior month and represented 0.47 percent of August U.S. beef exports. Monthly beef exports to China have decreased 47.5 percent since the pre-tariff May peak.

Total U.S. beef imports were down 3.4 percent year over year in August and are unchanged for the year to date in 2018. Canada represents the largest share of U.S. beef imports at 24.9 percent for the first eight months of the year followed by New Zealand with a 23.3 percent share; Australia with a 21.4 percent share; and Mexico at 16.2 percent of total U.S. beef imports for the year to date.

USDA's Foreign Agricultural Service released the bi-annual Livestock and Poultry: World Markets and Trade report last week with 2019 forecasts for beef production, consumption and trade among major global participants in those markets. Overall, global beef production is forecast to increase slightly in 2019, while beef exports are essentially unchanged. Beef imports among major importing countries are forecast to increase three to four percent in 2019. The top five beef producing countries are the U.S.; Brazil; European Union; China and India. Major beef exporting countries include Brazil at No. 1; followed by India; Australia; U.S.; and New Zealand. The U.S. remains the top beef importing country; followed by China; Japan; Hong Kong; and South Korea.

Brazil beef exports are projected to increase nearly five percent year over year in 2019; putting Brazil solidly back on top as the leading global beef exporting country. Meanwhile, India, which exceeded Brazil as the largest beef exporter in 2014-2016, declined in 2018 year over year and is projected to decline again in 2019. Australia, which has struggled to recover from earlier drought, is in drought once again and is forecast to see year over year declines in beef exports in 2019. U.S. beef exports are forecast to show modest growth year over year in 2019.

U.S. beef imports have changed little since 2016 though USDA forecasts show a slight increase in U.S. beef imports in 2019. Other analysts forecast little change or even a slight decline in U.S. beef imports in 2019. No. 2 beef importer China continues to increase year over year and is closing the gap with the U.S. China could be the largest beef importing country in 2020 or even in 2019 if U.S. beef imports decline and China reaches or exceeds current forecasts. Japan, Hong Kong and South Korea are all projected to increase beef imports in 2019.

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

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We are in the last 90 days of 2018. Um. Yikes!

In my mind, I should still be in the late 1990s in high school. But, nope. Here I am approaching 36 years old at the end of this year. 2019? How is this even possible?

A few weeks ago, I ran across a popular blogger and author preaching to her followers to get moving and stay moving and finish this year out strong. She said not to let the approaching holidays make you complacent. Do not go into this last leg of the year with the mentality that it can all be fixed in January. Use the last 90 days to finish your goals. (Google Rachel Hollis if you want to know more.)

This really spoke to my middle-aged self. Life has been a whirlwind. The older I get, the more tired I am. The less motivated I am in the area of scales and waistlines. As you can imagine, this has left my body in a shape not conducive to confidence: round.

So, I decided to jump on the bandwagon.

My last 90 days of 2018 — my last days of 35 — will be spent losing some poundage. My goal is to lose or shed or discard 20 to 30 pounds. Any weight loss will be better than the anything-goes style I usually fly into winter with.

I typically have no problem losing weight. It falls off quickly (not bragging) because unfortunately I can find the weight as quickly as I can lose it. Maintenance. That's where I stink. That's where I fail. I swing back and forth. I will eat like a health book for three months and then a truck driver for the next nine months. Something has got to change.

The more extreme the diet, the better it works with my black and white personality. Whole30 was a lifesaver for me. To sum it up, you remove ALL traces of these ingredients from your diet for 30 full days: sugar (including natural ones like honey and maple syrup), grains, legumes, soy and dairy. No exceptions. One bite will start your 30 days over.

Whole30 is not a typical diet. It is not designed for weight loss. Most people do lose weight, but it's more to take control over your food addictions and to see if you have any underlying sensitivities to these foods. After your initial 30 days, you are guided in a reintroduction program. You keep track of your reactions to see what works for you and what makes you feel terrible.

I've completed four Whole30s. One time I went over 100 days without any of the above ingredients. That stint changed my life. My adult-onset acne cleared up. My stomach issues settled. My moods leveled. I went from getting hangry every few hours to having even blood-sugar levels.


After living through this type of eating style and having food sensitivity testing I know now that I have a high sensitivity to many things that Whole30 eliminated. That must be why I felt so great on it!

So my plan now is to not go back on Whole30 but to approach this as more of a food sensitivity issue. I've been mostly avoiding the food on my list (gluten, wheat, dairy, all potatoes, carrots, soy and some other random foods. I've been trying to move — to just get in my steps. This is hard when you work a desk job in the early morning and then homeschool most of the rest

of the day. But I'm not going to quit. Some is better than none. I've also been attempting to drink a gallon of water a day.

I began this diet the first week of October. At this writing we have about 75 days left in 2018. I've lost exactly 5 pounds so far, which is great! I'm sure most of that is water weight after reduced inflammation from avoiding foods to which I'm sensitive. It's amazing how much better the body feels!

Hopefully my body will respond by shedding some fluff, I will feel better, AND I will find a maintainable lifestyle.

Here's to 2019! Bring it on! 



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Building the Herd's Foundation

Pre-breeding exams create stability in heifer management

Story by Rebecca Mettler for Cattlemen's News

Successful management of replacement females can be likened to a child's game of tower building with alphabet blocks. So many blocks are stacked high and begging for gravity to bring them down. A solid foundation is critical for survival in the game, and one wrong move can bring the whole stack tumbling to the ground.

A solid foundation in heifer management begins long before weaning and stretches well past the calving date. But, let's back up to somewhere in the middle and talk pre-breeding. Have you done everything you can to make sure those heifers are ready to take the next step in becoming a valued asset in your cowherd?

Reproductive tract scoring and pelvic measurements are relatively easy and cost-effective actions to ensure yearling heifers are capable of becoming pregnant and then calve without difficulty. It also allows producers to identify heifers who might already be pregnant and those freemartins. Heifers can be old enough, weigh enough and look the part, but that's not a guarantee that they are ready for breeding season.

"Producers should be reproductive tract scoring to make sure heifers are ready to go and get bred in a timely fashion," said Voyd Brown, DVM, Barry County Veterinary Service, Cassville, Missouri. Brown spends a lot of time in the fall performing pre-breeding heifer examinations, which includes reproductive tract scoring and pelvic measurement.

Data clearly shows that heifers that get bred during the front end of the breeding season are more likely to have a longer lifetime in production, so knowing the pubertal status of a heifer prior to breeding gives her a better shot of conceiving earlier.

"The advantage almost gives you an extra calf by the time she leaves the herd," Brown said.

Palpating for reproductive tract scores (RTS) requires a trained professional to make an objective decision regarding the maturity of a heifer's reproductive tract by examining the uterine horns and ovaries. Scores are ranked from 1 (immature) to 5 (cycling).

Pre-breeding heifer examinations should be completed when heifers reach 12 to 14 months of age and 30 to 45 days before the breeding season begins. The timing allows for producers to get an accurate snapshot of where the heifers' maturity will be once the breeding season begins while allowing for enough time to make management changes if heifers aren't where they need to be.

Before going into the breeding season, Brown suggests pro-

ducers target 100 percent 3, 4 or 5 RTS as a basis, but the goal gets more specific depending on the breeding scenario.

"If I'm going to do a 5-day CIDR protocol, I want all of those girls to be 4s and 5s," Brown explains. "With a 14-day CIDR protocol, we can handle 50 percent 3s and the rest 4 and 5."

Nutrition is a critical component to the pubertal status of a heifer and can make the difference between cycling or not. Poor nutrition can also affect the female's pelvic size, which can increase the incidences of or degree of calving difficulty.

"A lot of the times producers will have a group of heifers and put them on the backburner," Brown says. "They may have been feeding them, but not enough and their tract scores will point that out."

Brown reports a 5 percent pre-breeding heifer examination fail rate with his clients who stay on top of the nutritional component and do a good job developing heifers. The statistic includes culling for tract scores, free martins, pregnancy and pelvic size.

"Clients who don't pay as much attention to nutrition can have much greater than 5 percent

cull rate," he says. "It's not unusual to see 30 percent cull rate due to nutrition."

While a high cull rate is not ideal, in some cases the problem can be remedied before the breeding season. Heifers with RTS of 2 or 3 can be moved to 3, 4 and 5 with a nutritional boost during the 30- to 45-day window prior to breeding, according to Brown.

What's the holdup?

Brown believes that producers' hesitancy to perform heifer examinations is due to lack of understanding the value this added information brings to the table. He said one of his clients said it best when they calculated that the cost of \$5 per head for heifer examinations on 30 head costs less than one emergency call for calving difficulty.

A large percentage of calving difficulty within a group of first-calf heifers, provided the producer made an appropriate bull selection decision, could indicate that pelvic measurements aren't up to par.

Paying close attention to the calving distribution throughout the calving season can also indicate mismanagement prior to the breeding season. Ideally, producers should target at minimum 70 percent of calves to be born within the first 21 days of the calving season followed by 20 percent in the second 21 days and 10 percent or less during the last 21 days. Several factors can be to blame when herds don't fall into this trend line, including the heifers' sexual maturity.

"Maybe you had bull trouble or your heifers weren't ready when the bulls were turned in," Brown said.

In the end, heifer management is hard enough, why make it a bigger game of chance than it has to be. The information gathered from reproductive tract scores and pelvic measurements can keep producers from making a miscalculated judgment that sends their herd's building blocks crashing down.



Planting the Seed

Ag Education on the Move™ shares agriculture's story

Missouri Farmers Care's Ag Education on the Move™ (AEOTM) program continues to expand, with a mission to share the important message of agriculture with young people.

"We are several generations removed from the farm," says Luella Gregory, director, Ag Education on the Move. "It is so important to plant

a seed with young people to create a foundation of facts and learning experiences early. We want students and adults to connect the dots and think about the journey of their hamburger and carton of milk and how technology has played a positive role for all."

AEOTM is a 10-week third-grade education program that teaches students about crops, livestock, nutrition, soil and water conservation and careers in agriculture. Through member resources and collaboration, passionate educators serve as a vehicle to ensure the important message is delivered to students. Participants receive one hour of agriculture education once a week for 10 weeks. Missouri FFA members serve as AEOTM Educators in Agri-Ready counties, providing a unique opportunity for both FFA member and student.

The program's lessons meet standards and objectives in the classroom, while inte-



grating technology, STEM activities and virtual farm tour experiences. Participants plant soybean seeds, make butter, explore beef byproducts and nutrition, calculate feed rations and more.

In addition to in-classroom programming, AEOTM teams up with the Department of Education to host a unique career in agriculture series. This day of professional development offers a glimpse into agronomy, meat processing, trade, mechanical, engineering, marketing and more. Tours also highlight entrepreneurial opportunities in rural communities and give educators a chance to visit agribusiness employers in their region.

To learn more about the program or to explore ways you can get involved, please contact Luella Gregory at info@agmoves.com

AEOTM is an educational effort through Missouri Farmers Care, funded partially by Missouri soybean farmers and Missouri beef producers and their checkoffs.

—Source: Missouri Farmers Care is a joint effort by Missouri's farming and agriculture community to stand together for the men and women who provide the food and jobs on which our community depends. Missouri Farmers Care implements activities to promote the continued growth of Missouri agriculture and rural communities through coordinated communication, education and advocacy.



November, December Special and Christmas Sale Schedule

Fri., Nov. 16

Show-Me-Select Heifer Sale

Mon., Nov. 26

Yearling Highlight Sale

Thurs., Dec. 6

Value-Added Feeder Cattle Sale
Prime Time Livestock Video Sale to follow

Mon., Dec. 17, 2018

Feeder Cattle Sale

Wed., Dec. 19, 2018 (last sale of 2018)

Cow & Bull Sale

Dec. 20-31 2018

CLOSED FOR CHRISTMAS

Tues., Jan. 1, 2019

Open to Receive Cattle

Wed., Jan. 2, 2019

Cow & Bull Sale

Thurs., Jan. 3, 2019

Value-Added Feeder Sale

TRENDING NOW

Protect Your Forage

Deadline nears for forage insurance; use on the rise

Crop insurance? Sure. Forage insurance? Not so much. Recent droughts and short hay crops brought attention to forage losses.

Pasture, rangeland and forage (PRF) insurance started in 2009. But offerings didn't attract many buyers until recent dry spells, says University of Missouri economist Ryan Milhollin.

Farmers face a looming deadline of Nov. 15 for PRF insurance next year.

Not many insurance buyers were interested in the 2012 drought, Milhollin says. Those who bought forage insurance received \$3.81 back for a dollar paid in premiums when averaged across the state.

That stirred interest. The next year, insured acres tripled in Missouri.

By last year, insured acres grew tenfold.

PRF insurance comes from the USDA Risk Management Agency.

"Crop insurance agents are the best source of information," Milhollin says.

He admits details can seem complex.

Agents help customize coverage to fit a farm's need. Loss payments are not based on actual production. Instead, payout is triggered by a rainfall index for a region.

Pay comes when rainfall drops below a coverage level in the long-term rainfall index.

The rain index is not based on actual rain at the insured farm. It averages data from nearby weather stations. It could be that a farmer incurs forage loss on a field but isn't paid.

Premiums go up as coverage increases. Amount of coverage varies by intended use and location. County base values for grazing range from \$37.50 to \$63.60 per acre in Missouri. Options exist for dryland hay, irrigated hay and organic hay acres as well. Also, producers can increase their coverage up to 150 percent of the county base value for more productive land and forages.

Rainfall grids don't follow state or county geographic lines. Grids are about 17 miles by 13 miles across Missouri. Those buying insurance pick a grid for the insured pasture or hayfield.

Farmers elect their own rainfall coverage. Those vary from 70 to 90 percent of the expected rainfall index. Federal subsidies differ by coverage. Cost-share covers 51 percent on 90 percent coverage, but pays 59 percent on 70 or 75 percent coverage.

Here's another twist: You pick two-month increments to cover in the year for your policy. January-February differs from July-August, as might be expected.

With the complexity, Milhollin urges farmers to contact local crop insurance vendors soon. Go in before the Nov. 15 deadline.

The Risk Management Agency website lists agents by state and county. MU Extension specialists have general information. An MU Extension guide on PRF insurance is available for free download at extension.missouri.edu/p/G457.

Crop insurance agents help farmers understand options and purchase this insurance.

—Source: University of Missouri Extension News.



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TRENDING NOW

Cattle Industry: Flexibility Needed in Hours of Service

Well-being of driver and animals are both important

At a public listening session hosted by the Federal Motor Carrier Safety Administration (FMCSA), the National Cattlemen's Beef Association (NCBA) called for additional flexibility on Hours of Service rules for livestock haulers. NCBA President Kevin Kester and Executive Director of Government Affairs Allison Rivera delivered the group's message at the U.S. Department of Transportation's headquarters in Washington.

"The current Hours of Service framework is incompatible with the realities of livestock hauling," said Kester. "Drivers of our livestock need to be alert and safe, while also cognizant of the welfare of the animals they are hauling. We want them to rest as needed, instead of racing against the clock."

The comments emphasized the need for a regulatory framework that encourages drivers to rest when they are tired. Under the status quo, drivers are incentivized to "push through" fatigue due to overly restrictive Hours of Service rules.

Rules require a livestock hauler to rest for 10 consecutive hours once they reach their maximum on-duty drive time of 11 hours. When a driver

"runs out of time" while hauling live animals, they are given the grim prospects of unloading the livestock or leaving them on the trailer for a 10-hour stretch. Both options present serious logistical and animal welfare challenges.

NCBA comments encouraged FMCSA to provide livestock haulers with the flexibility of a split sleeper berth program that would allow for shorter rest periods of two or three hours during a trip, until the 10 hours of total rest has been reached.

While stopping for a 10-hour period with a load of livestock is rarely feasible, allowing multiple rest periods of two or three hours would enable livestock haulers to get the rest they need while maintaining the health and well-being of animals in their care.

"In the livestock hauling world, common sense flexibility is everything," said Rivera. "This need for flexibility comes from the fact that livestock haulers not only have to be concerned with the safety of themselves and other drivers on the road, but also the welfare of the live animals they are transporting."

—Source: Missouri Cattlemen's Association Prime Cuts.

SHOW-ME-SELECT™ Replacement Heifer Sale



7 p.m. • Nov. 16, 2018

Joplin Regional Stockyards

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

330 Crossbred & Purebred Heifers

Breeds & crosses include: Angus, Hereford, Gelbvieh, Red Angus, Simmental and Balancer. About 50% are black or black whiteface and 50% 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 and LiveAuctions.tv.

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 found negative for BVD-PI.
- Heifers will calve from mid-Jan. to April 30 and were preg-checked within 30 days of the sale.

Consignors Include:

John Wheeler, Marionville; Kathy Wheeler, Marionville; Denlow Valley Ranch, Norwood; Mast Farms, Lamar; Kunkel Farms, Neosho; Roger Draeger, Webb City; 417 Produce, Mount Vernon; Robert Miller, Aurora; Weber Cattle Co., Lamar; Mahan Farms, Pottersville; Gilmore Farms, Aurora; Mark McFarland, Stella; Tony Friga, Pomona; Circle S Chicks, Stark City; Goodnight Angus Farms, Carthage; and Sam Schaumann, Billings.

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MANAGEMENT MATTERS

When is She Too Old?

A look at cow age and productivity

Story by Glenn Selk

At cow-culling time, producers often face some tough decisions. Optimum culling of the herd seems to require a sharp crystal ball that could see into the future.

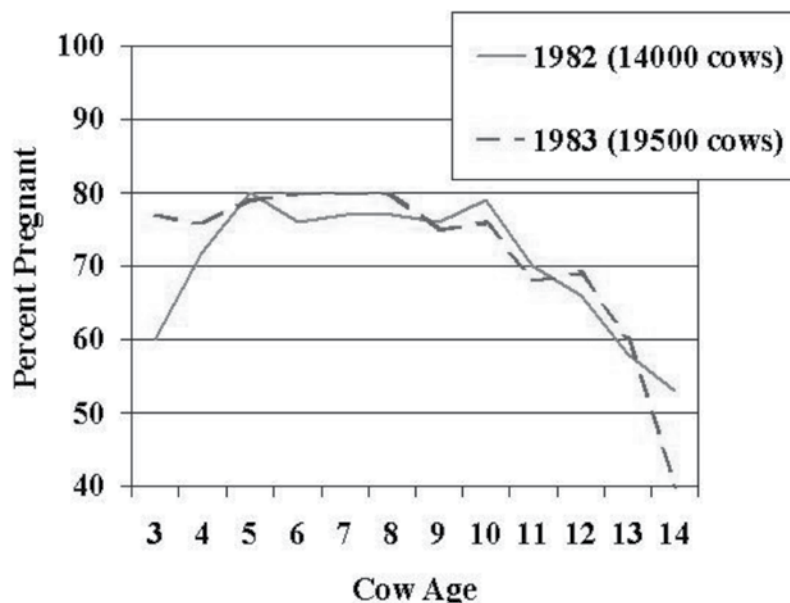
If rainfall allows forage growth to be adequate, keeping an older cow to have another calf to wean next year is tempting. Is she good for another year? Will she keep enough body condition through the winter to rebreed next year? Is her mouth sound so that she can harvest forage and be nutritionally strong enough to reproduce and raise a big calf? At what age do cows often start becoming less productive?

Great variability in the longevity of beef cows exists. Breed may have some influence. Region of the country and soil type may affect how

long the teeth remain sound and allow the cow to consume roughages such as pasture and hay.

Records kept by a very large ranch in Florida in the 1980s and published in the 33rd Annual Proceedings of the Beef Cattle Short Course by the University of Florida Animal Science Department show how productivity changes over the life of beef cows. These large data sets (19,500 cows, and 14,000 cows in two separate years) are plotted above. They indicate the average percentage of cows determined to be pregnant based on age in years. These cows were not pampered but expected to produce in the environment in which they were kept.

This data, collected in Florida on cows with some Brahman influence, represents one of



the largest data sets on this subject. (Source: Genho, 1984 Proceedings of the Beef Cattle Short Course. Animal Science Department, University of Florida.)

More recently data from the USDA Meat Animal Research Station at Clay Center, Nebraska, revealed a similar pattern. Although pregnancy rates were somewhat higher, the slope of the line after age 10 was consistent with the Florida data set.

These data would indicate that cows are consistent in the rebreeding performance through about 8 years of age. A small decline was noted as cows aged from 8 to 10 years of age. However the most consistent decline in reproductive performance was noted after cows were 10 years of age. A steeper decline in reproductive performance was found at 12 years of age.

CONTINUED ON NEXT PAGE

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Show-Me-Select Bred Heifer Sale Slated for Nov. 16

JRS to host event; 330 heifers to sell

If the dry summer forced you to sell cows, then the rains of August and September sparked unbelievable growth of fescue and crabgrass, now you need to buy a few replacements.

The above scenario may be exactly your situation. If that's the case, consider looking for those replacements at the Nov. 16 Show-Me-Select bred heifer sale at Joplin Regional stockyards. Sale time is 7 p.m., and the offering consists of 330 heifers due to calve from late January to late April.

The heifers come from 16 different producers who have worked with their veterinarians and University of Missouri Extension livestock specialists since late winter and early spring. The heifers have been reproductive tract scored, pelvic measured, ultrasound preg tested and been screened for any blemish such as pinkeye scars, frozen ears and mobility problems. Heifers are given a final screening the day before the sale and tempermental heifers will be sent home.

All heifers come from fescue country and some have been on bermuda. Fifty-seven percent are home-raised. Forty-three percent of the offering are red and red white-faced while the balance are black or black baldies.

Buyers are increasingly asking for heifers that have been DNA or genomic tested. This sale will have 124 heifers that have had their acceptable breed genomic evaluation done. This makes them eligible for the Show-Me-Plus designation.

Service sires have met strict requirements for calving ease direct (CED) expected progeny difference (EPD). Some heifers qualify for Tier Two ear tags. This is because their sire met certain accuracy minimums for calving ease direct, calving ease maternal, weaning weight, carcass weight and marbling.

All heifers have been calfhood vaccinated for Brucellosis and have been found negative for PI BVD. Heifers were examined safe in-calf within 30 days of the sale and are guaranteed bred at the sale. If a heifer is proven by a veterinarian within 30 days after the sale to be open or lost the pregnancy the consignor will replace the heifer or make a financial settlement with the buyer.

The Show-Me-Select program recently celebrated its 20th anniversary so

WHEN IS SHE TOO OLD? • FROM PREVIOUS PAGE

In other words, start to watch for reasons to cull a cow at about age 8. By the time she is 10, look at her closely and consider culling; as she reaches her 12th year, plan to cull her before she gets health problems or in very poor body condition.

—Source: Glenn Selk is a Oklahoma State University Emeritus Extension Animal Scientist.

it's stood the test of time. From the beginning the objectives include adding value of heifers through breeding and management. In addition, it provides smaller herds an opportunity to have a reliable source of replacement heifers if they choose not to raise their own.

Catalogs are now available from your Extension livestock specialist or go on-line to www.swmobcia.com. The sale may be accessed at LiveAuctions.tv with bidding arranged in advance.

40th Annual Production Sale Saturday, November 17, 2018 10 a.m. ■ at the Farm ■ Mexico, MO



SydGen Enhance 7667

Birthdate: 09/12/17

Reg.# 19136647

This 6.1 frame son of ENHANCE had the Number 1 ADG and Number 6 Adj YW in the Fall Bull division. Dam is an 8th generation SydGen Black Angel back to the first cow we brought in Canada in 1979.



SydGen Exceed 7413

Birthdate: 09/08/17

Reg.# 19136443

A son of EXCEED out of a WHISKEY daughter with the Number 1 RE scan at 19.4 sq in. and is a 6.9 frame. He's Show-Me Select qualified with excellent phenotype, too.



SydGen Rock Star 7610

Birthdate: 09/02/17

Reg. # 19136635

This moderate son of the 2014 sale -topping ROCK STAR had the number 1 adj YW of Fall Bull offering and is Show-Me Select qualified with a Docility EPD in the top 10% of the breed.



SydGen 5420 Destination 8057

Birthdate: 01/08/18

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- ◆ Progeny of EXAR Stud 4658B, SydGen Exceed 3223, Connealy Cool 39L, Mead Magnitude, SydGen Omaha 5026, SydGen Blacksmith 4010, HA Cowboy Up 5405, VAR Generation 2100, SydGen Wake Up Call 9446, SydGen Trust 6228, SydGen Black Pearl 2006, Basin Payweight 1682, SydGen CC&7, SydGen Multi Tool 2432, Sitz Royal 9784 and SydGen 928 Destination 5420 will also be highlights of this sale offering.
- ◆ The fall-calving pairs will include our first calves by Bakers Northside 6007 and BCA Patriarch 4113.
- ◆ Lot 1 is the right to flush what we think is truly a great young cow in the breed, with an outcross pedigree to many programs. She ranks in the top 1% for WW, YW, RADG, CW, \$W, \$F and \$B, and is sired by SydGen Rock Star 3461.

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TRENDING NOW

Good Grades

Know the USDA cull cow grades before marketing time

Story by Glenn Selk

Some culling of beef cows occurs in most herds every year. The Beef Audits have generally shown that cull cows, bulls and cull dairy cows make up about 20 percent of the beef available for consumption in the United States. About half of this group (or 10 percent of the beef supply) comes from cull beef cows.

Whether we are culling because of drought or to improve

the productivity of the herd, it is important to understand the values placed on cull cows intended for slaughter.

The USDA market news service reports on four classes of cull cows (not destined to be replacements). The four classes are divided primarily on fatness. The highest conditioned cull cows are reported as "Breakers." They usually are quite fleshy and generally have

excellent dressing percentages. Body condition score 7 and above are required to be "Breakers."

The next class is a more moderate conditioned group of cows called "Boning Utility." These cows usually would fall in the body condition score grades of 5 to 7. Many well-nourished commercial beef cows would be graded "Boning Utility" cows.

The last two grades of cows as reported by the market news service are the "Leans" and "Lights." These cows are very thin (body condition scores 1 - 4). They are in general expected to be lower in dressing percentage than the fleshier cows and are more

easily bruised while being transported than are cows in better body condition. Lights are thin cows that are very small and would have very low hot carcass weights.

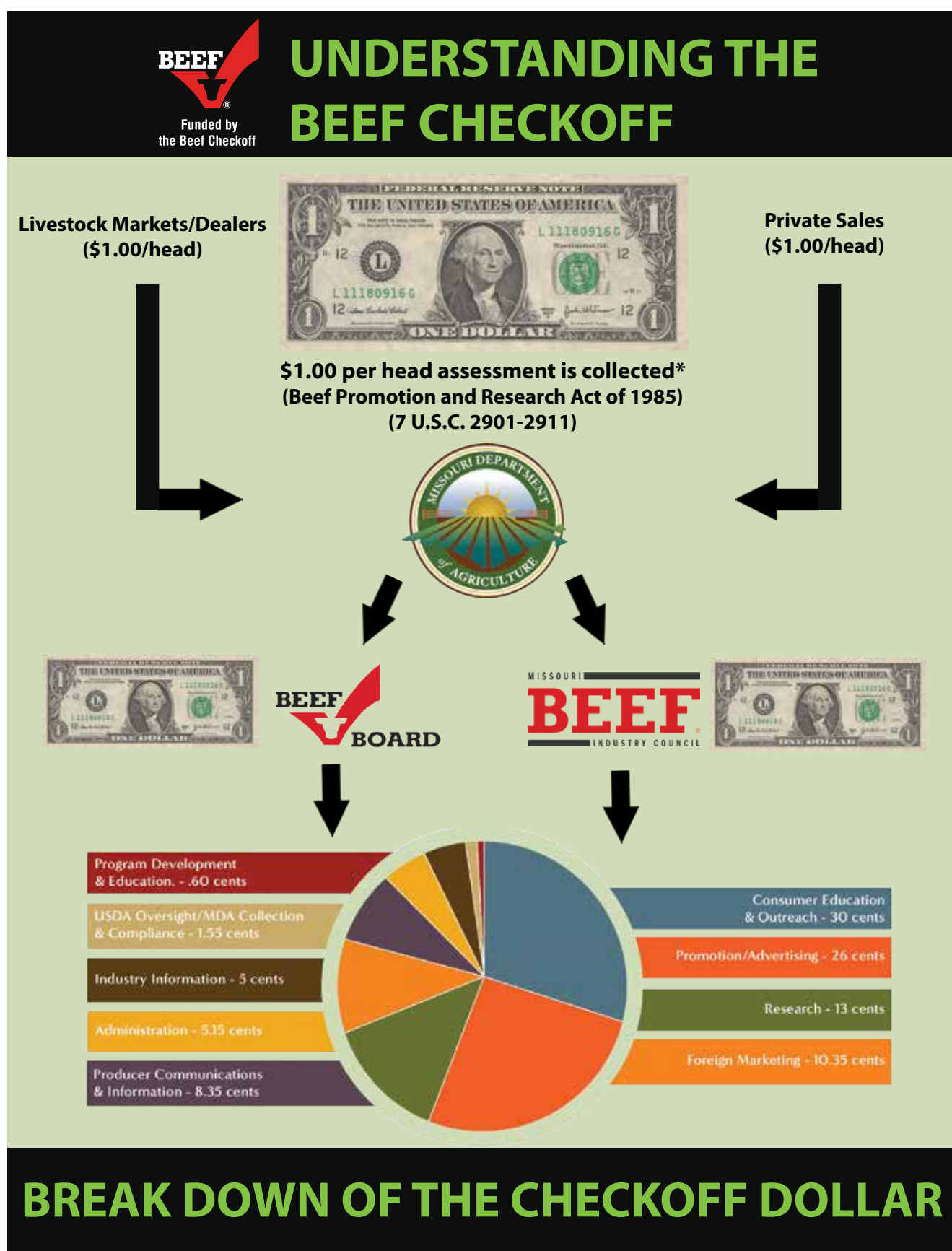
Leans and Lights are nearly always lower in price per pound than the Boning Utility and the Breakers. Lights often bring the lowest price per pound because the amount of saleable product is small, even though the overhead costs of slaughtering and processing are about the same as larger, fleshier cows. Also thin cows are more susceptible to bruising while in transit to market and to the harvest plant. Therefore, more trim loss is likely to occur with thin cull cows than with those in better body condition.

Producers that sell cull cows should pay close attention to the market news reports about the price differentials of the cows in these classes. Cull cows that can be fed enough to gain body condition to improve from the Lean class to Boning Utility class can gain weight and gain in value per pound at the same time. Seldom, if ever, does this situation exist elsewhere in the beef business. Therefore during the fall and early winter, market your cull cows while still in good enough condition to fall in the Boning Utility grade.

If cows are being culled while very thin, consider short-term dry lot feeding to take them up in weight and up in grade. This usually can be done in about 50 to 70 days with excellent feed efficiency. Rarely does it pay to feed enough to move the cows to Breaker class. There is very little, if any, price per pound advantage of Breakers over Boning Utility, and cows lose feed efficiency if fed to that degree of fatness.

Dressing percentage within each of the four grades will also play a major role in the price per pound of cull cows. See the Cow Calf Corner Newsletter for a discussion about dressing percentage. The current cow and bull market for Oklahoma City National can be found at https://www.ams.usda.gov/mnreports/ko_ls151.txt.

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



Datamars Announces Tru-Test Acquisition Completion

Broader integrated animal management portfolio offers expanded product choices for customers worldwide.

Datamars, a leader in delivering intelligent tracking, identification and animal management solutions, has announced the completion of its acquisition of a major portion of the Tru-Test business after receiving New Zealand's Overseas Investment Office clearance last month. The acquisition includes the Tru-Test Retail Solutions division and Milk Meters product line along with the Tru-Test brand and associated brand assets.

Tru-Test is a global leader in agri-technology products offering tools for advanced livestock management, including electric fencing, weighing and identification systems and portable milk metering solutions.

The Tru-Test acquisition, along with Datamars' recent acquisition of Simcro, a world-renowned innovator in animal health delivery systems is a key step toward fulfilling the company's vision for the livestock market — to deliver integrated, smart animal management tools that promote animal health, enhance overall livestock business management and ultimately improve precision protein production for its customers.

"Combining our livestock identification expertise and broad product portfolio with Tru-Test's advanced livestock management products is a powerful union that will deliver intuitive and seamlessly integrated animal intelligence

tools to the market," said Datamars Global CEO, Dr. Klaus Ackerstaff.

"Livestock producers and dairymen are recognizing value in data-driven decision making, and they are looking for new ways to gather key metrics for tracking livestock health and productivity to better manage their operations," said John Loughlin, chairman of the Tru-Test Group. "The combination of Datamars and Tru-Test will better serve to deliver on these customer needs."


Datamars' leadership in the industry is the result of its passion for understanding technology and how it can best be utilized to benefit its customers. The strategic acquisitions of Tru-Test and Simcro will enable the combined group to offer products and services connecting animal management with individual animal data in day-to-day producer operations.

About Datamars

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Our vast experience in RFID and integrated systems, coupled with our deep understanding of our customers' operations have made us a leading choice of successful businesses around the globe. Our globally recognized family of product brands, including Z Tags, Simcro, Felixcan, Petlink, Textile-ID and now Tru-Test allow us to offer a comprehensive range of integrated services and products, including companion animal identification and reunification products, animal health delivery systems and identification products, and textile tracing and inventory management systems. Datamars has more than 1,800 employees located in offices around the globe, including the Americas, Europe and Asia Pacific. Our products are delivered via our extensive network of experienced service, sales, distribution channels and partners.

—Source: Datamars release. 



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The Most Bang for Your Buck

Strategies for Marketing Cull Cows

Story by Lisa Henderson for Cattlemen's News

While fall brings payday to many cattlemen with annual calf sales, beef extension agents encourage you not to overlook the sale of your cull cows. Typically, the sale of cull cows accounts for 15 to 30 percent of the yearly gross revenues of U.S. cow-calf operations. That's why beef specialists urge you to push a pencil on some marketing options that might increase your returns.

Oklahoma State University Extension Beef Specialist Glenn Selk says Beef Quality Audits shows that cull cows, bulls and cull dairy cows make up about 20 percent of the beef available for consumption in the U.S. About half of that group – about 10 percent of the supply – comes from cull beef cows.

Many producers cull open cows in the fall, often sending them direct to an auction market. But, that strategy sells those cows into a market that is historically the lowest of the year.

"Historic cull cow prices over the past 30 years have been the lowest in the months of November, December and January," says Dennis Bauer, Nebraska Extension educa-

tor. "The highest price levels are historically seen in March, April and May."

Summer prices are typically near the year's average, he says, but "past records indicate that on a percent of the annual selling price for cull cows set at 100 percent over a 12-month period, prices can vary from 93 percent in the November-December time frame to 106 percent in months of April and May."

This suggests producers could increase their returns by holding fall-culled cows for sale at a later date.

The 2018 slaughter cow market has been impacted by the large supply of beef in storage and an increase in cow slaughter volume compared to 2017, says South Dakota State University Extension Specialist Heather Gessner. Data from the Livestock Marketing Information Center (LMIC) shows Breaker grade cow prices 4.3 percent lower than last year.

"August is historically the high for slaughter cow prices," Gessner says. "Using seasonality (of prices), combined with cost of production budgets, producers can make informed decisions to increase the profit generated from cull cows."

Realizing increased profits, however, is closely tied to cow condition.

"Producers that sell cull cows should pay close attention to the market news reports about the price differentials of the cows" in various classes, Selk says. "Cull cows that can be fed enough to gain body condition from the Lean class to Boning Utility class can gain weight and gain in value per pound at the same time. Seldom, if ever, does this situation exist elsewhere in the beef business."

Therefore, Selk says, producers should market cull cows in the fall and early winter while those cows are still in good enough body condition to fall in the Boning Utility grade.

"If cows are being culled while very thin, consider short-term dry lot feeding to take them up in weight and up in grade," Selk says. "This usually can be done in about 50 to 70 days with excellent feed efficiency. Rarely does it pay to feed enough to move the cows to Breaker class. There is very little, if any, price per pound advantage of Breakers over Boning Utility and cows lose feed efficiency if fed to that degree of fatness."

Gessner warns that not every cow should be held and placed on feed for sale at a later date. She says cows in a body condition score (BCS) of 5 or higher should not be held for sale later.


"One reason to keep the cow on feed is to increase the BCS,

thus increasing muscle mass, the fat layer and total pounds available for sale," Gessner says. "Cows that are already in good condition will not gain additional pounds in an efficient manner and will likely eat more in feed than the return to feeding them."

Selk says cull cows are graded by their fleshiness, with the fattest cows called Breakers. Moderately fleshed cows are Boning Utility. Thin cows are called Leans or Lights, depending upon the weight of the cow.

"Within each grade, large variation in prices per hundredweight will exist because of differences in dressing percentage," Selk says. "Cow buyers are particularly aware of the proportion of the purchased live weight that eventually becomes saleable product hanging on the rail. Dressing percentage is (mathematically) the carcass weight divided by the live weight multiplied by 100."

Key factors that affect dressing percentage include gut fill, udder size, mud and manure on the hide, excess leather on the body, and anything else that contributes to the live weight but will not add to the carcass weight.

"As producers market cull cows and bulls, they should be cautious about selling cattle with excess fill," Selk says. "The large discounts due to low dressing percent often will more than offset any advantage from the added weight." 





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

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

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

⁴ Data on file, Study Report No. MC017-06-AULA13 (New Mexico study), Zoetis Inc.

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The Beef Balance Sheet

A market snapshot

Story by Derrell S. Peel

Supply and demand flows for most agricultural markets are commonly summarized in the form of supply and utilization tables, often called the balance sheet.

The balance sheet generally includes supply components

as: Beginning Stocks + Imports + Production = Total Supply. Utilization includes demand components as: Exports + Total Use + Ending Stocks = Total Utilization.

For some commodities, use may be disaggregated into several use categories. For

beef, total use is not directly measured and thus is calculated as total disappearance from other balance sheet categories. The Livestock Marketing Information Center (LMIC) provides supply and utilization tables for meat commodities along with feedgrain and hay markets. These tables include current and recent balance sheet values as well as forecasts for the next couple of years. All values reported below are annual totals.

The current LMIC beef balance sheet projects beef to-

tal supply for 2018 at 30.763 billion pounds including beginning stocks of 649 million pounds; total production of 27.102 billion pounds and Imports of 3.012 billion pounds. In contrast to grain markets, beginning and ending stocks of beef are minor (2018 beginning stocks are 2.1 percent of total supply) because the perishable nature of meat precludes large carryover from year to year. Beginning and ending stocks consist of cold storage holdings plus short-term pipeline supplies of beef in wholesale and retail markets.

Beef utilization in 2018 is estimated as: Exports, 3.149 billion pounds; total disappearance of 26.824 billion pounds; and ending stocks of 790 million pounds. This level of total disappearance is equivalent to domestic per capita beef consumption of 57.2 pounds (retail basis). The balance sheet accounts for all supply among the various demand categories.

Compared to the 2017 beef balance sheet, projected 2018 values show beginning stocks down by 14.3 percent; total production, which includes commercial production plus a minor amount of farm production, up by 3.2 percent; and imports up fractionally by 0.6 percent, all leading to total supply up 2.5 percent year over year. On the demand side, exports are projected up 10.1 percent; total disappearance, up 1.2 percent; and ending stocks up 21.7 percent. Per capita consumption in 2018 is projected to be up 0.5 percent from 2017.

Current forecasts for 2019 include beginning stocks up 21.7 percent year over year; total production up 1.7 percent; and imports down 4.5 percent leading to a total supply up 1.6 percent year over year. Exports are forecast to increase 2.7 percent in 2019; total disappearance is projected to increase 1.5 percent and ending stocks to decrease by 0.6 percent. Per capita consumption in 2019 is forecast to increase to 57.6 pounds, up 0.7 percent year over year.

The current balance sheet estimates will change. Balance

CONTINUED ON NEXT PAGE

Dressed to Impress

The impact of dressing percent on cull cow marketing

Story by Glenn Selk

In another article this issue, I discussed cull cow grades. Remember cull cows that are destined to go to the packinghouse are graded by their fleshiness. The fattest cows are called Breakers. Moderately fleshed cows are Boning Utility. Thin cows are called Leans or Lights, depending upon the weight of the cow. Price differences happen among these four grades.

In addition, within each grade, large variation in prices per hundredweight will exist because of differences in dressing percentage. Cow buyers are particularly aware of the proportion of the purchased live weight that eventually becomes saleable product hanging on the rail. Dressing percentage is (mathematically) the carcass weight divided by the live weight multiplied by 100.

Key factors that affect dressing percentage include gut fill, udder size, mud and manure on the hide, excess leather on the body, and anything else that contributes to the live weight but will not add to the


carcass weight. Obviously, pregnancy will dramatically lower dressing percentage due to the weight of the fetus, fluids and membranes that will not be on the hanging carcass.

Most USDA Market News reports for cull cows will give price ranges for High, Average, and Low Dressing Percentages for each of the previously mentioned grades. As you study these price reports, note that the differences between High and Low Dressing cows and bulls will generally be greater than differences between grades.

Many reports will indicate that Low Dressing cows will be discounted \$8 to \$12 per hundredweight compared to High Dressing cows and will be discounted \$5 to \$7 per hundredweight compared to Average Dressing cows. These price differences are usually widest for the thinner cow grades (Leans and Lights). See examples from last week's sale in the Oklahoma City National Stockyards: http://www.ams.usda.gov/mnreports/ko_ls151.txt.

As producers market cull cows and bulls, they should be cautious about selling cattle with excess fill. The large discounts due to Low Dressing Percentage often will more than offset

any advantage from the added weight.

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

THE BEEF BALANCE SHEET FROM PREVIOUS PAGE

sheet projections and forecasts are revised regularly to reflect new information and changing market conditions. Beef production is relatively easier to forecast given that the animal numbers that will factor into beef supply are already on the ground, but total supply will reflect less certain impacts of changing carcass weights and dairy sector contributions to beef supply.

Of course, supply or demand shocks such as major drought impacts, disease outbreaks or other factors may appear unexpectedly at any time. Beef exports and imports are particularly difficult to forecast given the volatility and uncertainty of the current global market situation.

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

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Fake Meat Debate Continues

Cattlemen to USDA: regulate fake meat

The National Cattlemen's Beef Association (NCBA) highlighted food safety and product labeling expertise within the U.S. Department of Agriculture (USDA) during a two-day public meeting on lab-grown fake meat Oct. 23-24. The public meeting, hosted jointly by the U.S. Department of Agriculture (USDA) and the Food and Drug Administration (FDA), featured a wide range of topics for consideration, including potential production hazards, food labeling, and marketing claims.

NCBA President Kevin Kester and President-Elect Jennifer Houston delivered remarks during the open comment periods of the session. Houston explained why USDA is well-positioned to apply current food safety processes to lab-

grown fake meat products. Two-thirds of the facilities already overseen by USDA are "processing-only" facilities where harvesting of animals does not take place.

"Ensuring lab-grown fake meat products are subject to strong, daily inspection by USDA's trained professionals is essential," she said. "The health of consumers is on the line, and USDA is far better suited to ensure the safety of lab-grown products."

Kester focused his comments on how USDA oversight protects consumers against false and misleading marketing claims.

"USDA can be trusted to enforce truthful, transparent labeling of the products under its jurisdiction," he said. "Beef producers welcome competi-

tion, but product labels and marketing must be based on sound science, not the misleading claims of anti-animal agriculture activists."

The Missouri Cattlemen's Association (MCA) led the effort for Missouri to become the first state in the nation to pass legislation requiring transparency with consumers.

"The Missouri law is all about marketing with integrity," said MCA Executive Vice President Mike Deering. "If it's grown in a laboratory or is derived from a plant, consumers deserve to know that. It's that simple."

Deering said MCA supports efforts to ensure USDA is the agency responsible for regulating and providing oversight of lab-grown food products.


"FDA has a history of being very relaxed when it comes to accurate labeling on food products. We are fine sharing shelf space, but these products must go through the same rigorous inspection process as the products farm and ranch families produce."


—Source: MCA Prime Cuts. 



Keep a watchful eye on your herd for hoof problems. Some area veterinarians and cattle producers report an unusual amount of lameness this fall. The cases seem to differ from typical foot rot or fescue foot, according to sources.

—Source: Eldon Cole, University of Missouri Extension livestock specialist.


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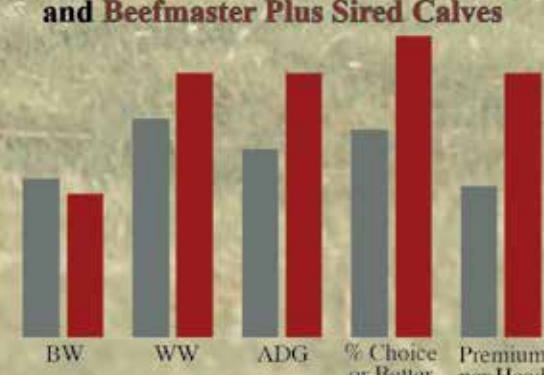
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Beefmaster Plus offers both Beefmaster and Beefmaster Advancer genetics. The Beefmaster Advancer is a registered animal that maintains a minimum of 50% Beefmaster influence while incorporating Bos Taurus genetics to improve premium grid acceptability. For a bull to carry the Beefmaster Plus brand, they must meet minimum performance standards in terms of average daily gain, weight per day of age, and carcass characteristics as measured by ultrasound at 12 months of age. These bulls must also have quality confirmation, soundness in their structure, and meet disposition and fertility standards.

Comparison of Beefmaster Sired Calves and Beefmaster Plus Sired Calves



Metric	Beefmaster Sired	Beefmaster Plus Sired
BW	~100	~110
WW	~150	~170
ADG	~100	~120
% Choice or Better	~100	~130
Premium per Head	~100	~120

Source: Compilation of kill data collected by Vaughn Family Farms

BUSINESS BYTES

Bayer Unveils BRD Video Series

Bayer veterinarian discusses BRD, answers producers' questions about the disease

Bayer Animal Health launched a new educational video series about Bovine Respiratory Disease (BRD) that discusses the many aspects of the disease and how producers can combat it. The four-part series also answers producers' questions about this complex disease, which has become the most deadly and costly disease for producers.

In the series, Dr. Marc Campbell, veterinary technical specialist for Bayer Animal Health, discusses how producers can prepare for and combat BRD on their own operations.

"This video series is all about providing information to producers to help them on their operations," Dr. Campbell said. "BRD is such a deadly disease for the industry, so the

series talks about how producers can minimize the impact it can have on their herds."

- **Preparing for BRD:** the first video of the series focuses on how producers can help reduce the risk of BRD through management practices that can help reduce stress for the animal. This can include avoiding crowding or commingling when possible, avoiding stressors around weaning, or purchasing pre-conditioned animals.

- **BRD and Stress:** the second video discusses what producers can do to help reduce stress on their operations, from the cow/calf operation to the feedlot.

- **Building a BRD Protocol:** the third video of the series delves into how producers can build a strong BRD protocol should

the disease strike. This includes working with their veterinarians to decide what will best fit the operation's needs.

- **Answering your BRD questions:** in the final installment of the series, Dr. Campbell answers real questions that producers have asked about BRD and how they can work to combat the disease. Questions that Dr. Campbell addresses include how producers can try to stop BRD on their operations, and why treating BRD with antibiotics is important to animal health.

Throughout the series, Dr. Campbell highlights how building the animal's own immune system can help it

combat infection, especially during times of stress. He also addresses how using a DNA immunostimulant and having a strong BRD protocol in place can help manage BRD.

"Education about BRD is very important because of the impact it has on cattle," said Dr. Campbell. "We want to help producers have the tools they need on their operations to help minimize the risk of the disease and then be able to fight it when it happens."

To access the video series, visit www.BayerLivestock.com/education.

—Source: Bayer Animal Health release.



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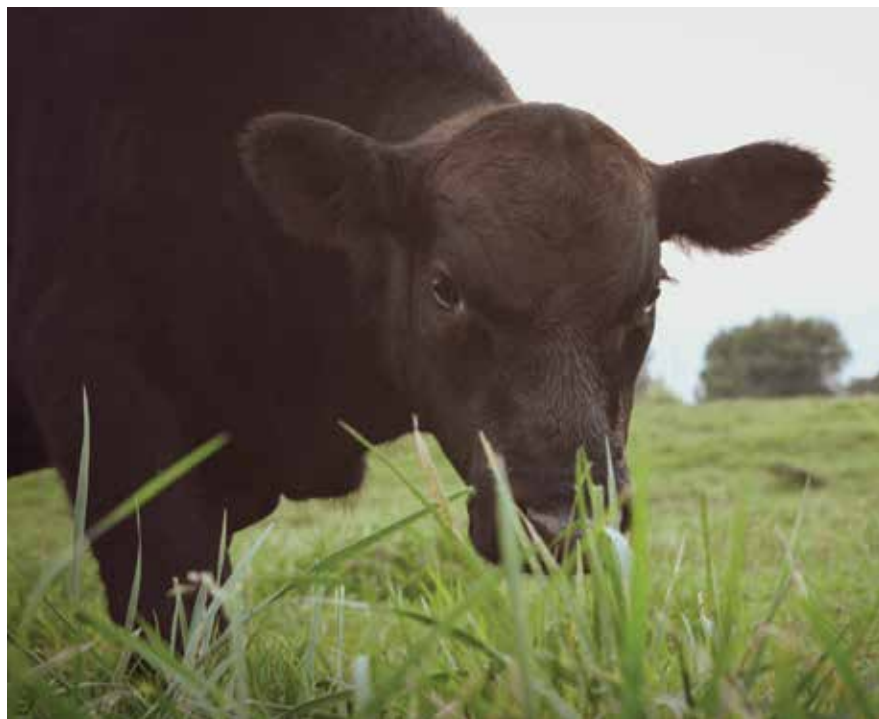
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MiG started here 30 years ago. The value grows as the idea spreads. The latest ag census shows more than one in four Missouri beef farmers use rotational grazing. That’s nearly 12,000 farms.

MiG ideas spread to other states across the country.

In simple terms, managed grazing requires dividing large pastures into grazing paddocks. A pasture divided into eight paddocks that are grazed for three days each allows a return to the first paddock in 24 days. Resting paddocks grow more feed.

Moving cattle isn’t on set calendar days. Moves are made when grass is used but not grazed into the ground. That separates managed grazing from intensive grazing. Management, not grazing, intensifies. Continuous grazing of undivided pastures gives no rest periods.

Moving cattle to the next paddock that is ready to graze allows faster regrowth in the system. Improved pasture growth creates about one-third more gains. Or a third more cows can be grazed on the same farm acres. That adds profits.

There is more: Soil and water conservation increases. Fertilizer use drops when cows spread manure evenly on paddocks. And forage quality goes up.

At first, farmers objected to cost of extra fencing. However, one-wire electric fences greatly cut costs and add flexibility. Temporary fences can be installed quickly.

Jim Gerrish, MiG founder at the MU Forage Systems Research Center (FSRC), Linneus, Missouri, used to show in a quick trip across a paddock that he could divide the area with temporary step-in posts and rolls of wire.

Farm Tax Workshops Set for This Month in Missouri

University of Missouri Extension will offer a free farm tax workshop in November at locations throughout the state. This workshop explains major tax changes affecting farms and ranches that went into effect in December 2017.

The workshops are 6:15 to 8:45 p.m. on Nov. 12 and Nov. 19. Locations Nov. 12 include: Bolivar, Osceola, Pineville and Vienna. Preregister by Nov. 9. Nov. 19 locations include Lebanon, Potosi and Tuscumbia. Preregister by Nov. 16.

Extension specialists will present the workshops re-

motely through interactive distance learning technology, says Mary Sobba, MU Extension agricultural business specialist. Topics include tax brackets, deductions, charitable contributions, estate and gift tax exemptions, depreciation, bonus depreciation, farm lease income, QBI deduction, Section 199A and drought issues. Call your local extension center for more information. You may also call Mary Sobba at 573-581-3231, Joe Koenen at 573-947-2705 or Wesley Tucker at 417-326-4916.

—Source: Linda Geist, University of Missouri Cooperative Media.

Cows learn to respect a hot wire and stay in confined areas.

Restriction improves efficiency of grazing. All forage, not just the best, is consumed. A move to the next paddock offers taller grass grown for almost a month. That gives easier grazing to cows.

Farmers foresaw much labor in moving cows. But cows learn that moving offers new feed. They rush to move, without herding.

Farmers learn cowherds are gentler with frequent moves. Gerrish showed this allows easier counting and checking of cows.

Over time, other public agencies joined in promoting MiG. It boosts the economy and improves conservation. Incentive grants are given for adding fencing and water systems.

Missouri grazing dairies upped intensive management. Dairy cows move to fresh paddocks after each milking. The extra effort pays in more milk in the bulk tank.

Daily gains are not easily seen on beef-calf growth from cows giving more milk to calves. At sale time, extra weight shows up.

The impact report shows that 18,300 Missourians attended a grazing school since 1990. Original schools were held at the MU FSRC. Now, regional schools are held across the state. Ryan Milhollin, Joe Horner and Hannah McClure of MU Extension prepared the report.

Managed grazing helps make Missouri, at 1.7 million cows, the No. 2 cow state in the U.S. Missouri hills are suited for grass growth and cows.

In summary, the report shows added value from more than 2,000 more jobs in the state.

USDA Natural Resources Conservation Service offers expense cost-share. Those include water sources, water pipelines and tanks, fencing, liming, interseeding legumes in grass, and preventing soil erosion. Largest shares go to water systems, followed by fencing.

Local Soil and Water Conservation Districts provide technical assistance.

Staff from NRCS and MU Extension teach the grazing schools. Sign up at MU Extension centers, SWCD or NRCS.

—Source: University of Missouri Extension News.



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Prevention is Key

Don't forget tetanus vaccinations when banding bulls

Story by Michelle Arnold

In the United States, more than 17 million bulls are castrated yearly that range in age from 1 day to 1 year old. Tetanus (*Clostridium tetani* infection) is a potentially life-threatening neurologic disease affecting all species of domestic livestock, including cattle.

The clinical signs of tetanus are subtle and often missed until the disease is advanced. At that point, treatment and management of the affected animal is very difficult and the chance for recovery is poor. Recognition of the initial signs of stiff legs, an anxious expression with ears held back toward the poll, moderate bloat, erect tail and the unusual “flick” of the third

eyelid across the eye leads to an accurate early diagnosis and allows treatment to begin when it is most effective.

Any calf castrated with an elastrator band should be given tetanus prevention in the form of either tetanus toxoid (two doses required with the second given two weeks prior to castration), tetanus antitoxin (given the day of banding) or, in some cases, both are used concurrently or sequentially.

Calves banded early in life are less likely to develop tetanus because the testicles are much smaller, and the scrotal sac generally falls off much more quickly than heavier calves so the tetanus organ-

ism does not have time to grow. Additionally, with early castration by any method, the risk of infection is much lower, the risk of injury to the person performing the castration is lower, and the procedure is relatively quick and easy.

Tetanus is caused by toxins produced by the gram-positive bacteria *Clostridium tetani*. It is found in soil but may also be present in the feces of domestic animals, especially horses. In the presence of oxygen, *C. tetani* produces spores that basically protect the bacteria with a hard outer layer and allow its survival in soil for years. These spores are resistant to many disinfectants and can even survive steam heat at 212°F for 20 minutes. If an open wound is contaminated with soil or feces, the spores of *C. tetani* will enter the site and germinate in environments with dead or rotten tissue and no oxygen (such as the scrotum after banding).

This results in rapid growth and production of tetanus neurotoxin (TeNT) responsible for causing the clinical disease of tetanus or lockjaw. The toxin binds irreversibly

to the nerve endings and travels back to the spinal cord, causing spastic paralysis. The most common infection sites in cattle for *C. tetani* include deep wounds with dead tissue, infected areas of the vulva or vagina following difficult birth, and severe infections in the uterus.

Management practices that may create environments perfect for germination of *C. tetani* spores include dehorning, elastrator band castration, nose ring placement, tail docking and ear tag placement. The incubation period, or time from injury to development of first signs, averages seven to 10 days but can be much longer.

The first detectable clinical signs of tetanus in cattle are usually generalized leg stiffness and reluctance to move. Signs of tetanus vary and may be mild to severe when the animal is found. As the disease progresses, a stiff, stilted walk develops, and the calf resembles a sawhorse when standing still due to muscle rigidity. A pumphandle tail is often noticed where the animal's tail is stiff and raised away from the body because of the rigid muscles along the

Delaying castration until calves are older and heavier puts them at higher risk for development of tetanus and they are twice as likely to get respiratory disease as steers on arrival in a feedlot or backgrounding operation. — *Photo by Joann Pipkin.*



lower spine. An affected calf may have the head extended, nostrils flared, the ears standing up and pulled back towards the poll, and eyelids held widely open so much of the white (sclera) is showing.

Most producers will describe a strange-looking eye blink, which is actually prolapse of the nictitans (flick of the third eyelid). This is caused by spasm of the muscles pulling the eyeball inward and allowing the third eyelid to passively move across the eye. The chewing muscles of the jaw may be involved to the point that opening the mouth is very difficult (lockjaw).

Affected cattle usually lose the ability to eat and drink, resulting in progressive weakness and dehydration. Rumen contractions become weak or disappear, and cattle frequently bloat because they lose the ability to eructate (burp off) gas. Subtle muscle tremors may be seen early, but are much more obvious in later stages of disease. Convulsions may be triggered by loud noises or handling of the animal or may occur spontaneously.

Affected animals finally become recumbent (down on their side) and unable to rise due to stiffness of the hind legs and the inability to pull their legs underneath them. If left untreated, severe dehydration develops, and death may result from exhaustion and respiratory failure or from bloat. The case history and distinctive clinical signs of tetanus found on a routine physical examination are usually enough to make a diagnosis as no reliable tests exist to confirm the disease.

Basic principles for medical management of tetanus cases in cattle are to provide muscle relaxation, neutralize the circulating unbound TeNT toxin, begin establishment of active immunity, eliminate the *C. tetani* infection with antibiotics, maintain hydration and nutritional status, and provide good footing with deep bedding.

Tranquilization by a veterinarian with sedatives such as acepromazine in the muscle will allow some muscle relaxation and help to control ex-

cessive sensitivity to stimuli, allowing easier treatment. Tetanus antitoxin, available over-the-counter and on the internet, may catch and inactivate any circulating toxin but cannot undo the effects of toxin already bound to nerve receptors. The dose for tetanus antitoxin has a wide range from 1,500-100,000 units per animal but generally 15,000 units administered under the skin is recommended for initial therapy.

To initiate active antitoxic immunity, a dose of tetanus toxoid should also be delivered in the muscle. Once the wound or infection site is identified,

The animal's hydration status should be monitored closely and intravenous fluids may be needed if unable to drink.

Downer cattle should be set up in a sternal position if possible to prevent bloat. If the patient develops free gas bloat requiring stomach tubing, then a rumen trocar should be placed to relieve gas buildup until the patient regains the ability to eructate. The opening provided by the trocar can also provide a portal for the delivery of water and feed to the rumen.

The mortality or death rate may reach 50 percent in cattle,



Early castration by any method reduces risk of infection, which can cause tetanus. It also lowers the risk of injury to the person performing the castration

—Photo by Joann Pipkin.

then it must be thoroughly cleaned to remove all dead tissue and should be flushed with hydrogen peroxide to reduce toxin production by any remaining actively growing bacteria. In a recently banded calf showing signs of tetanus, the scrotal sac should be removed and the area cleaned and flushed with peroxide.

Antibiotics, primarily penicillin, are recommended at high doses in the muscle for at least seven days. Good nursing care is very important to survival of tetanus patients. The animal should be placed in a stall with deep bedding to prevent bedsores and good footing to help them stand.

but animals that survive longer than seven days have a fair-to-good chance of complete recovery. Mild cases usually respond to treatment within one week, but it is important to realize that many patients may improve then develop unforeseen complications that result in death or the need for euthanasia. Regaining the ability to drink is one of the most encouraging signs of recovery. Cattle that end up down on their sides with straight, stiff legs usually require euthanasia.

Prevention involves reducing the risk of cattle developing deep wounds or areas of dead, rotten tissue where *C.*

tetani spores may germinate along with the use of vaccines in animals at risk for infection. Elective procedures that could lead to open wounds include dehorning, elastrator band castration, nose ring placement, tail docking and ear tag placement. It is important for veterinarians and producers to maintain clean conditions and disinfected instruments for each of these procedures.

Cattle are not routinely vaccinated against tetanus, and most 7- or 8-way Clostridial (blackleg) vaccines do not contain specific protection against *C. tetani* although some do (for example, Covexin 8® and Calvary 9®-Merck) contain a tetanus toxoid. Cattle can be vaccinated easily and inexpensively with tetanus toxoid, and protective antibody levels should develop in two weeks following the booster injection (2nd shot) of the series.

Tetanus antitoxin is recommended for immediate, emergency treatment of exposed or at risk animals when clinical tetanus is suspected or could develop, but protection only lasts 10 to 14 days. Elastrator band castration of heavier, older calves often results in the scrotal sac remaining attached for extended periods of time > 10 days, creating the right environment for *C. tetani* spores to germinate. In those cases, both a toxoid and antitoxin should be given at the time of castration if no previous tetanus toxoid series was given prior to banding.

Castration is considered to be a necessary management practice for cattle. Work with a local veterinarian to establish the optimal herd health program for your farm and institute an early castration program to minimize the pain, stress and complications that go along with this procedure. If castration is delayed until the calves get older and heavier, these calves are at much higher risk for development of tetanus and are twice as likely to get respiratory disease as steers on arrival in a feedlot or backgrounding operation.

—Source: Michelle Arnold is a veterinarian with University Of Kentucky Extension.

Temperament Trouble?

Excitable cows cost you money

Story by Lisa Henderson for *Cattlemen's News*



Whether you call them excitable, ornery or just plain mean, no cattleman wants to keep a cow with a temperament problem. Whether she's a safety problem or just a nuisance, a cow with bad disposition is a constant headache.

But temperament or behavioral problems in beef cows go much deeper than owner safety. Animal scientists say research suggests such cows have lower pregnancy rates, lower calving rates and lower weaning rates. In short, those ornery cows cost you money.

Texas A&M University (TAMU) animal scientist Cliff Lamb says a measurable economic impact exists of excitable cows compared to adequate cows.

"Adequate cows return more dollars to the operation than excitable cows—about \$60 per cow per year more," he says. And, he suggests that return might be greater if you consider that excitable animals incite stress among herd mates and hinder their performance, too.

Lamb shared research on the implications of temperament conducted largely by TAMU researcher Reinaldo Cooke during the Applied Reproductive Strategies in Beef Cattle Workshop held earlier this fall.

Temperament, he said, defines the fear-related behavioral responses of cattle when exposed to human handling. As cattle temperament worsens, their response to human contact or any other handling procedure becomes more excitable.

Temperament, or behavioral response to stimuli, is a stress factor with physiological and genetic effects. Lamb said extreme temperatures, disease and injuries are examples of stress. Agitated or aggressive responses from cattle with an excitable temperament when exposed to human handling is attributed to their fear and consequent inability to cope and is classified as a stress response.

To study cattle's temperament, TAMU researchers assessed cattle based on how they reacted under restraint (chute score) or the speed with which they left restraint (exit velocity score). Those measurements were combined into a single value or temperament score, ranging from 1 (docile) to 5 (aggressive).

Lamb described the five levels of cattle temperament in a chute:

- 1 Calm with no movement
- 2 Restless movement
- 3 Frequent movement with vocalization

4 Constant movement, vocalization, shaking of chute

5 Violent and continuous struggling

In general, females are more temperamental than males, and young animals are more temperamental than older cattle. Lamb said cattle temperament is influenced by sex, age and horn status, but the greatest source of temperament is breed. He identified Brahman-influenced cattle as more excitable.

Temperament is a moderately heritable trait, and producers can use docility EPDs as part of a selection program to make improvement in a herd's temperament. Lamb said temperament scores can be used in sire selection and for culling overly temperamental females. However, producers should note that at least some degree of temperament should be maintained in cow-calf operations so that cows are protective of calves. In a feedlot environment, it is desirable for the cattle to be aggressive enough to compete for bunk space.

Regarding reproduction, Lamb says higher temperament scores among heifers are associated with later age at puberty. Additionally, cattle with excitable temperament have "altered metabolism and parti-

tioning of nutrients in order to sustain the behavioral stress response, which results in further decreases in nutrient availability to support body functions."

And nutritional status largely determines reproductive performance in cattle. "Therefore, Lamb says, "excitable temperament may indirectly impair reproduction in beef heifers and cows by decreasing nutritional balance."

Further, he says, the hormones produced during a stress response, particularly cortisol, directly disrupt the physiological mechanisms that regulate reproduction in beef cows, such as ovulation, conception and establishment of pregnancy.

Recent research demonstrated that beef heifers with calm temperament reached puberty sooner than temperamental heifers, and Brahman-influence cows with excitable temperament had decreased chances of becoming pregnant during the breeding season compared to calmer cows. Further, Angus-Hereford cross cows with excitable temperament had reduced pregnancy rate, calving rate, weaning rate and pounds of calf weaned per cow exposed compared to cows with adequate temperament.

While selecting for calmer cattle is recommended, Lamb said one alternative to improve temperament is to adapt them to human handling. Studies suggest that cattle accustomed to human handling had a calmer temperament, reduced blood cortisol concentrations and increased luteinizing hormone concentrations. Replacement heifers exposed to an acclimation process to human handling for four weeks after weaning showed improved temperament, reduced cortisol and reached puberty and became pregnant earlier.

"However, no beneficial effects on temperament and reproduction were detected when mature cows were exposed to human handling," he said. "Therefore, adapting beef females to human interaction early in their reproductive lives is important to improve their temperament and hasten their reproductive development."

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TRENDING NOW

Soybean Specialist Gives Tips for Handling Weather Woes

A little extra work can boost bottom line

Mother Nature has much to say about soybean yield and grain quality almost every year, says University of Missouri Extension soybean specialist Bill Wiebold. This year was no exception.

Several important soybean-growing regions in Missouri experienced severe drought this year. The most worrisome effect from drought is yield loss, but producers face several other effects during harvest, Wiebold says.

“Although summer was dry, fall turned quite wet in some of the same regions,” he says. “This wet weather can also affect harvest in ways other than delays.”

Smaller seeds

Drought during seed fill decreases seed size. These small seeds differ little from normal seeds in quality, composition and appearance, Wiebold says. Elevators should accept them. Adjust combines to keep harvest loss of small seeds to a minimum.

Drought can be severe enough to kill soybean plants. Seeds remain green when plant death occurs before maturity. The green may fade during storage, but not always. Elevators dock these seeds. For more information, download “United States Standards for Soybeans” at gipsa.usda.gov/fgis/standards/810soybean.pdf.

Green stems

Drought-stressed soybean plants may not mature normally. Stems remain green even though pods and seeds have matured. Sometimes leaves die but remain on the plant.

“When this happens, we may wait too long to harvest,” Wiebold says. “We assume that the pods are not mature if

we see green stems. Harvesting soybean plants with green stems is difficult and slows harvest, but delaying harvest will increase pod shattering and yield loss.”

Weak pods and shattering

Soybean pods are made of two halves. On wild soybeans, the pods easily split to disseminate seeds, Wiebold says.

Soybean breeders select against shattering and normally the two halves of soybean pods are held strongly together. They rupture only during harvest or if plants are left in the field long after maturity, he says.

Drought stress can weaken the sutures that hold the halves together. This increases the possibility of shattering, especially if seeds swell and shrink during repeated cycles of wetting and drying.

The soybean pod wall reaches almost full length before seed growth begins. Drought stress during pod wall growth can result in thinner pod walls that are prone to breakage. This happens less often than shattering from split pods. Tears in the pod wall usually are too small to allow seeds to fall, but they can let water into the pod.

Sprouted seeds

Pod walls usually prevent soybean seeds from absorbing water, Wiebold says.

“Unfortunately, the current spell of frequent rains, drizzle and/or foggy days and nights can bathe the soybean pod in enough water that the water soaks through the pod wall and wets the soybean seed.”

This can result in seed sprouting while still in the pod. For more information, see Wiebold’s article “Wet Weather Can Cause Seeds to Sprout on the Plant” from the September 2016 Integrated Pest & Crop Management newsletter at ipm.missouri.edu/IPCM/?ID=645.

Sprouting rapidly decreases seed quality and results in

docking at the point of sale. Grain with sprouted seeds is difficult to store safely. Sprouted seeds release compounds that speed fungal growth. Harvest at the right time and make sure grain is dry to stop sprouting.

Poor grain quality

Seeds on plants killed by drought before maturity may be more susceptible to fungal invasion. Tears in pods, either within the pod wall or at the bottom suture, let water into the pod. If water can enter the pod, so can fungi.

“The combination of water and fungi result in fungal growth,” says Wiebold. “This growth may produce toxins, but mostly it reduces grain quality.”

U.S. standards for soybean set the upper limit for damaged kernels (it uses this term for seeds) in No. 2 soybeans at 3 percent. If damaged kernels exceed 8 percent, the grain lot will be graded sample. Sample-grade lots are hard to sell and have few uses for them near most communities.

Timely harvest may decrease the amount of damaged seeds, but some damage happens well before harvest. Scout the field to find and isolate pockets of damage so the better-appearing grain is not contaminated.

This is not easy and takes time, Wiebold says. It may, however, prevent grain from being rejected at market and is worth it.

Storing damaged grain also is difficult because fungal growth may continue and the integrity of the seed coat has been broken. Quickly bring moisture of grain down with damaged seeds below 13 percent.

“Be careful not to raise grain moisture by aerating with humid air,” Wiebold says. “Carefully watch stored grain for signs of heating.”

—Source: University of Missouri Extension release.



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The Right Kind of Partner

International Genetic Solutions teams up with IMI Global

Story by Chip Kemp

One of the fundamental keys to success, in all walks of life, is the choice of capable, honest, loyal partners. This is a lesson that each parent tries to instill at an early age. We encourage our kids to choose to be part of positive relationships, and equally crucial, to be the kind of partner that others will seek. Teams, dating, school, jobs — the success of each ultimately boils down to the health and strength of the relationship.

Our business is no different. When given the choice between two bulls from different programs that are of similar cost and bring similar merit to your operation, you'll choose the more enjoyable relationship every time. How many sell feeder calves at the nearest market? Or, how many drive farther because of the fruits of a more beneficial relationship? It is a part of the business. And we wouldn't change it.

Stories of Simmental relationships could fill a book. That might sound like a shameless plug for Dr. Bob Hough's new book "Simmental's American Journey." Of course, I'd never do that. Still, the relationships, the partnerships are truly foundational and intertwined. From the European connections forged by Travers Smith in 1966 to the pivotal relationship between the American Simmental Association (ASA) and Drs. Quaas and Pollak to responsible crossbreeding, and now to the worldwide partnerships built through ASA's genetics arm, International Genetic Solutions (IGS), the recognition that we

need to leverage the skills of others to strengthen our ability to service the industry is paramount to the Simmental business.

A new like-minded, commercially focused partnership recently formed between IMI Global and IGS to offer the IGS Feeder Profit Calculator™ to a larger swath of the industry. IMI Global's leadership position as the industry's clear leader in third-party verification services is well established. The strength of their team and the capabilities they offer has allowed them to develop long-standing connections with producers, marketers, feedlots, packers and a wide array of retailers and restaurateurs. These relationships add value to the cattle and return additional profits to producers. At the same time, IMI Global has been searching for a partner to provide the same level of genetic verification that could complement their existing services. That is where IGS steps in.

"The IGS Feeder Profit Calculator™ is the perfect addition to our suite of value-added services for our beef producers," said Leann Saunders, president of IMI Global. "We have been searching for this kind of solution for years and feel that the IGS tool is far and away the most inclusive and sophisticated calculator available in the industry today. Enabling beef producers to see the value their management and genetic decisions are providing to their operations gives them a benchmark from which they can make confident, knowledgeable choices about how to continuously improve their operations. Knowledge matters, and the IGS calculator provides producers with one more tool in their toolboxes to make transparent, informed management decisions."

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CONTINUED ON NEXT PAGE

FROM PREVIOUS PAGE RIGHT KIND OF PARTNER

it rarely accounts for the actual performance potential of a producer's cattle. The IGS Feeder Profit Calculator™ is unique in that it offers a level of genetic awareness of feeder calves that has not been previously possible in the beef business. This, combined with the progressive, market-driven programs IMI Global provides, will enable producers to market calves with the ultimate value-added package.

The IGS Feeder Profit Calculator™ continues to be offered at no cost through both IGS and IMI Global. Those interested in the calculator can visit either internationalgeneticsolutions.com or feederprofit.com. Those interested in the other third-party verification tools offered by IMI Global can visit imiglobal.com.

—Source: Chip Kemp is the director of commercial and industry operations at American Simmental Association.

TRENDING NOW

Eight Missouri Counties Tapped Primary Natural Disaster Areas

Emergency support to producers in surrounding counties also available

Agriculture Secretary Sonny Perdue designated eight Missouri counties as primary natural disaster areas. Producers in Cedar, Cole, Dallas, Greene, Hickory, Laclede, Polk and St. Clair counties who suffered losses due to a recent drought might be eligible for U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) emergency loans.

This designation by Secretary Perdue allows FSA to extend much-needed emergency credit to producers recovering from natural disasters. Emergency loans can be used to meet various recovery needs including replacing essential items such as equipment or livestock, reorganizing a farming operation or refinancing certain debts.

Producers in the contiguous counties of Barton, Bates, Benton, Boone, Callaway, Camden, Christian, Dade, Henry, Lawrence, Miller, Moniteau, Osage, Pulaski, Texas, Vernon, Webster and Wright in Missouri are also eligible to apply for emergency loans.

The deadline to apply for these emergency loans is May 13, 2019.

FSA will review the loans based on the extent of losses, security available and repayment ability.

FSA has a variety of addition programs to help farmers recover from the impacts of this disaster.

FSA programs that do not require a disaster declaration include: Operating and Farm Ownership Loans; the Emergency Conservation Program; Livestock Forage Disaster Program; Livestock Indemnity Program; Emergency Assistance for Livestock, Honeybees and Farm-Raised Fish Program; and the Tree Assistance Program.

For more information, contact your local USDA service center.

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This "Ten X" donor dam was selected as the high-selling heifer of the 2014 Blackstone Cattle Co Sale. She stems from \$150,000 valued Stevenson Ova Pride 6253. She is one of the top growth producing dams in the breed with offspring ranking in the top 5 for YW for 4 different AI sires. She is the dam of the #4 YW parent son of VAR Generation 2100 (2XL Generation X 5226 featured at OBG) and the number 2 non-parent son of KCF Bennett Southside (2XL Fortress 7126). Her #2 YW non-parent Baldridge Waylon W34 daughter and the current #1 YW KCF Bennett Southside parent daughter will be featured lots along with additional daughters by Southside, Waylon, and Fortress and pregnancies by 3F Epic 4631. She sells AI bred to Southside due September 20.

Erica of Ellston M231
This daughter of Basin Excitement was selected from Hoover Angus and stems from the famed Erica of Ellston R155 cow that produced NR 12 @ 112. M231 produced 2XL Exploration 5230, the #2 YW EPD sire in the breed; 2XL Ragnar 5908, the #12 SW sire in the breed; and 2XL TenX 5208, member of the "World Champion Pen of Three Bulls" for ADG at the 2016 Midland Bull Test. She sells bred to 2XL Generation X 5226 due Oct 8th. Daughters by VAR Discovery 2240 and GAR 5050 Data Manager 0536 will also be featured, as well as embryos and fall ET calves by Mead Magnitude and Baldridge Colonel.

2XL Opal 5933
This "Waylon" donor dam set the record 205-day wt in the 2XL program at 723 lbs/ratio 123 without creep. She ranks in the top 1% for WW, YW, CW, RE, SF and SB (+188.61). Her dam, by New Design 5050 posts BR 4 @ 99, NR 4 @ 115, YR 3 @ 108 and RE 3 @ 109. Four daughters ET by Basin Bonus 4345 will be featured as well as fall 2018 progeny by "Southside" with their recipient dams. Due Sept 30th to 2XL herd sires.

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Options Abound

Alternative thinking will help cattlemen through winter, says beef nutrition specialist

Story by Macey Hurst for Cattlemen's News

As camouflage and coveralls make their debut and white precipitation appears in forecasts, many producers' anxieties intensify. After several unexpected months of hay usage brought on by an especially untimely summer drought, said to be the worst in more than 30 years,

alternatives and helpful resources that winter subsistence will occur with ease.

"Having a better attitude about the whole situation is important," says Bailey. While the situation is less than ideal for anyone within agriculture, a total lack of options doesn't ex-

day when used in conjunction with any of these supplements and starting at five pounds of supplement per head per day, doubled for cows and calves, is a great place to start regardless of hay availability.

In addition, in times of low hay availability and high hay costs, it can be gracious to the farm budget. "I promoted the use of soy hulls and corn this summer because those were by far the two cheapest byproducts to purchase for producers, especially where corn is still \$3.50ish per bushel, depending on co-op and location, but that's \$133 per ton," Bailey says. "You really can't beat that

says that goes back to the often-desired convenience factor. While family matters and off-farm jobs are frequently and understandably prioritized above farm operations, convenience is not always an option, Bailey says.

Another important operation decision emphasized by drought and addressable by supplement feed is how to manage land and capitalize on its production potential, particularly after drought. "Rather than the idea of maximizing production for the land they have, many producers have an idea of the number of cows they want to run," Bailey says. "A lot of times, the forage base doesn't support the number of cows they have, even in a good year."

With a wide diversity of Missouri cattle operations come a vast array of needs and the overflow of information affecting such decisions can prove to be overwhelming. To support producers and ease decision-making, Bailey says he and others at MU Extension are available as a resource. "Extension is here to help," he explains. "There are some tremendously talented extension specialists across the state who are doing a phenomenal job of helping a lot of people through this scenario."

Finding feed for the coming months can undoubtedly be an intimidating task. However, Bailey is optimistic for farmers and ranchers and says it will probably be the biggest cause for concern this winter season. "Energy is the No. 1 factor that we should be focusing on. I don't foresee anything other than making sure we have enough calories in our cows' bellies as coming even close to that this winter. Hay supplies, feed availability, body condition, weight loss, those are all things that are going to be on the forefront of producers minds this winter."

Bailey says with a can-do attitude, an economical feed supplement, and resources for support, producers should have nothing to worry about when it comes to sustainable winter-feed. To find more information on feed supplements or to contact your local extension specialist for support, visit <https://extension2.missouri.edu/>.



the question of how to sustain a herd through the coming months looms in the minds of many cattlemen and cattlemen-women. Thankfully, though, Missouri's state beef nutrition specialist says to put your worries aside.

"Producers have options," says University of Missouri Extension's Eric Bailey. "But the way they've always done things doesn't mean that's the way it needs to be done in the future. We've got a culture of baling hay, making hay and overstocking our pastures in Missouri."

Producers have an idea of ritual and convenience. However, Bailey says, when it comes to underserving conditions, those are not always possibilities. It is with a positive outlook, feed al-

ist. That thought alone should lend comfort to any worried producer. However, it is not always that simple, and many times in this type of situation, some producers have a can't-do attitude. Even when it seems like options are absent, the key is to use those resources and alternatives most helpful in inferior conditions.

"Distiller's grain, soy hulls, gluten, wheat midds—those are all commodity grain byproducts that really fit well into this type of scenario," Bailey says. Each of these options is viable for producers large or small. Bailey says that producers could easily incorporate each of these into a daily diet, especially when stretching hay. Producers could use as little as 10 pounds of hay per cow per

when we have producers paying more than \$133 per ton for hay that had half the energy that corn does."

Bailey says cost should be the deciding factor when considering a feed supplement. The price will reflect availability, depending on operation location, and it should ultimately make the decision. More details on this can be found at your local grain cooperatives.

"The difference between (commodity byproducts) and some of the other supplements you might hear about, like protein supplements, is we've got to feed these every day so there definitely is more input required as far as labor and time relative to some of these other options," Bailey explains. He



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Success with Supplements

Combination of supplements is a "good choice"

Story by Macey Hurst for Cattleman's News

At any time, Shealy Farm in Fair Grove, Missouri, can hold cow-calf, backgrounding, and even confinement herds. A research farm for Missouri State University's Darr College of Agriculture, teaching and investigating a variety of production techniques is the site's purpose.

a good return on investment with very little input," he says.

Lancaster notes not one supplement can meet every need, but that a combination of supplements is always a good choice.

"The best supplement is not one or the other, it's a mix of



Because forage is the cheapest source of nutrients for your cattle, Dr. Phillip Lancaster, Missouri State University beef cattle professor, says to maximize its use.—Photo by Joann Pipkin.

Behind many of those studies is Dr. Phillip Lancaster, professor of beef cattle production, cattle nutrition researcher and ruminant nutrition expert. His use of feed supplements in these herds proves to be an invaluable asset to their success.

"Forage is your cheapest source of nutrients, so you're first goal is to maximize utilization of that forage," explains Lancaster. "When necessary, you provide minimal amounts of supplemental feeds to meet nutrient requirements of the animal and aid in digestion."

Lancaster says just a pound or two of high protein supplement per day can maintain digestibility and body condition, when low-quality forage alone would likely lower it. "From an economic perspective, that's

different ones," he says. "Different supplements have different benefits. I look at those feed supplements with regard to what nutrients they're going to supply to the animal. Distiller's grain is a highly digestible fiber but fairly high in protein compared with something like wheat midds and soybean hulls, highly digestible fibers but relatively low in protein. You've got to balance those out when putting them together."

Lancaster has seen positive response from grower calves when using a blend of protein-rich distiller's grain and intake-stimulating cottonseed hulls. Because of its nitrogen-rich quality, he foresees a diet of cottonseed meal being implemented for his cows grazing low-quality stockpiled fescue in the coming months.

Whole, Raw Soybeans: a Cost-Competitive Protein Supplement

Another option for protein supplements.

Story by Aaron Berger

Current market conditions for raw whole soybeans are making them price competitive in some areas with other protein sources such as distillers grains and alfalfa hay to be used as a protein supplement for cows as well as weaned calves.

The following are some principles to remember when feeding raw, whole soybeans to cattle.

Soybeans are approximately 40 percent crude protein and 20 percent fat.

Soybeans should be introduced gradually into the diet.

High fat levels in cattle diets can negatively impact fiber digestion. Soybeans should not be fed at a level higher than needed to meet protein requirements in the diet. In growing calves, limit soybeans to 7 percent of the diet or less and 5 percent or less in finishing diets.

Raw soybeans contain a trypsin-inhibiting enzyme that is important to protein digestion in non-ruminants and monogastrics. Nursing calves and calves less than 300 pounds should not be fed raw whole soybeans.

The protein in soybeans is approximately 70 percent rumen degradable and 30 percent rumen undegradable. Growing calves being fed corn silage and other feeds that are low in rumen undegradable protein show improved aver-

age daily gain performance when protein sources such as distillers grains that are high in rumen undegradable protein are used to meet protein needs. Feeding raw whole soybeans in the place of distillers grains to meet protein needs in a diet that is predominantly corn silage would likely result in decreased animal performance.

Raw whole soybeans have a total digestible nutrient value of 91 percent. While they are a price-competitive protein source at current commodity prices, other more economical sources of energy exist. Therefore, they should be used primarily to meet protein requirements.

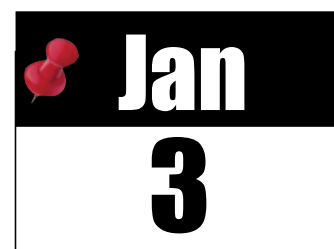
For mature cows on forage-based diets, soybeans should not be fed at more than 10 percent of the diet on a dry matter basis. This would be approximately 2-3 pounds on a daily basis. Cows needing 0.4 of a pound of supplemental crude protein per head per day could be fed 2 pounds every other day and meet their protein requirement.

Raw whole soybeans can be an excellent protein source when used as a supplement. Producers looking for an economical protein source for cows to complement low quality forage should consider the potential of using raw whole soybeans this fall and winter.

—Source: Aaron Berger is a Nebraska Extension Educator.

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My Message to President Trump

Talking trade, taxes and farm life in the Oval Office

Story by Chris Chinn

On Wednesday, Oct. 17, President Donald Trump and USDA Secretary Sonny Perdue invited me to the White House — to sit in the Oval Office — and tell my family farm's story. It was humbling to be among six Americans representing various industries, brought together by President Trump so he and eight of his Cabinet

members could listen to our stories of the positive changes we've seen over the last two years. I took my once-in-a-lifetime opportunity to highlight progress we've seen as farmers and ranchers because of tax reform, deregulation, rural community investment and, of recent, a modernized trade deal with Mexico and Canada.

Trade matters.

As a livestock and grain farmer, I understand the importance of international markets firsthand, especially with our neighbors to the north and south. Here in Missouri, we rely on agriculture and free trade as much as anyone. In 2016, our producers exported more than \$2.2 billion of agricultural products, 64 percent of which went to our trading partners in Mexico and Canada.

With more than 400,000 Missouri jobs depending on strong food and agriculture industries, the Show-Me State was

counting on President Trump to deliver on his promise of updating our longstanding trade agreement with Mexico and Canada. One thing was clear each time I visited Washington, D.C., over the past year to advocate for a swift resolution: President Trump and his team were determined to make good on their word.

Missouri farmers needed a win and the U.S., Mexico, Canada Agreement (USMCA) delivers just that. It keeps the markets of our top two trading partners open for business so farmers in Missouri can sell rice, beef, corn and more, provides new access in the Canadian market for U.S. dairy, poultry and egg producers and enhances provisions specific to biotechnology. The USMCA, when approved and in effect, is a deal done right that will hopefully pave the way for other trade solutions.

Now it is up to Congress to vote on the agreement. I hope lawmakers will waste no time in bringing this deal across the finish line. In the meantime, the Trump administration must keep the momentum going and successfully conclude other negotiations. This has been, and continues to be, a challenging time for my fellow farmers and ranchers. I certainly appreciate the work being done by the Trump administration to provide for more fair and open trade that will yield benefits for years to come.

Personal note.

In the days since my visit to the Oval Office, many people have asked, "What is President Trump like?" I can honestly say that President Trump and Secretary Perdue were two of the most down-to-earth and genuine leaders I've ever met. I will be forever thankful to have had the chance to thank our president directly for his dedication to rural America. I'm confident Missouri agriculture and our rural communities are in good hands with President Trump, Secretary Perdue and Gov. Mike Parson at the wheel.

—Source: Chris Chinn is the director of the Missouri Department of Agriculture and a hog producer from Clarence.

SOUTHWEST RESEARCH CENTER Beef Cattle Open House and Timed AI Demonstration Monday, December 3rd 2018

Interested in using estrus synchronization and AI but not sure where to start?

Trying to make sense of EPDs and genomic tests?

Curious about new timed AI approaches or products like sex-sorted semen?

Thinking about enrolling or sourcing heifers through Show-Me-Select?

Visit the University of Missouri Southwest Research Center in Mount Vernon on December 3rd for a beef cattle open house. MU Extension Faculty will offer an overview of reproductive and genomic technologies for beef cattle and talk about the plan to expand and improve the Southwest Research Center beef herd. Producers are invited to stay for an estrus synchronization and timed artificial insemination demonstration with the Southwest Research Center's beef heifers.

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Schedule for Monday, December 3rd 2018

8:00am	Welcome, donuts, and coffee
8:30am	Estrus Synchronization and AI: Getting Started <i>Dr. Jordan Thomas, Beef Reproduction Extension Specialist</i>
9:00am	EPDs and Genomic Testing: Making Sense of the Numbers <i>Dr. Jared Decker, Beef Genetics Extension Specialist</i>
9:30am	Show-Me-Select Replacement Heifer Program <i>Eldon Cole, Regional Livestock Specialist</i>
10:00am	Plan for the Southwest Research Center Beef Herd <i>David Cope, Southwest Research Center Superintendent</i>
10:30am	Demonstration: Using Sex-Sorted Semen for Timed AI

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TRENDING NOW

Don't Let 'Em Slip

Maintain body condition between calving, breeding

Story by Glenn Selk

On a recent drive through northeast Oklahoma and southeast Kansas, numerous fall-calving cows and calves were observed from the highway. The cows were mostly in good body condition (body condition scores of 5 and 6), and many had adequate quantities of standing warm season forages available to them.

Body condition score at calving is the single most important trait determining when a cow resumes heat cycles, and therefore when she is likely to re-conceive for the next calf crop. However, it is also very important to avoid condition loss between calving and the breeding season to maintain excellent rebreeding performance. Fall calving cows normally are in good body condition when they calve in September and October. Body condition changes from the time the cow calves until she begins the breeding season can also play a significant role in the rebreeding success story. This appears to be most important to those cows that calve in the marginal condition score range of 4 or 5.

A two-year Oklahoma State University study shows the impact of losing body condition in the period from calving to the start of the breeding season. This study was conducted with spring-calving cows, but the lesson-learned applies to fall-calving cows as well. Seventy-five cows in year one and 70 cows in year two were randomly allotted to *lose* body condition from calving (beginning Feb. 11) until mid-April or *maintain* body condition during the same time frame. Cows were exposed to fertile bulls for 90 days each year starting May 1. Pregnancy rate was determined at 70 days after the breeding season. Cows that were fed to maintain body condition from calving until the beginning of the breeding season averaged 94 percent pregnant, while those that calved in similar body condition but lost nearly one full condition score were 73 percent rebred. The body condition that was maintained throughout late pregnancy until calving time must be maintained until rebreeding to accomplish high rebreeding rates.

By studying the nutrient requirement tables for lactating beef cows, we can learn that an 1,100-pound cow needs about 2.5 pounds of crude protein per day. She should receive approximately 1 pound of protein from the standing grass and/or grass hay she consumes free choice. Therefore we need to provide 1.5 pounds of protein

via supplements. If we are feeding a high-protein cube such as a 40 percent protein supplement, she will need about 3.75 pounds of supplement daily. If the supplement is a 30 percent supplement, then 5 pounds per day will be needed. Maintaining the body condition through the breeding season should be rewarded with a high-percentage calf crop the following year.

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

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Cattlemen See More 'Green'

In spring, grazing stockers on wheat increases profits

As the air begins to cool, cattle producers across the wheat belt are tapping into a forage resource unique to them, helping increase gain and overall profits.

"Wheat is the highest-quality forage we can produce, and cattle perform really well, gaining on average over 2 pounds a day," said Ryan Reuter, PhD, an Oklahoma State University associate professor and researcher specializing in cattle nutrition and grazing management. "It's extremely valuable for stocker operators to use this forage resource to their advantage."



Coupled with such high-quality wheat forage, implants are valuable tools for stocker operators to leverage.

To further capitalize on the average daily gain wheat pasture offers stockers, Reuter recommends cattlemen leverage an implant program as well as incorporate an ionophore.

The key to managing an implant program for cattle on wheat pasture — a season lasting from November through April — is having an implant that can actively release for more than 140 days.

"Some implants pay out before that season is over. By using long-acting implants, producers can have a longer payout period. Otherwise, you need to consider re-implanting," Reuter said. "The most cost-effective management program you can do in stockers is making sure cattle have an active implant. The return on investment is bigger than any other management practice we do in stocker cattle."

"If there is anything we can do to increase the size of that calf or reduce our costs, we need to take advantage of it," said Oklahoma stocker operator Jerry White. "We're basically the middleman. We can't control how much that calf costs, and we can't control what we sell him for as a feeder calf."

White implemented a head-to-head comparison trial on wheat pasture — 200-day implant Synovex® One grass versus a competing long-duration implant to see if there was a performance difference. The trial results demonstrated an additional 22 pounds of gain for cattle implanted with Synovex One grass.

"Based on the results, we will certainly be looking to use Synovex One implants when we have a set of cattle we intend to keep out on pasture 140 days or longer," White said. "Implanting once is much better than trying to bring them back in to re-implant later."

Reuter's expectations for wheat this year are optimistic, and earlier turnout is likely.

Clear benefits for grazing cattle on wheat exist. And with this summer's rainfall, we can expect to see earlier turnout for cattle on wheat, Reuter said. Mid-November is the normal target date for grazing, but turnout

CONTINUED ON NEXT PAGE

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might occur even earlier for many parts of the wheat belt.

"I'll hedge my bets with predictions for wheat crops this year," Reuter said. "My expectations are close to normal. We've had a good summer in Stillwater, Oklahoma, and are in great shape. At the time of this interview, the northern wheat belt, however, around southern Kansas, western Oklahoma and even parts of southern Oklahoma, still remains in a drought."

Grazing stocker cattle on wheat pasture over winter presents an excellent oppor-

tunity for producers to market calves as feeder cattle in the springtime, with the likelihood of better cattle prices.

“An important role of the stocker industry is to spread those calves through the year to have a year-round, consistent supply in the beef chain,” Reuter said.

To extend grazing opportunities with long-duration implant options, learn more at nostresssynovex.com.

Do not use Synovex products in veal calves. Refer to label for complete directions for use, precautions, and warnings.

—Source: Release from Zoetis.

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AURORA - 100 Ac., Elm Springs Rd., rotational grazing system, new well, waterers, creek, pole barn, pipe corral **REDUCED** \$340,000

SPARTA - 80 Ac., Hwy 14, mostly open w/some woods, Hwy 14 frontage, pond, good pasture, nice building site \$422,424

FAIR GROVE - 125 Ac., 248th Rd., nice cattle farm, fenced & cross fenced, with good pasture & hay ground, Pomme De Terre River frontage, 4 ponds, corral \$437,605

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

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

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. off Hwy T, nice setting, exc. pasture & hay ground, well, waterers, ponds, spring, hay barn \$657,250

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

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

MTN. GROVE - 354 Ac., County Line Rd., good rolling pasture land, creek, ponds, springs and waterers, excellent pipe corral & working facilities, barn, shop, 3 bed home **REDUCED** \$779,000

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, exc. barn., corral, chute \$790,000

MTN GROVE - 202 Ac., Hwy 60 frontage, beautiful cattle farm, between Hwy. 60 & Hwy. MM, pipe entrance, barn, ponds, creek, 3 BR home w/bsmnt **REDUCED** \$799,000

LEBANON - 392 Ac., Lark Rd. off Hwy. BB, pasture & hay ground, 3 bedroom modular home **UNDER CONTRACT** \$894,000

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

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 with some woods. \$1,250,000

BILLINGS - 257 Ac., Hwy 14, located on west edge of Clear Creek, 3 BR home, good pasture and possible future development **UNDER CONTRACT** \$1,289,000

REEDS SPRING - 285 Ac., off Hwy 160, beautiful full log home with w/o basement over 6,000 sq. ft., great picturesque setting with great views, rolling pasture land, close to Branson and area lakes \$1,395,000

STOUTLAND - 661 Ac., Starling Dr., rolling pasture land, nice pipe corrals & pens, covered working chute, fenced & cross fenced, ponds, springs, well & waterers \$1,487,250

CLEVER - 322 Ac., Old Wire Rd., beautiful rolling pasture / h, 2 older homes, several barns, corral, big spring, 3 wells, lots of road frontage (site of Dug Spring Civil War Battle) **SOLD** \$1,500,000

MILO - 632 acres, Hwy, EE, 70"x48 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, 2 BR home, 3 ponds, 3,800 sq. ft. brick walkout bsmt home .. \$2,300,000


GOLDEN CITY - 382 Ac., CR 50, state of the art dairy operation, row crop farm, 1,260 cow capacity, 32 cow carousel, 3 free stall barns, commodity barn, hay barn, truck scale, irrigation system, 5 bedroom home \$3,300,000

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, exc. fencing \$4,117,750

FALCON - 2660 Ac., 2 BR home, commodity barn, 120 ac. creek btm, numerous springs & ponds, lots of grass **SOLD** \$4,829,000

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Bill Maxwell
Treasurer • (870) 878-6485

Salute to Our Veterans

Crowder College honors veterans at annual event

Story by Rebecca Mettler for Cattlemen's News

The agriculture department at Crowder College hosted the third annual veterans dinner on Sept. 20, 2018, on the Neosho Crowder College campus.

Crowder has a rich history in military service and tradition. In fact, the campus was originally designated as the Camp Crowder Army Base during World War II, so it's fitting for the college to honor America's heroes.

"Our goal is to create a culture of service here at Crowder," said Jorge Zapata, agriculture division chair. "Servant leadership is one of the tenets of Crowder College, and we work to embody that philosophy."

The night was filled with old friends, new acquaintances, good food and live music. Each veteran has a story—a story important to the fabric of our society and our rural communities.

A story like Bruce Benson's is one that is worth passing on to the next generation.

Bruce Benson of Webb City, Missouri, served in the Air Core from the early '40s until 1945 when World War II ended. The Ohio native was stationed at Camp Crowder prior to being deployed to the Philippines. He was on a signal team responsible for repairing and installing communications lines serving under General Douglas MacArthur.

Music is one of Benson's passions and a connection to Jane, his late wife. Each night for the past three or four years,

Benson steps out of his house at sunset, stands on his front porch and sounds taps before saluting the flag. On this particular evening, he performed taps for the 7:20 p.m. sunset surrounded by fellow veterans.

Benson met his wife at Camp Crowder when he was playing in a pick-up band one night entertaining the servicemen.

Jane was in a U.S.O. dance group. She asked him if he'd play a particular song, and the rest was history.

"It's an unforgettable experience," said Cheston Stacy, sophomore and member of the Crowder College Aggie Club from Stockton, Missouri. "They've done so much for us yet they are the ones that are thanking us throughout the night. We should be the ones thanking them!"

As the evening progressed, it was clear to see that the event was made possible by young adults stepping up, lending a hand and dedicating several hours of volunteer service to show appreciation for the group of individuals for whom we owe our freedom.

As Chance Wallace, Crowder College sophomore and past Missouri State FFA officer, said in his address to the veterans, "Thank you for the things I have witnessed, and thank your for the things that I hope I never have to see."



Safety Net, Conservation Payments Issued

USDA issues protection payments to Missouri Farmers

USDA Missouri Farm Service Agency (FSA) Executive Director, Brent Hampy, announced that more than \$86 million will be paid to Missouri farms that enrolled in Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) for 2017 market downturns. Additionally, Missouri FSA will distribute more than \$102 million in Conservation Reserve Program (CRP) rental payments to landowners for their commitment to conservation stewardship.

According to Hampy, PLC payments have triggered for 2017 barley, canola, corn, grain sorghum, wheat and other crops. In the next few months, payments may also be triggered for rice, chickpeas, sunflower seeds, flaxseed, mustard seed, rapeseed, safflower, crambe and sesame seed. Producers with bases enrolled in ARC for 2017 crops can visit www.fsa.usda.gov/arc-plc for updated crop yields, prices, revenue and payment rates. In Missouri, 110 counties have experienced a drop in price and/or revenues below the benchmark price established by the ARC or PLC programs and will receive payments.

ARC and PLC payments can vary by county because average county yields differ, Hampy said.

Recently, USDA began issuing 2018 CRP payments to support voluntary conservation efforts on private lands. In Missouri, enrolled landowners will receive compensation for their efforts to improve water quality, reduce soil erosion and improve wildlife habitat.

—Source: Missouri Farm Service Agency



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We **RESPOND** to the harmful actions of radical groups and extremists, like the Humane Society of the United States.

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The Importance of Farm Tours

Open your farm to educate consumers

Story by Erin Luchsinger Hull

We live in a day and age where most of the population is at least three generations removed from the farm. This is something we all know and discuss. But it's how we handle that information that is important. The best way to combat raising a product that the consumer knows very little (if anything) about is to open your farm and educate.

I'm a Red Angus producer in, of all places, upstate New York. I live in dairy country. I'm surrounded by dairy farms milking anywhere from 50 head of cows to 1,500. Most of these farms are free stalls, and their cows are never on pasture. Their calves are raised in calf hutches that the general public call veal crates. They have zero understanding of animal agriculture.

My farm is a bit different. I am a grass-fed grazing operation on a highly travelled road, and every day you'll see cars pulled over with their windows down, staring at our cows. Some of these people have literally NEVER seen a cow in their life. They know nothing about cows. They know nothing about beef or how it's raised. The average consumer assumes that beef calves are born on a feed lot, raised in a feed lot and never leave.

The best way I've found to educate the consuming public is to open the farm doors, letting them on the farm to see firsthand how beef is raised. I host several public and private events at our farm. Some of the most influential tours are with foodies.

These are people whose lives revolve around food. Many times, they are registered dietitians who need credits to fulfill their license requirements. They walk on the farm and will admit to believing beef is not good for the heart, would never suggest it as a



protein source to their clients, yet have no idea how it's raised. These visitors have the power to influence how people eat.

They get a full tour of the farm with 100 percent transparency. I use basic terminology and start the tour explaining the lifecycle of a beef calf from the day it is born until the day it lands on their plates. I walk them into the pastures and let them see firsthand how a calf and cow live. They learn what a squeeze chute is. I usually pull someone from the audience to actually walk through the chute so I can demonstrate WHY we use what some call a "rape rack."

We touch on antibiotic use. I let them ask any question. No topic is off limits. Nine times out of 10, when these foodies leave the farm, their minds are blown. They often are questioning their preconceived notions about how awful beef is for the environment, sustainability (I HATE this word). As producers we know that all farms that succeed are sustainable. If they weren't, we'd be out of business, and heart-healthy. I actually work with the dietician who serves on our state Beef Council to give the nutritional information as this information is technical and out of my wheelhouse.

The second kind of tour I offer on the farm is an "Open Farm Day." The entire farm is open to the public. It is advertised, and we open the doors to anyone and everyone. Because not everyone who visits will

ask questions, I make informational signs that I hang on the fence for visitors to read. These signs range from cattle terminology (bull vs. steer vs. heifer vs. cow vs. calf), to weed management in our pasture system (we mow to control weeds), to why a cow can eat nothing but grass and gain weight.

The key here is to keep the signs simple and not give them information that's over their heads. Remember that 7 percent of the general population truly believes that chocolate milk comes from brown cows. The less technical, the better when it comes to education. We have anywhere between 500-800 visitors for these tours. We get a handful of producers who are interested in our operations, but 95 percent of the visitors have never stepped foot on a farm. They have kids. They want to see animals. Their kids want to crawl into large equipment (I line up all our hay-making equipment, pull out the keys, open the doors and let the kids have fun). On this type of tour, if the kids have fun, the parents are more open to learning.

We make zero money on any of these tours. They take so

much time and energy. SO much. But making money isn't my goal. My goal is to educate. As producers, we NEED our consumers to understand what we do, how we do it and WHY we do it. Without consumers, we are out of business – and no longer sustainable.

Most people are very hesitant to open their doors in fear of negative blowback. I can honestly say that in five years of doing these tours, I've never received even a negative word. Never. I've had vegans take tours with their arms crossed and scowls on their faces. Yet when they leave, they hug me and say thank you. Don't be nervous. If we want to get a foothold against the information that is being fed to the public by the animal rights activists, we must be proactive. We must show the general public that we have nothing to hide. Who would you rather educate the public about how we raise our animals – animal rights activists or you?

—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.

Stalk Check

Test cornstalks for nitrates before feeding

Do you plan to feed baled cornstalks to your cattle this winter?

Be sure to test them for nitrate levels and feed them with caution, says University of Missouri Extension livestock specialist Gene Schmitz.

MU Extension agronomists across the state report high nitrate levels caused by this summer's drought. County MU Extension centers offer nitrate testing.

Before feeding cornstalk bales, it is important to know nitrate levels to determine how the stalks are fed to avoid nitrate poisoning, Schmitz says.

"If the nitrate level of stalks is less than approximately 2,500 parts per million, the stalks can be fed free-choice with no feeding restrictions," Schmitz says.

He reports some stalks testing nearly four times that amount this year.

If stalks have more than about 2,500 ppm nitrate, he recommends limiting the amount of stalks in the diet and warns against free-choice feeding in round bale feeders. He does not recommend ammoniation of stalks with high nitrate levels, even though ammoniation does improve palatability and fiber digestibility of poor-quality forages. He further cautions against feeding supplements containing urea or nonprotein nitrogen in combination with high-nitrate feeds.

Contact your local MU Extension livestock specialist for help with nitrate testing and feed ration formulation.

Source: University of Missouri Extension release.

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DEC. 6, 2018

AT JOPLIN REGIONAL STOCKYARDS

SALE FOLLOWING VALUE-ADDED FEEDER CATTLE SALE

CONTRACTS AND VIDEOS DUE NOV. 29

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TRENDING NOW

New Beef Research Project Outlined for Southwest Center

Project to focus on reproductive, genomic technology performance on toxic fescue

Fall is a busy time at the University of Missouri Southwest Research Center. We have several projects that are completed, some in process and some that will start very soon.

The long-awaited Educational Conference Facility at the

Southwest Center is now in the early stages of construction. The footers have been dug, and more dirt work is being completed. At this time, the estimated completion date is May or June 2019. We are excited about that. This 7,050-square-foot facility will allow

us to host more events than we can now facilitate, as well as become more technologically advanced than our current meeting space. Having multiple overhead projectors, as well as an improved sound system, will allow visitors to better use the meeting space.

The research harvest of our grapes and black walnut varieties has been completed, and we are in the process of looking at how the different varieties of pecans have done this year. As with most things in agriculture, moisture and temperature throughout the year can have a big impact on our horticulture research.

We have a multi-year study with Dr. Eric Bailey, which looks at the impact of prescribed burning on ergot alkaloid production in endophyte-infected K-31 tall fescue. Multiple infected fescue plots were burned in March and April, with some mowed off to simulate grazing. We are already seeing other species growing in several of the plots. We will look to burn a few Southwest Center pastures next spring to see what it looks like in a production environment.

We are excited to announce a new research project for the Southwest Center's cowherd. Using reproductive and genomic technologies, the current herd will be changed over time to improve maternal traits that result in functional, fertile cows which excel in this region of the country. The breeding plan for the Southwest Center cowherd is to maintain a commercial herd of crossbred, Red Angus-based commercial females. Replacement heifers will be generated through use of artificial insemination (AI). Primary emphasis will be placed on the HerdBuilder index, Stayability expected progeny differences (EPDs) and Heifer Pregnancy EPD when selecting AI sires. In selecting natural service sires, terminal growth performance will be emphasized, with these sires selected from different breeds to maximize heterosis.

Over time, these genetics will be evaluated to see how well they perform on toxic endophyte fescue, as well as calf performance and carcass characteristics. We hope to improve conception rates of the females in the Southwest Center beef cattle herd, improve calf crop uniformity and add value and marketability to our calves. This research partnership is a collaboration between the Southwest Research Center, the Division of Animal Sciences at the University of Missouri, and MU Extension. Dr. Jordan Thomas, Dr. Jared Decker, Dr. Scott Poock, Dr. Eric Bailey and Eldon Cole will work on this project, in addition to the Southwest Research Center staff.

—Source: University of Missouri Southwest Research Center.



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EVENT ROUNDUP

November

- 12 B&L Red Angus Bull Sale
at the ranch, Putnam, Oklahoma
FMI: 580-334-2801
- 12 Farm Tax Workshops
Univ. of Missouri Extension Centers
in Bolivar, Osceola, Pineville and Vienna
FMI: 417-326-4916
- 15 Primetime Livestock Video Sale
Downstream Casino, Quapaw, Oklahoma
FMI: Bailey Moore, 417-540-4343; Skyler Moore,
417-737-2615; Jackie Moore, 417-825-0948; or
Colby Flatt, Video Mgr., 620-870-9100
- 16 LeForce Hereford Production Sale
at the ranch, Pond Creek, Oklahoma
FMI: 580-984-1480
- 16 Show-Me-Select Replacement Heifer Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-466-3102
- 16-17 Genetrust Brangus Sale
Cavender's Neches River Ranch, Jacksonville, Texas
FMI: 417-425-0368 or 877-436-3877
- 17 Northeast Arkansas Angus Sale
Charlotte, Arkansas
FMI: 662-837-1776
- 17 Seedstock Plus Influence Commercial Female Sale
Kingsville, Missouri
FMI: 877-486-1160
- 17 Sydenstricker Angus Production Sale
at the farm, Mexico, Missouri
FMI: 573-581-1225
- 19 Green Springs Bull Sale
3 Cedars Sale Facility, Nevada, Missouri
FMI: 417-448-7416
- 19 Farm Tax Workshops
Univ. of Missouri Extension Centers
in Lebanon, Potosi and Tuscumbia
FMI: 417-326-4916
- 20 Feeding Cattle Through the Winter Workshop
Barton County Extension Center, Lamar, Missouri
FMI: 417-682-3579
- 26 Yearling Highlight Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333

December

- 1 Highland Cattle Auction
Coffeyville, Kansas
FMI: 417-733-3201
- 3 8 a.m. Beef Cattle Open House & Timed AI Demonstration
University of Missouri Southwest Research Center
Mount Vernon, Missouri
FMI: 417-466-3102
- 6 Value-Added Feeder Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333
- 6 Farm Labor Workshop
Oasis Hotel & Convention Center, Springfield, Missouri
FMI: 417-326-4916
- 13 Farm Labor Workshop
City of Miner Convention Center, Sikeston, Missouri
FMI: 573-545-3516

January

- 3 Value-Added Feeder Cattle Sale
Joplin Regional Stockyards, Carthage, Missouri
FMI: 417-548-2333

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Document No: JRS 1 Revised 10/9/2017

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

CityStateZip

Phone/CellFax

Field Representative

Marketing Information

Estimated Number of SteersEstimated 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

☐Dehorned

☐Bunk broke

☐Tank broke

☐Guaranteed Open

(date)(date)(date)(date)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!

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 named brand vaccines & wormers

PRODUCT ADMINISTERED		JRS Calf	JRS Vac 45	JRS
List Product and Brand in this column		Vac Sourced	Weaned Sourced	Stocker Vac
Vaccine Protocol	1 st Dose Date	1 st Dose Date	1 st Dose Date	1 st Dose Date
Respiratory Virals	White Tag	Gray Tag	Orange Tag	Tag
IBR-BVD-PI3-BRSV	X	X	X	X
1 st Round MLV or Killed				
Booster Dose MLV only				
Clostridia/Blackleg	X	X	X	X
Haemophilus Somnus (Optional)				
Mannheimia (Pasteurella)	X	X	X	
Haemolytica		X		
Parasite Control (Dewormer)		X		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 bull(s) 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 ADMINSTRATED ACCORDING TO BOA 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 BOA 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

Value-Added Feeder Cattle Sales

Thursday, Dec. 6, 2018
Thursday, Jan. 3, 2019
(Wean by Nov. 19)

Be sure to complete both forms (front and back).
Incomplete forms will be returned.

ON THE CALENDAR

Feeding Cattle Through Winter

MU Extension to hold meeting to discuss management and economics

On Nov. 20, University of Missouri Extension will be having a beef cattle producers meeting to discuss strategies of economics and feeding cattle through the winter. The event will be held at 6 p.m. at the Barton County MU Extension Center (801 East 12th Street, Lamar, Missouri, 64759). Topics and speakers include:

- Feeding and management strategies of cattle through the winter on limited forage—Patrick Davis, MU Extension livestock field specialist, Stockton, Missouri.
- Economics of management and feeding cattle through the winter on limited forage resources—Wesley Tucker, MU Extension agriculture business

field specialist, Bolivar, Missouri

Refreshments will be provided by MU Extension.

The workshop is free to the public; however, preregistration is required by Nov. 19.

To register or for more information on the workshop, please contact the Barton County MU Extension Center at 417-682-3579 or Patrick Davis by email at davismp@missouri.edu.

Contact us immediately if you need accommodations because of a disability, need to relay emergency medical information or need special arrangements if the building is evacuated.

Source: University of Missouri Extension release.

ON THE CALENDAR

Workshops Offer Help on Hiring, Retaining Farmworkers

Session set for Springfield and Sikeston, Missouri

University of Missouri Extension will hold a workshop on how to attract and keep quality farm laborers.

“This one-day workshop was developed by MU Extension to help you improve your labor management and finances and protect your business,” says MU Extension agricultural economist Ryan Milhollin.

Attendees will learn tips to recruit, train, mentor and retain employees. They also will discuss ways to be competitive in compensation and proper hiring and termination practices. Other topics include record-keeping requirements regarding payroll, withholding taxes and deposits.

Workshops run 9 a.m. to 4 p.m. Cost is \$20 with lunch provided. For more information, contact the extension specialist listed or go to extension2.missouri.edu/events.

Dates and locations:

- Dec. 6, Springfield. Oasis Hotel and Convention Center, 2546 N. Glenstone Ave., Springfield. Contact Wesley Tucker at 417-326-4916 or tuckerw@missouri.edu.
- Dec. 13, Sikeston. City of Miner Convention Center, 2610 E. Malone Ave., Miner. Contact David Reinbott at 573-545-3516 or reinbottd@missouri.edu.

—Source: University of Missouri Extension release.

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.

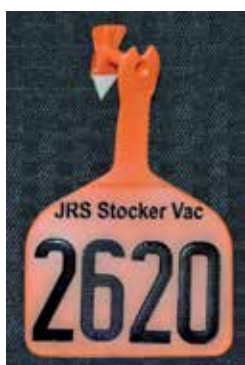
JRS WEAN-VAC 45 NON-SOURCED (GRAY TAG)

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.

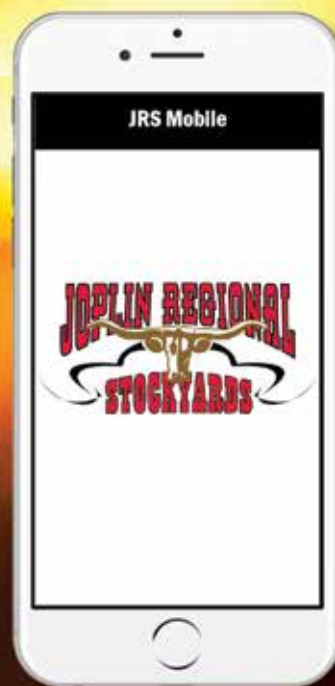


JRS WEAN-VAC 45 NON-SOURCED (ORANGE TAG)

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.



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MARKET WATCH

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

Joplin Regional Stockyards

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



Video Cattle Auction
Oct. 29, 2018
Receipts 806

Demand moderate to good for this Prime Time Video Auction at the Joplin Regional Stockyards. The Video Sale was held following Joplin’s regular Monday feeder cattle sale. The cattle offered are in Missouri, Arkansas, Louisiana and Florida. An eighty cent right slide on yearlings, ten slide on calves and a two to three percent pencil shrink will apply. Deliveries are current through March, 2019. The supply included 43 percent steers, 57 percent heifers, with 35 percent over 600 lbs.

Southcentral States: Texas, Oklahoma, New Mexico, Kansas and Missouri.

Feeder Steers Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
63	800	800	140.00	140.00	Feb

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
85	550	550	159.50	159.50	Mar Value Added

Feeder Heifers: Medium and Large 1-2

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
65	775	775	136.00	136.00	Feb

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
40	630	630	147.00	147.00	Current Calves
171	600	600	164.00	164.00	Nov
72	700	700	158.00	158.00	Nov

Feeder Heifers: Medium and Large 1

Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
40	630	630	137.00	137.00	Current Calves
170	575	575	154.50	154.50	Nov Value Added

Feeder Heifers: Medium and Large 1-2

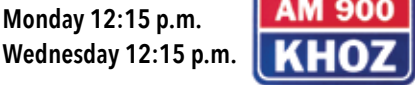
Head	Wt Range	Avg Wt	Price Range	Avg Price	Delivery
100	525	525	144.00	144.00	Current Value Added

—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

Tune in to the JRS Market Report



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



Monday 11:30 a.m.
Wednesday 11:30 a.m.

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



Monday 11:45 a.m.
Wednesday 11:45 a.m.



Monday & Wednesday
11:30 a.m. & 12:30 p.m.



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



MARKET WATCH

Feeder Cattle Auction | Oct. 29, 2018 • Receipts 5,527

Compared to last week, steer and heifer calves steady to 5.00 lower, with the decline on the un-weaned calves, yearlings steady to 3.00 higher. Demand moderate to good, supply moderate. Feeder cattle supply included 40 percent Steers, 45 percent Heifers, and 15 percent Bulls. Feeder cattle supply over 600 lbs was 40 percent.

Feeder Steers(Per CWT): Medium and Large 1 273 lbs 210.00; 300-400 lbs 175.00-190.00; 400-500 lbs 165.00-182.50; 500-600 lbs 147.00-164.00, 520 lbs Fleishy 152.50, Value Added 157.50-174.00; 600-700 lbs 151.00-170.00, Calves 139.00-151.00; 700-800 lbs 151.00-162.00, Calves 130.00-142.50; 800-900 lbs 152.50-160.10. **Medium and Large 1-2** 388 lbs 167.50, Thin Fleished 170.00-182.00; 400-500 lbs 150.00-166.00, Thin Fleished 170.00-180.00, Value Added 162.00-178.00; 500-600 lbs 142.00-157.50, 517 lbs Fleishy 140.00, 543 lbs Value Added 162.00; 600-700 lbs 149.00-163.00, Calves 140.00-152.00; 700-800 lbs 145.00-157.00, Calves 134.00-137.00; 800-900 lbs 142.00-154.50; 965 lbs 134.00; 1000-1100 lbs 125.00. **Medium and Large 2** 296 lbs Thin Fleished 160.00; 365 lbs 160.00, 391 lbs Thin Fleished 170.00; 466 lbs 145.00; 540 lbs 144.00; 601 lbs 149.00, Calves 132.00-137.00; 762 lbs 140.00. **Large 1** 386 lbs 165.00; 400-500 lbs 145.00-160.00; 500-600 lbs 154.00-160.00; 646 lbs Fancy 152.00; 799 lbs 152.00. **Large 1-2** 500-600 lbs 150.00; 620 lbs Calves 149.00. **Medium 1-2** 478 lbs 135.00. **Medium 2** 619 lbs 131.00. **Medium 2-3** 343 lbs Thin Fleished 135.00; 429 lbs Thin Fleished 132.50.

Feeder Heifers(Per CWT): Medium and Large 1 266 lbs 162.00; 300-400 lbs 155.00-169.00; 400-500 lbs 140.00-161.00, Fleishy 133.00-138.00; 500-600 lbs 131.00-151.00, Fleishy 127.00-132.00, Value Added 153.00-156.00; 600-700 lbs 145.00-155.00, Calves 125.00-134.00; 700-800 lbs 138.00-151.50; 800-900 lbs 137.00-145.00; 995 lbs 126.00; 1045 lbs 122.00. **Medium and Large 1-2** 200-300 lbs 160.00-165.00; 300-400 lbs 140.00-155.00, Thin Fleished 152.00-162.00; 400-500 lbs 130.00-148.00, 482 lbs Fleishy 122.00, Thin Fleished 146.00-151.00, Value Added 144.00-147.00; 500-600 lbs 128.00-138.00, Fleishy 124.00-134.00, Thin Fleished 138.00-148.00, Value Added 138.00-146.00, 574 lbs Yearlings 149.00; 600-700 lbs 132.00-153.00, Calves 122.00-138.00, 682 lbs Fleishy 139.00, 670 lbs Thin Fleished 152.00; 700-800 lbs 135.00-150.50, 713 lbs Calves 124.00; 800-900 lbs 125.00-132.50; 987 lbs 125.00. **Medium and Large 2** 299 lbs 135.00; 386 lbs 135.00; 400-500 lbs 125.00-135.00, 486 lbs Yearlings 140.00; 500-600 lbs 120.00-122.00, 532 lbs Thin Fleished 122.00, 523 lbs Yearlings 140.00; 600-700 lbs 130.00-135.00; 747 lbs 121.00; 855 lbs 105.00. **Large 1** 405 lbs 145.00; 518 lbs 133.00; 665 lbs 141.00, 650 lbs Calves 127.00; 701 lbs Calves 124.00. **Large 1-2** 400-500 lbs 133.00-140.00; 523 lbs 129.00. **Medium 1-2** 501 lbs 121.00; 655 lbs 139.00.

Feeder Bulls(Per CWT): Medium and Large 1 400-500 lbs 151.00-180.00; 500-600 lbs 140.00-162.00; 651 lbs 138.00; 710 lbs Calves 122.00; 831 lbs 1120.00. **Medium and Large 1-2** 200-300 lbs 162.50-190.00; 300-400 lbs 162.00-190.00; 400-500 lbs 132.50-177.00; 500-600 lbs 125.00-140.00, Thin Fleished 157.00; 605 lbs 120.00, Calves 117.50-136.00; 783 lbs Calves 117.00. **Medium and Large 2** 300-400 lbs 142.00-145.00; 420 lbs 150.00. **Large 1** 530 lbs 152.00; 601 lbs Calves 141.00. **Large 1-2** 950 lbs 106.00. **Medium 1-2** 369 lbs 145.00. **Medium 2** 424 lbs 151.00. **Small and Medium 1-2** 516 lbs 130.00.

Please Note: The above USDA LPGMN price report is reflective of the majority of classes and grades of livestock offered for sale. There may be instances where some sales do not fit within reporting guidelines and therefore will not be included in the report. Prices are reported on an FOB basis, unless otherwise noted.

—Source: USDA-MO Dept of Ag Market News Service Rick Huffman, Market Reporter, (573) 751-5618. 24 Hour Market Report 1-573-522-9244. www.ams.usda.gov/mnreports/JC_LS151.txt. www.ams.usda.gov/market-news/livestock-poultry-grain.

Southwest Cattlemen's Foundation Auction

Dec. 1, 2018

Meal 6:30 p.m. | Auction 7:30 p.m.

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